

## Hello!

Hi,

I'm Neil.

I love being an Independent Financial Adviser! It combines my love of helping people have peace of mind with a love of solving complex issues.

I set up with "Plan with Neil" so that I could help as many people as possible by providing affordable advice in Plain English. I help to close the advice gap so more people can get the advice they deserve.

I know from experience that it is not about the products people have or the numbers in a bank account that matter.

My aim is for you to have a happier, more contented life.

In this document, I want to help give you some templates and guidance to help you achieve your objectives.

If you have any questions, please let me know.

A handwritten signature in black ink on a white rectangular background. The signature reads "Neil Young" in a cursive, flowing script. The signature is centered within the white box, which is itself centered on a light gray background.

## How to use this document

This document is designed to help you document your objectives.

First of all, I would like you to consider what your objectives are. Some will be short term- for example, build an Emergency Fund, whilst others will be longer term- Retiring comfortably at 65 for example.

Use the table below, to write down your objectives:

Timeframe:	Explanation	Objective
Short Term	Building your Moat	
Super Short	Objectives you want to achieve in the next 3 years	
Medium	3 or more years away	
Long Term	When you are 60 or over	
Super Long Term	When you are 80 or over	

Later in the document, you can develop your plans to achieve these objectives with a template. I've put an example template on the next page.

The template utilises the OST approach. O stands for Objective. Ideally for each time frame you want only one or two objectives- more than this decreases your chance of success.

S stands for Strategies that you will use to achieve your objective. T stands for Tactics. The tactics should feed into your strategy to achieve your objectives. Using this approach ensures you are focusing on the right things.

It also asks you to consider what obstacles you might face so you can put in plans to overcome the obstacles.

## Example Objective

Objective	<i>Save £1000 as an emergency fund</i>
Deadline	<i>31/12/2025</i>
Strategies	<i>Have a separate bank account for Emergency Fund</i> <i>Automate payments into Emergency Fund Account</i> <i>Work extra hours to build up pot.</i>
Tactics	<i>Open bank account for Emergency Fund.</i> <i>Set up regular contribution of £60 per month into new account- this will get me over 70% of the way. Set the payments up so that it goes to the new account as soon as I get paid.</i> <i>Ask if there are any additional shifts available at work. When you have done these, put the extra money into the new account by bank transfer as soon as I get paid.</i>
Obstacles	<i>Might spend the Emergency Fund on non emergencies</i> <i>Might not have overtime available</i>

How I will overcome  
Obstacles

*Make the emergency fund account easy to get money into but hard to spend- for example, don't add the card to Apple Pay.*

*Keep asking about overtime or also consider another employer.*

## **Kings and Queens**

One thing that all of us must understand is that we are responsible for our actions, therefore I want you to consider yourself as the King or Queen of your life.

By taking a Growth Mindset approach, I want you to build the life you want. Taking the analogy further, I want you to build up your Castle and the moat around your castle to achieve the success you want in the future.

## **Building your Castle**

Achieving financial goals often comes down to a simple equation of increasing your assets and reducing your liabilities.

To build your castle, you should look at what can be done to increase your income. This could be through working harder, working smarter or ideally a combination of the two.

The book the "Richest Man in Babylon" talks about the benefit of always saving at least 10% of your income. This can be really beneficial in supporting your plans.

When your income exceeds your spending, you have breakout income that can be used to achieve your objectives.

You should also consider that certain sectors and industries will pay more than other sectors and industries. For example, engineering is likely to pay more than retail.

## Tools to Build Wealth

In the UK, there are a number of tools that can be used to help build your wealth. I've listed some below.

- **Pension:** A long-term savings plan to support you when you retire, often boosted by employer contributions and tax benefits.
- **Property:** A home or investment that can grow in value over time while providing a place to live or rental income.
- **Cash ISA:** A tax-free savings account where you can grow your money without paying tax on the interest earned.
- **Stocks and Shares ISA:** A tax-free account to invest in stocks, bonds, and funds with potential for higher returns over the long term.
- **Lifetime ISA (LISA):** A tax-free account to save for your first home or retirement, with a government bonus added to your savings.

## **Recommended Reading and Listening**

A lot of these books will be talked about on YouTube, full audio books are often free on Spotify Premium and maybe available at your local library.

