

Attivo®

Lifestyle Financial Planning

A high earner's guide to *smarter tax planning*

Discover five tax-saving tips and spend more on what matters most to you

Where can you
reduce your tax
liability?

How should you
prepare for the
future?

Why is expert financial
planning key to the
process?





At Attivo, we believe that high-quality financial planning advice empowers people to make the right decisions for their unique circumstances. As one of the largest national chartered financial planning businesses in the UK, we are proud to be an independent, whole-of-market firm. This independence ensures that every recommendation we make is tailored to be the most suitable for our clients' needs – right now and for the future.

We are among the few national firms with dedicated pension specialists, and we know that technical competence, professional qualifications and practical experience are essential for delivering the Lifestyle Financial Planning our clients value. Our team of chartered, independent Lifestyle Financial Planners brings expertise across tax planning, investment management, mortgage advice and corporate employee benefits. This breadth of knowledge allows us to provide a comprehensive, client-focused service proposition that supports our clients at every stage of their financial journey.



Tax planning made simple

Tax planning should be simple and stress-free. That's why we take the time to understand your unique circumstances – including your income, assets and future goals – before creating a tailored strategy that works for you.

By planning early and proactively, we help you make the most of allowances and reduce unnecessary liabilities, ensuring your tax planning fits seamlessly into your overall financial plan.

As an independent firm, we have access to the whole market, so every recommendation we make is unbiased and designed with your best interests in mind. Our Chartered Financial Planners stay up to date with the latest legislation, so you can be confident your plan is compliant and effective. Whether it's optimising pensions and ISAs, managing capital gains, or reducing inheritance tax exposure, we turn complex rules into clear, practical steps.

We also know that life is constantly changing – which means your tax plan should, too. We'll work with you on an ongoing basis, reviewing and adjusting as your circumstances or tax laws change. From planning for retirement to managing wealth across generations, we're here to make sure your strategy continues to deliver the best outcomes for you and your family.

Want to find out more?

Scan the QR code, email client.services@attivo.co.uk or call 01242 585444 to book a discovery meeting with one of our team today.





Jon Stevens FPFS CMgr FCMI MBA

**Financial Planning
Managing Director**

Welcome

We'll support you with tax planning so you can reduce your tax liability and make the most of your income.

Being a high earner can bring you a whole host of benefits. With careful and strategic planning, you can make the most of your income to embark on a truly enriching and enjoyable lifestyle, from now well into your retirement. Plus, if you have children and grandchildren, you'll be able to set aside financial gifts to support them when you are no longer around.

High earnings can also introduce you to opportunities in other areas too, such as investments that will see you achieve higher returns later down the line. You might even consider setting up an endeavour of your own, or supporting others that you care about, such as charities or community initiatives.

However, being a high earner can also present several challenges, both personally and financially. The longer working hours and

greater responsibilities associated with higher earnings can leave you with less time and energy to enjoy your wealth and time with loved ones throughout your career.

From a financial standpoint, taxes can have a significant impact on your overall wealth as a high earner, from several standpoints:

Income tax

If you earn anything above £50,270 per year, you'll be taxed at 40% – and this rises to 45% on any earnings over £125,140. More worryingly, due to tapered personal allowance, if you earn between £100,000 and £125,140, this percentage could jump even further to 60% - known as the "60% tax trap"⁽¹⁾.

Capital Gains Tax (CGT)

From 6 April 2025, high earners face 24% tax rates on gains from residential property

and other chargeable assets, and 32% from investment fund “carried interest”.⁽²⁾

Inheritance Tax (IHT)

If the value of your estate following your death is above £325,000, you’ll be taxed at 40%⁽³⁾, unless the money over that threshold is left to a spouse or civil partner, or donated to a charity or community endeavour.

As a high earner, these tax rules mean you are susceptible to losing out on hundreds or even thousands of pounds that you could otherwise invest in achieving your life goals and supporting future generations of your family.

In short: Strategic thinking and smarter tax planning is key.

This is where this guide comes in, offering helpful hints, tips and guidance so that you can:

➔ Keep more of what you earn

Retaining more of your hard-earned income is significantly more achievable with the right tax planning in place. It will help you reclaim your allowances, navigate hidden traps (such as the 60% tax trap mentioned earlier), and structure your finances more efficiently.

