



# **Wills and trusts research report 2011**

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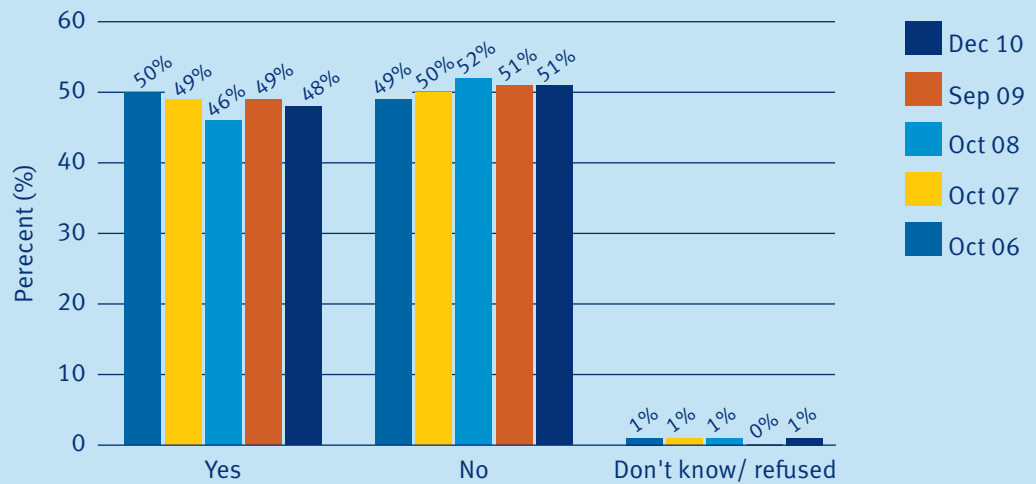
# Methodology

- ▶ Consistent with previous waves, the research was conducted using the ICM telephone omnibus study
- ▶ This year fieldwork was slightly later than in previous years, conducted between the 16th and 19th December 2010
- ▶ In total 1003 interviews were carried out with adults aged 18yrs + and living in Great Britain. Sample: September 2009 – 1018, October 2008 – 1008, October 2007 – 1008, October 2006 – 1010
- ▶ In line with the national readership survey, quotas were set on age, gender, social grade and geographical region
- ▶ Further information on the sample breakdown can be seen in the appendices at the back of this report

# Research findings on wills

## Do you have a current will drawn up?

By will I mean a legally executed document which explains how and to whom a person would like his or her property distributed after death.

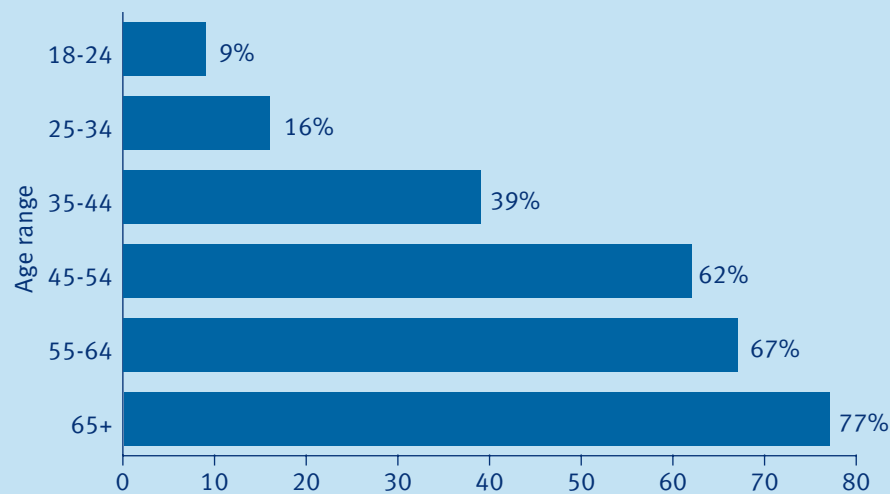


**For those who don't have a will, the main reason given is that they just haven't got around to it yet.**

Base: All - Oct 06 (1010), Oct 07 (1008), Oct 08 (1008), Sep 09 (1018), Dec 10 (1003)

## Those who have a current will drawn up by age

There is a direct link between age and likelihood to have a will, the older you are the more likely you are to have a will in place.

