Dear Sir

I wish to offer a simple contribution to your thinking. I could add more, having been the General Manager, Life at Commercial Union and inter alia in charge of the direct sales-force that we operated, until the merger with General Accident.

The key to all consideration of advice requires a step back. No advice, generic or personal, can work if the advised does not have a reasonable knowledge of their income and outgo. So step one has to be to generate some form of simple budgeting. Widespread availability of a simple budget form and advice on how to work it is essential.

The only people who have tried to do this were the Money Management Council This under funded body was set up by Marie Jennings who served on the PIA board. It may no longer be in existence (Its website appears defunct) but it did aim to provide inter alia a simple budgeting process offered through CAB offices.

There can be no doubt that without a reasonable handle on income and expenditure, no advice can be effective.

Regards

Ian Reynolds

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