➔ Continue building your wealth over the long term

Effective planning ensures your money works harder – whether that’s through pension contributions, ISAs or other tax-efficient strategies. Every pound saved in tax is a pound that can be invested for your future, and as time goes on, your goals (such as early retirement, financial security, and a lasting legacy for your family) will become increasingly within reach.

➔ Stay ahead of legislative changes

With a chartered Lifestyle Financial Planner by your side, you’ll be able to make the most of tax saving opportunities whilst easily navigating the legislative landscape and protecting your wealth for the long term.

Ready to start saving on your taxes?

Whatever you are looking to achieve in life – whether that’s retiring earlier, setting up your own business or helping your grandchildren into private education – this guide will provide you with helpful pointers that’ll help you save more on tax to spend on what matters most to you, including how to:

- Protect your personal allowance.
- Maximise your ISAs and make the most of your investments.
- Make the most of effective pension planning.
- Manage your wealth through family and estate planning.
- Reduce capital gains tax on any investments you may have.



Jo Bergin
Associate Director
and Chartered
Financial Planner

Joe is a Chartered Financial Planner and an Occupational Pension Specialist. He joined Attivo in 2015, bringing with him over eight years of experience working in the financial planning industry. He is also a Fellow of the Personal Finance Society (PFS), part of the Chartered Insurance Institute (CII). As a tax planning expert, Joe helps his clients to structure their wealth to protect their assets, reduce their tax exposure and support succession.

1. GOV.UK (2025). Capital Gains Tax: what you pay it on, rates and allowances. Available at: <https://www.gov.uk/capital-gains-tax/rates> (Accessed: 8 January 2026).

2. GOV.UK (2025). Income Tax rates and Personal Allowances. Available at: <https://www.gov.uk/income-tax-rates> (Accessed: 8 January 2026).

3. GOV.UK (2025). How Inheritance Tax works: thresholds, rules and allowances. Available at: <https://www.gov.uk/inheritance-tax> (Accessed: 8 January 2026).

3. GOV.UK (2025). Inheritance Tax liabilities statistics. Available at: <https://www.gov.uk/government/statistics/inheritance-tax-liabilities-statistics> (Accessed: 2 December 2025).

Five

top tips to save tax as a high earner

1

Protect your personal allowance

Once your income exceeds £100,000, your personal allowance begins to taper, resulting in an effective tax rate of up to 60%. For high earners, this can quietly erode a significant portion of additional income.

For every £2 earned over £100,000, £1 of your personal allowance (£12,570) is taken away.

This creates an effective marginal tax rate of 60% between £100,000 and £125,140.

Being a high earner also impacts other areas such as child benefit, placing a further strain on high-earning families.

Through smart planning – such as adjusting remuneration structures or making well-timed pension contributions – you can reclaim this allowance and reduce unnecessary tax drag.

It can be easy to overlook how bonuses, benefits, dividends and employer structures interact with tax bands. A Lifestyle Financial Planner can provide you with model scenarios and create a tailored strategy that saves more of your income and make it work for you, rather than losing out to the tax man.

“With my financial planner’s advice for the last five years, I have been able to get the annual income that I required whilst paying little or no income tax.” Attivo Client, Vouchedfor





2

Maximise your ISAs and look to investments

ISAs offer one of the simplest forms of tax-free growth. With no income tax and no capital gains tax (CGT), they are a valuable tool for anyone's long-term investment strategy.

It's worth noting that, as shared in the Autumn Budget 2025, £8,000 of ISAs will now be earmarked for stocks and shares from April 2027. Those aged 65 and over will still have

access to the full £20,000 allowance (and their partner's) however, enabling them to continue growing their wealth without future tax concerns.

A Lifestyle Financial Planner will help you identify which of your assets are most suitable for ISA sheltering, ensuring that higher yield or growth-focused investments sit in the most tax-efficient place.

For those who won't reach age 65 by April 2027, moving finances from an ISA to investments can potentially improve your financial returns and levels of savings, resulting in better financial outcomes. We've explored reducing CGT on investments later in this guide.

"My Financial Planner has helped me set up a Prudential long term ISA and so far, this has been performing well. He has been thorough in advising me of alternatives for future investments and helping me understand how the Inheritance Tax will impact me."
Attivo Client, Vouchedfor



3

Implement effective pension planning

Pensions remain one of the most effective tax-saving tools for top rate taxpayers. Every contribution benefits from tax relief at your highest marginal rate, while your investments grow free from UK income tax and CGT.