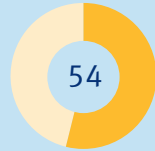


**Likelihood of having a will increases with age.**

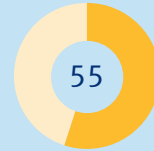
Base: Q1 Base: All (1003)

## Who are most likely to have a will drawn up?

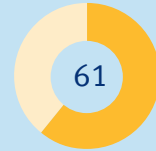
### More likely to say they have a current will drawn up (%)



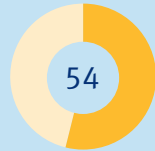
Social grade AB



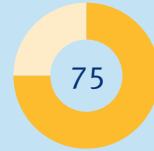
Not working



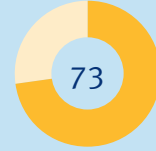
Widowed, separated or divorced



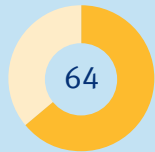
Married or cohabiting



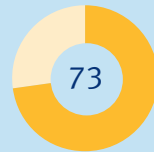
Own home outright



Ongoing advice relationship with a lawyer

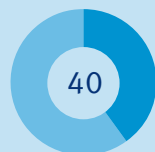


Ongoing advice relationship with an accountant

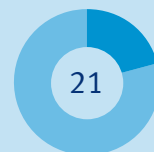


Ongoing advice relationship with a financial adviser

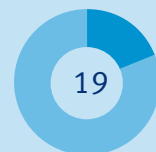
### Less likely to say they have a current will drawn up (%)



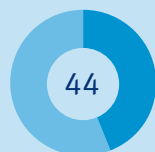
Social grade C1



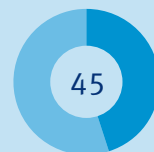
Single



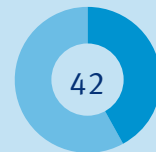
Council rented property



No ongoing advice relationship with a lawyer



No ongoing advice relationship with an accountant

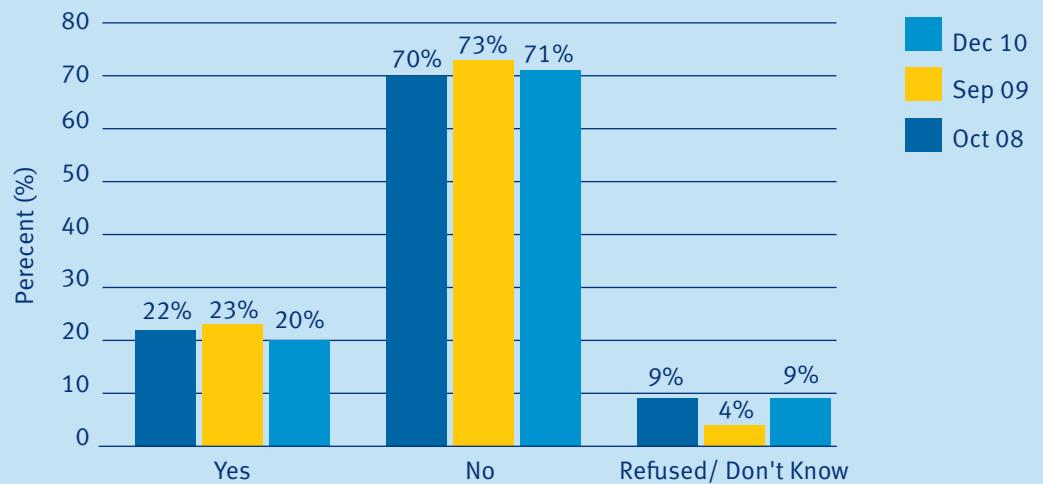


No ongoing advice relationship with a financial adviser

### Do you plan to leave any money to a charity in your will?

Those who are single (35%) are more likely to leave money to charity in their will than those who are married/cohabiting (16%) or widowed/separated/divorced (18%).

