

## Your Input

You will probably be aware that I am always keen to get your input. The company has been shaped and grown with the help and thoughts of many of our clients. One of my favourite films is "Field of Dreams" one of the lasting ideas in the film that resonates with me that I have always tried to implement, is to provide you with something you want. It is in my thinking to continually improve our services to clients and we have made significant progress with this over the last year. Financial matters are often very "dry" and it is only by clarifying your own personal goals and context that any lasting sense of relevance can be achieved. Hence our emphasis is on the relationship that we create with you over time.



I am aware, that anything sent to more than one person is prone to generalism. I hope that we can overcome this by making our e-zine relevant to you. Having spoken with a number of clients, it has been suggested that we include a case study. Adding a more human dynamic also has its appeal and I plan to include a client interview, akin to a "day in the life", which will hopefully be of interest to others. In addition, I hope to interview one of our favoured Fund Managers and will also seek input about Accountancy and Law matters that are of general relevance.

## Best Ideas – Top 10

I will also be publishing "best money saving ideas" and will be offering a small thank you for all those published, so please do send us your ideas.

## Help me to help you..

At the risk of a corny quote from the film "Jerry Maguire", you may be aware that most of our work comes from existing clients referring their friends and families to us. Perhaps it is my sense of being "British" that has not promoted this more actively. Some people do not want an incentive to recommend people to us, believing that this reduces the value of the impartial recommendation; others would prefer we had a formal appreciation for clients introduced. Can I ask that you email me with any suggestions that you have on this matter. I would favour providing you with an incentive (if required) that you would appreciate, rather than something that is more generic. Of course the more clients we serve the more we can expand our services. Referred business is better for everyone, as we can spend time serving our clients as opposed to looking for new ones.

*Dominic Thomas*