

THERE ARE NO SILLY QUESTIONS WHEN IT COMES TO YOUR MONEY

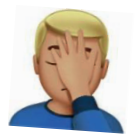


WE ALL WANT TO GET OUR FINANCES IN GOOD SHAPE



Over **60%** of people are actively looking to reduce how much they spend this year.

And yet, only **15%** said they would be likely to seek help from a financial adviser. Sadly, people are more likely to consult friends and family to help them with financial questions.



And **14%** say they plan to reduce their spending or improve their finances by playing the lottery and gambling.

YOU'RE ALMOST FIVE TIMES MORE LIKELY TO BE STRUCK BY LIGHTNING, 64 TIMES MORE LIKELY TO BE CRUSHED BY A METEORITE, AND 4,000 TIMES MORE LIKELY TO WIN AN OSCAR!

¹<https://www.savethestudent.org/save-money/things-more-likely-than-winning-lottery.html>



SO, WHAT'S STOPPING YOU?

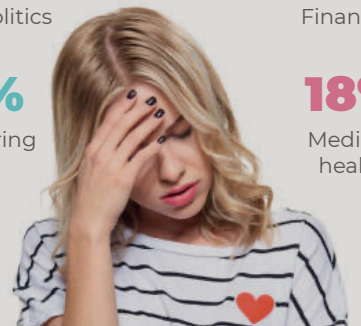
22% of people say they'd find speaking to a financial adviser overwhelming.

More than a quarter (26%) are not confident in their understanding of the jargon used to explain financial products and services.

Almost **1 in 5 (19%)** say they would be put off from consulting a professional financial adviser because they wouldn't know the right questions to ask - financial advisers and brokers will happily answer any questions - so there's no need to worry about talking to one.

When it comes to things people are uncomfortable asking questions about, finance is up there. Of the topics listed in our survey, people find it most uncomfortable to ask a question about:

- 9%** Politics
- 10%** Political correctness
- 16%** Finance
- 2%** Motoring
- 18%** Medical/health



WHY YOU SHOULD TALK TO A PROFESSIONAL

A financial adviser will be able to advise where you might benefit from some financial protection or where they might be able to get you a better deal. They typically look at:

-  Mortgage & remortgage
-  Life insurance
-  Critical illness
-  Home/rental insurance
-  Income protection
-  Pensions
-  Investments

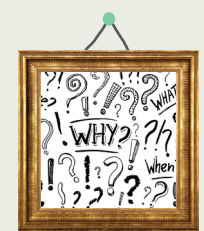
47% of people that have seen a financial adviser said they would be likely to have their finances reviewed with an adviser again.

One area where you may not think of going to an adviser for help is **home insurance**.

Almost **half of adults (49%)** think price is the only differentiator between home insurance products when actually insurance products vary massively so it's important you get the right cover for your home and family. If you want some help comparing products, check out Defaqto.

IT'S OK TO SAY YOU'RE CONFUSED

In general, **39%** say they find themselves apologising for not understanding something before or after they ask a question, whether finance related or otherwise.

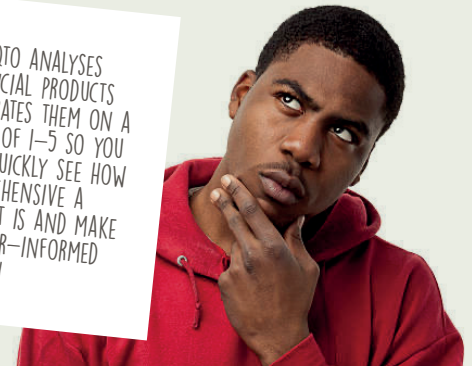


"A phrase I often hear is "What is it?", "What is home insurance?", "What is Mortgage Protection?" and so forth," says Laura Reilly, Client Relationship Manager and General Insurance Specialist at Thames Mortgages.

So never worry about asking for help! Experts tend to hear it all before.

SHE'S A BIT OF AN EXPERT!

DEFAQTO ANALYSES FINANCIAL PRODUCTS AND RATES THEM ON A SCALE OF 1-5 SO YOU CAN QUICKLY SEE HOW COMPREHENSIVE A PRODUCT IS AND MAKE A BETTER-INFORMED DECISION



SERIOUS ABOUT GETTING YOUR FINANCES IN GOOD SHAPE? CONTACT YOUR LOCAL ADVISER - AND REMEMBER THERE ARE NO SILLY QUESTIONS!