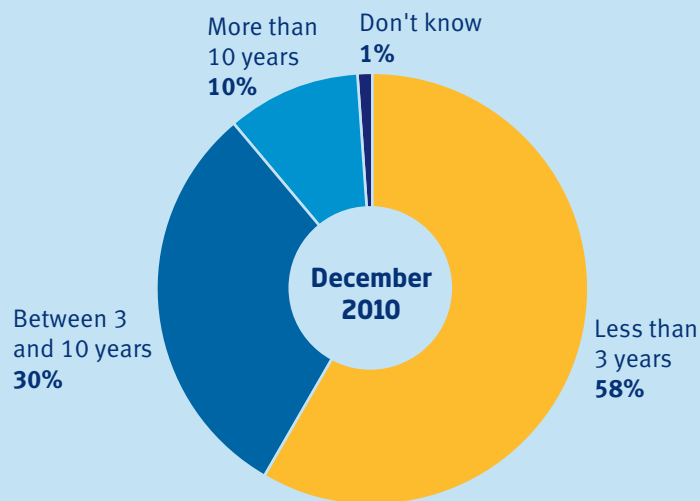
Interestingly those aged 18-24 yrs are the age group most likely to say they would leave money to charity in their will (40%).



**Almost three quarters do not plan to leave money to a charity in their will.**

Base: All - Oct 08 (1008), Sep 09 (1018), Dec 10 (1003)

### When did you last review your will?



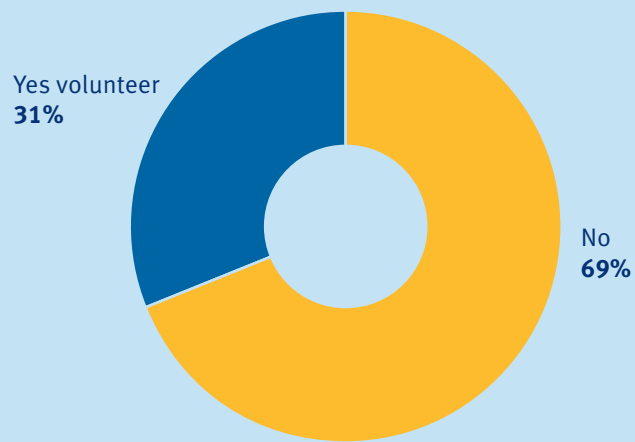
**Most respondents have reviewed their will in the last 3 years**

Base: 518

### Which of the following best describes the amount of time you spend voluntarily working for charity/charities each month?

Those who spend time working for a charity, are more likely to leave money in their will to a charity than those who do not (31% v 16%).

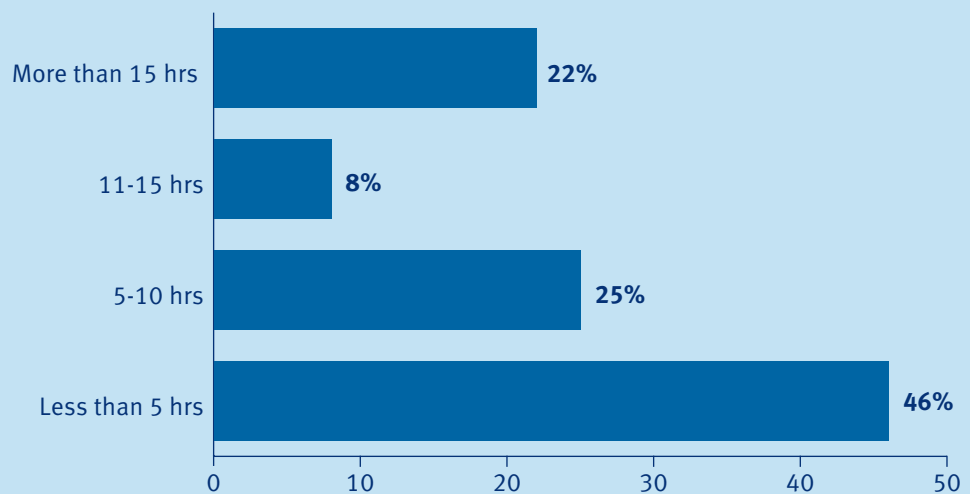
Those from social class AB are more likely to volunteer for a charity than those from C2 or DE (40% v 25% v 23%).