Many high earners unintentionally waste unused pension allowances. Carrying this forward enables you to use up to three previous years of allowance, creating an opportunity for large, tax-efficient contributions that reduce your taxable income. With carry forward, you may be able to contribute substantial sums (up to £220,000), gaining major tax advantages in high earning years.

High earners are often affected by the tapered annual allowance. You can contribute up to £60,000 per year, but this tapers down to £10,000 for incomes above £260,000.

Effective pension planning is crucial. A Lifestyle Financial Planner can help you ensure your contributions are maximised safely while avoiding excess charges and optimising on long-term retirement planning. They'll review your pension input history, identify unused allowances and build a contribution plan that enhances your wealth in retirement without breaching limits.

They'll also identify where you can consolidate pensions, thereby reducing fees, simplifying management and providing a better overall view and strategy.

"My Financial Planner fully understood my problem of multiple pensions from various companies over 40 years and was able to offer advice and recommendations for each of the schemes involved following discussions on my attitude to risk." Attivo Client, VouchedFor.

**£20
billion
in lost UK
pensions**

“

“Putting Alec’s tax plan into action – from pension planning to gifting and beyond – has ensured he can enjoy his retirement and continue to support his family.”

Joe Bergin

Associate Director and Chartered Financial Planner

Alec Adams

Before I retired, I worked for some time as a compliance officer with Attivo.

I was so impressed with the company and their Chairman, Stephen Harper, that I decided to become a client – and I can wholeheartedly say it’s one of the best decisions I’ve made for myself and my family.

My planner Joe Bergin has made tax planning so straightforward, advising me on how to access my pension and arranging life cover to manage my IHT bill, as well as sorting out gifting funds for my children. He’s also helped me set up investment funds for my grandchildren – it’s great to know that I’ll be providing security for my family when I’m no longer here!

4

Consider family and estate planning

Tax planning becomes even more powerful when viewed at household level. By structuring savings, pensions and investments across partners, families can significantly lower their total tax burden. For High Net Worth (HNW) households, this creates resilience, diversification and long-term wealth preservation.

Lifestyle Financial Planners can uncover opportunities such as spouse contributions, ISA pairing and shifting taxable investments – steps that can create meaningful multiyear tax savings.

Inheritance tax can significantly reduce the wealth passed to future generations, especially for HNW individuals. With shifting rules around pension death benefits and estate planning, proactive planning is essential.

The treasury is set for another record-breaking year, collecting £4.4 billion in IHT receipts, with the average IHT bill sitting at £219,000*.

A Lifestyle Financial Planner can help you structure your estate, assess gifting allowances, explore trust planning where appropriate and ensure assets are positioned to pass on efficiently and according to your long-term intentions.

“My Attivo Financial planner has helped me with regular reviews of financial planning, including pensions and management of investments, and advice on inheritance tax and setting up of a family trust.”

**Attivo Client,
VouchedFor.**

Average IHT bill = £219,000

5

Reduce your CGT on investments

As shared at the beginning of this guide, as of 6 April 2025, high earners will be taxed at 24% on gains from residential property and other chargeable assets, with a higher 32% rate applying to investment fund “carried interest.”

This means that CGT can quickly erode investment returns. This is particularly relevant to substantial portfolios or asset sales. By using allowances, offsetting losses and planning disposal timing, high earners can significantly lower their exposure.

A Lifestyle Financial Planner can help you coordinate disposals with income levels, use spouse transfers strategically and structure investments to minimise CGT throughout your lifetime.

Expert advice is essential for effective tax planning

It's not just about reducing your liability today; it's about shaping your financial future with purpose. As a high earner or HNW individual, you face unique opportunities and challenges: fluctuating income, complex remuneration, multiple asset classes and long-term legacy goals. Couple that with the ever-changing

Client Testimonial



Laurence credits his Attivo Lifestyle Financial Planner Joe Bergin for helping him successfully navigate a complex tax landscape.

“

“Laurence has had an incredible career and built an amazing legacy for his family – and tax planning has been key to ensuring that they can all make the most of it in the long term.”

Joe Bergin

Associate Director and Chartered Financial Planner

landscape from the government, it's even more crucial to get experts involved.

Expert financial planning ensures your wealth is structured intelligently, grows efficiently and supports the life and future you envision.

“My Financial Planner suggested a deed of variation for the inheritance so that it was tax efficient, reviewed my pension situation and made a number of recommendations regarding savings and investments so that I can receive a return on the money and ensure it is protected.” Attivo Client, VouchedFor.