### ***Black Box Thinking* by Matthew Syed**

Success comes from embracing failure, learning from mistakes, and fostering a culture of openness and improvement.

### ***The Automatic Millionaire* by David Bach**

Automate your savings and investments to build wealth effortlessly without needing to rely on willpower.

### ***Atomic Habits* by James Clear**

Small, consistent habits lead to big changes over time by focusing on systems rather than just goals.

### ***The Richest Man in Babylon* by George S. Clason**

Timeless principles of wealth-building include saving 10% of your income, living below your means, and investing wisely.

## The Moat around the castle

- **Wills:** A will ensures your money and belongings go to the people you care about if something happens to you.
- **Power of Attorney:** This lets someone you trust make decisions for you if you can't, like managing your money or healthcare.
- **Life Insurance:** Provides money to your family if you die, helping them pay for bills, debts, or future needs.
- **Income Protection:** Pays you a percentage of your income if you're too ill or injured to work, so you can still cover expenses.
- **Workplace Death in Service:** A benefit some jobs offer that gives your family a lump sum if you pass away while working there.

## Change the Algorithm

By saving TikToks, Subscribing to good YouTube Channels, listening to Audio books and Podcasts you can change the Algorithm of information you receive and this will help you keep to your goals and objectives.

## Quick Tips

- Pay into your Workplace Pension- Free money from Employer
- Automatic Savings- Regular contributions slowly builds your wealth in the background
- 2 Accounts: Bills and Normal Spending. This helps you always understand how much you have to spend.
- Marginal Gains: Little things make a big difference

## How I help clients

I help clients stay accountable for their objectives and ensure they take the right steps for their Financial Future.

This can include:

- Putting in place Life Insurance and Income Protection policies
- Setting up ISA and Pension Accounts
- Consolidating old Pension Accounts
- Cashflow Forecasting
- Ensuring your money is invested suitably

Things such as Life Insurance and Income Protection, I get paid by commission from the Insurer so you don't pay me. To support with Investments and Pensions, my fees start from £1,188. Sometimes this can get paid from the Pension, you can also pay it as a monthly fee starting at £99 per month (Minimum 12 months).

You can have a free 15 minute chat with me by using this link:

<https://calendly.com/planwithneil/15min>

My social media links are here:



# Short Term Objective

Objective	
Deadline	
Strategies	
Tactics	
Obstacles	
How I will overcome Obstacles	

# Super Short Term Objective

Objective	
Deadline	
Strategies	
Tactics	
Obstacles	
How I will overcome Obstacles	

# Medium Term Objectives

Objective	
Deadline	
Strategies	
Tactics	
Obstacles	
How I will overcome Obstacles	

## Long Term Objectives

Objective	
Deadline	
Strategies	
Tactics	
Obstacles	
How I will overcome Obstacles	

# Super Long Term Objectives

Objective	
Deadline	
Strategies	
Tactics	
Obstacles	
How I will overcome Obstacles	

## Regulatory Info

### Regulatory

Neil Young is the founder of Plan with Neil.

Neil Young can be found on the FCA Register (Ref: NXY00019).

Plan With Neil (FCA Reg: 964827) is an Appointed Representative of New Leaf Distribution Ltd (FCA Reg: 460421). Both are authorised and regulated by the Financial Conduct Authority. You can find information relating to both firms on the Financial Services register, accessible online via [www.fca.org.uk](http://www.fca.org.uk).

Plan with Neil is supervised by New Leaf Distribution. Both adhere to the 11 principles for business as set out by our regulator the Financial Conduct Authority. The Regulator expects that we act with integrity; operate with due skill, care and diligence and build trust with our clients by putting their interests first.

Our services relate to certain investments whose prices are dependent on fluctuations in the financial markets beyond our control.

Investments and the income from them may go down as well as up and you may get back less than the amount invested.

Past performance cannot be used as a reliable prediction of future performance.

Your home is at risk if you fail to keep up payments on your mortgage or any other loans secured against it.

Buy to Let mortgages and Commercial Lending are not usually regulated by the Financial Conduct Authority.

Will Writing and advice on Lasting Powers of Attorney are not regulated by the Financial Conduct Authority

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