**Around a third of respondents work voluntarily for a charity**

Base: All - Oct 08 (1008), Sep 09 (1018), Dec 10 (1003)

### Do you volunteer for a charity?

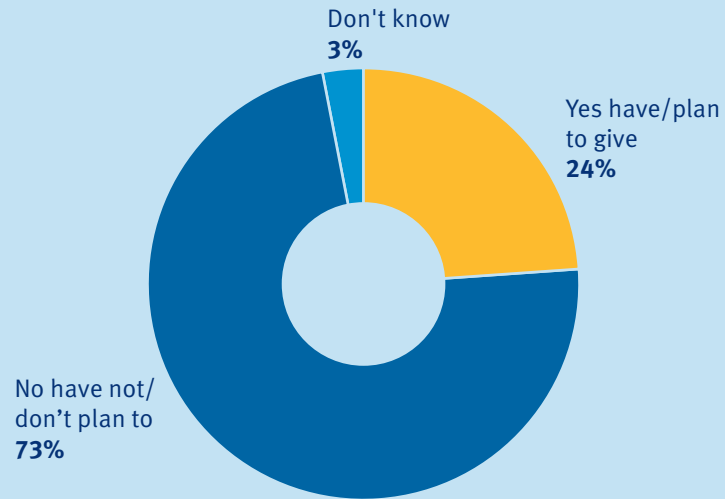


**Of those who said they worked for a charity, 22% said they worked 15 hours or more per month for a charity or charities**

Base: those who spend time each month working for charity/charities (314)

**In light of the current economic conditions, have you given (or do you plan to give) financial help to any member of your family now rather than leaving this money to the person in your Will as an inheritance?**

Those who have or plan to give financial help to a family member now rather than in their will are more likely to have a will in place (60% v 40%)



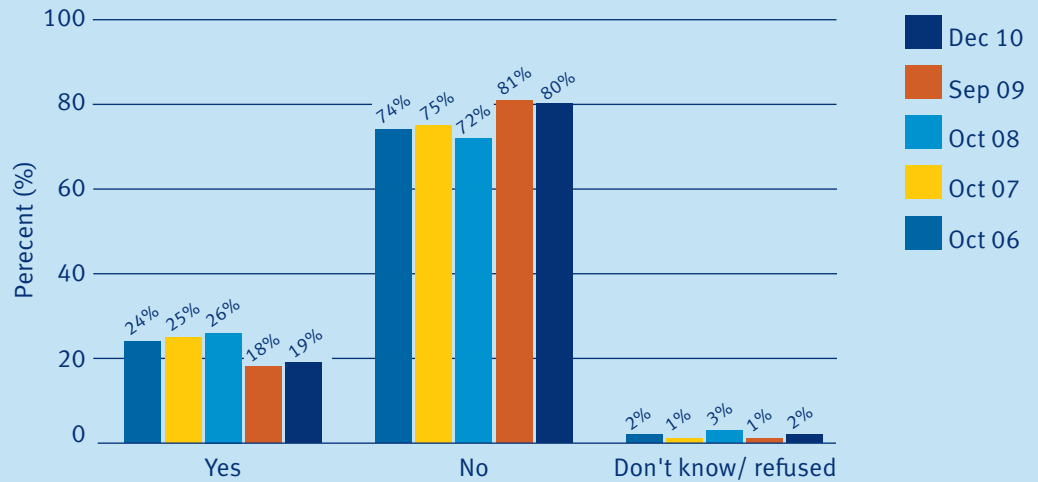
**A quarter have given or plan to give financial help to a member of their family now rather than in their will.**

Base: All (1003)

# Power of attorney

**Have you signed a power of attorney? By this I mean a written document authorising a person or persons to take certain legal actions including financial affairs and personal welfare, on your behalf.**

Question wording changed in 2009.