Ready to start saving on tax?

A Lifestyle Financial Planner brings expertise, experience and bespoke strategies to the tax planning process.

At Attivo, our team of dedicated, highly qualified Chartered Financial Planners can help you on the best way to hold your investments now and in the future. We'll empower you to regain lost allowances, mitigate taxes, grow your investments, achieve your life goals, and keep up to date with any changes that may come.



Scan the QR code, email client.services@attivo.co.uk or call 01242 585444 to book a discovery meeting with our team today.



Tax planning is not an activity which is regulated by the FCA. Tax treatment is based on individual circumstances and may be subject to change in the future. Information is based on our current understanding of taxation legislation and regulations. Any levels and bases of, and reliefs from, taxation are subject to change.

Laurence Gilford

As a retired Professional, husband and father, the impact of taxes on my estate has never been too far from my mind. However, finding the time to work everything out and make sure my family and I have financial peace of mind is nothing short of challenging – especially after the last couple of government budget changes.

I'm very fortunate to have had the support of Joe Bergin, my financial planner at Attivo, over the last year. In that short amount of time, Joe has arranged life cover to cover some of my inheritance tax bill and set up a retirement mortgage for me as part of my overall inheritance tax strategy.

The Autumn Budget announcement in 2024 to bring unused pension funds under IHT was a particular worry for me, but Joe has alleviated that with sound advice on accessing my pension in line with those changes. He also gave me some great advice on gifting funds to my children. In fact, Joe is now my son's financial adviser too, which gives me even greater confidence!

More recently, Joe has shared some future tax planning strategies with me, such as seeing how assets might qualify for business relief.

I'm very grateful to Joe for all his help, as it's meant I can enjoy my retirement with far fewer worries, reap the benefits of all my hard work as a previous firm Proprietor, and rest assured that when the time comes, my family will be taken care of.

[Click here...](#) to view full client story



Lifestyle Financial Planning

Our offices

CARDIFF

Castleton House
Oak Tree Court
Mulberry Drive
Cardiff Gate Business Park
Cardiff, CF23 8RS

01242 585444

CHELTENHAM

Honeybourne Place
Jessop Avenue
Cheltenham
GL50 3SH

01242 585444

DARLINGTON

Ashburn House
84 Grange Road
Darlington
DL1 5NP

01242 585444

FAREHAM

Arena
Lancaster Court
8 Barnes Wallis Road
Fareham
PO15 5TU

01242 585444

GRANGEMOUTH

Part Ground Floor
The Hub
East Gateway Business Park
Beancross Road
Grangemouth, FK3 8WH

01242 585444

HARROGATE

Gardner House
Hornbeam Park Ave
Harrogate
HG2 8NA

01242 585444

LIVERPOOL

Exchange Station
Tithebarn Street
Liverpool
L2 2Q

01242 585444

LONDON

Babmaes House
1 Babmaes Street
London
SW1Y 6HF

020 3873 6650

NEWBURY

Elizabeth House
13-19 London Road
Newbury
RG14 1JL

01242 585444

This content is for informational purposes only and should not be construed as financial advice or a recommendation. Investments may fall as well as rise, and you may not get back the amount originally invested. Some investments such as AIM shares or BR investments carry more risks and exhibit higher volatility and reduced liquidity. If you are unsure whether an investment is right for you, please seek independent financial advice. Attivo Financial Ltd (FRN 497130) is authorised and regulated by the Financial Conduct Authority (FCA) for the provision of regulated financial advice. Some services we provide, such as inheritance tax and estate planning, are not regulated activities and are therefore not covered by the FCA regulatory framework.



Attivo Group Limited (CRN. 05547209) includes Attivo Financial Limited (CRN. 06789067), Attivo Financial Services Limited (CRN. 05927588), Attivo Financial Planning Limited (CRN. 05747914), Attivo Private Clients Limited (CRN. 13249033). Attivo Financial Planning Limited is an Appointed Representative of Attivo Financial Services Ltd which is authorised and regulated by the Financial Conduct Authority (FRN 462105). Attivo Financial Limited (FRN 497130) is authorised and regulated by the Financial Conduct Authority. All companies are wholly owned subsidiaries of Attivo Group Ltd, registered in England and Wales, and share the Registered Office: Honeybourne Place, Jessop Avenue, Cheltenham, GL50 3SH.