

ADVISERS GIVE YOU THAT LITTLE BIT EXTRA

Richard Jones of Security Financial Services reveals that he recently wasted the best part of a precious Saturday morning trying to arrange for his car insurers, who are predominately based on-line, to cover for his and his wife's cars with an additional slight variation.

He says all those on this page are Independent Financial Advisers and know all the ins and outs of insuring your life and health, but he for one, knows nothing about motor insurance.

He comments: "I was put through to far away places with helpful but difficult to understand phone operators who, no matter how hard I tried, didn't seem to be able to follow my line of thought or my wishes.

"I ended up phoning a well known brand who quoted me for exactly what I wanted. The fact that it will cost me a few quid a year more was worth every penny for my sanity."

Richard says the experience got him thinking. Why would anyone buy life insurance, income protection or critical illness cover from any other source than an Independent Financial Adviser?

He reveals that if clients are unable to meet during the day, an IFA will frequently visit them at their home in the evening. They will run through all the policy details; the hows and whys of everything. "If only a friendly broker had phoned me prior to the renewal of my car insurance and offered to pop out and talk me through my queries," he comments.

Richard stresses that IFAs will quote across the whole market for you and the extras that are so confusing are explained to you plain and simple.

He says to date he's never seen supermarkets arrange life insurance policies to be written under Trust which can be very important when making a claim. "What's the point in having life cover if it doesn't end up going to the right person at the right time; having a policy in Trust will ensure this happens."

Richard reports that his company has recently arranged a large amount of life cover for a 40-year-old man with high cholesterol and multiple sclerosis. "Obtaining cover in these circumstances takes years of industry knowledge and I would not expect it to be available from the banks or supermarkets. Maybe you'll pay a few pence more each month but you can expect to have much more in the way of advice.

"And we've not even touched on the extra help you'll get from your local IFA should you ever need to make a claim. Even the financial page of a large supermarket website advises that you contact an IFA if you are unsure that the plan is right for you. To me that says it all."

Security Financial Services is authorised by the Financial Services Authority.