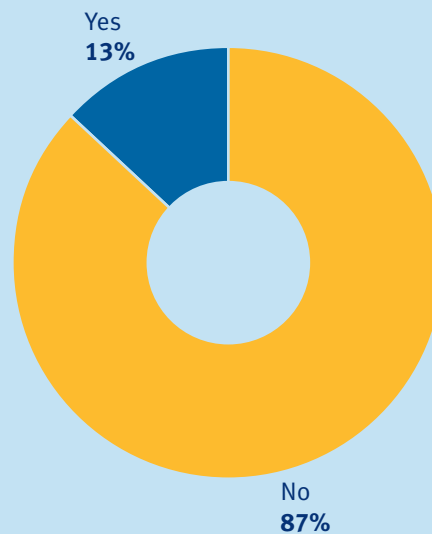


**The majority have not signed a power of attorney (80%)**

Base: All - Oct 06 (1010), Oct 07 (1008), Oct 08 (1008), Sep 09 (1018), Dec (1003)

**Have you ever experienced difficulties in dealing with the finances of another family member who became unable to deal with their own finances?**

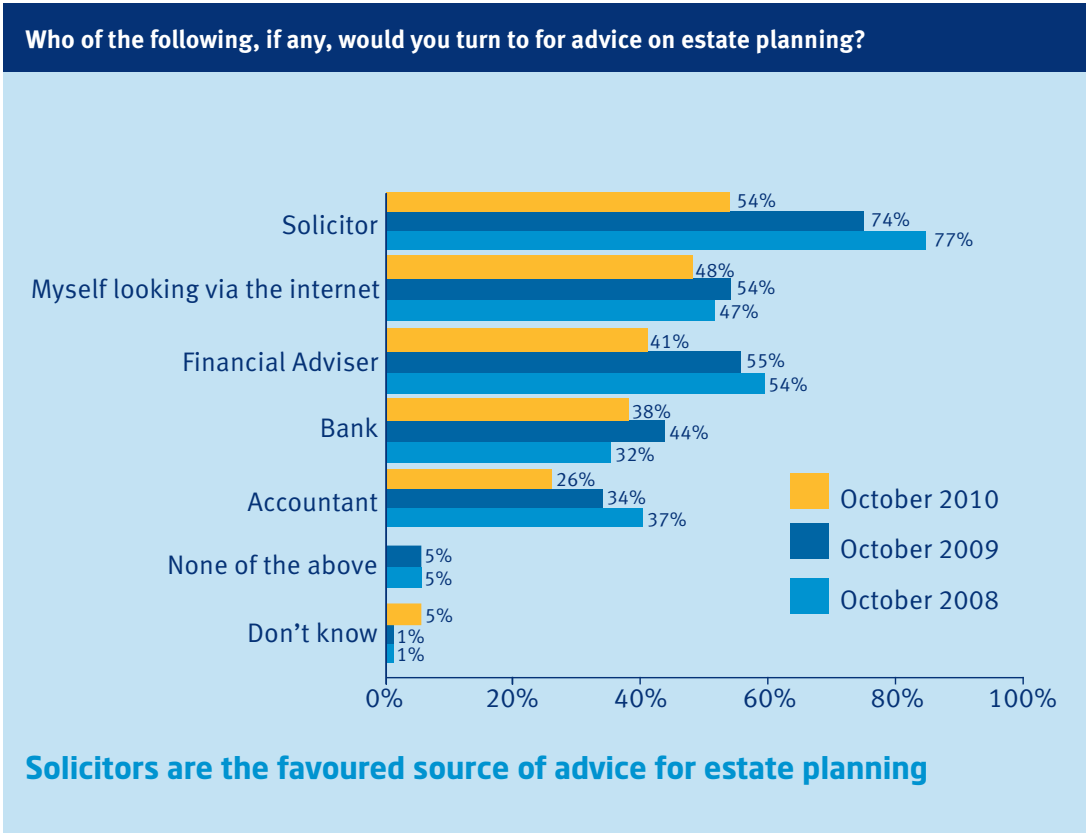
New question for 2010



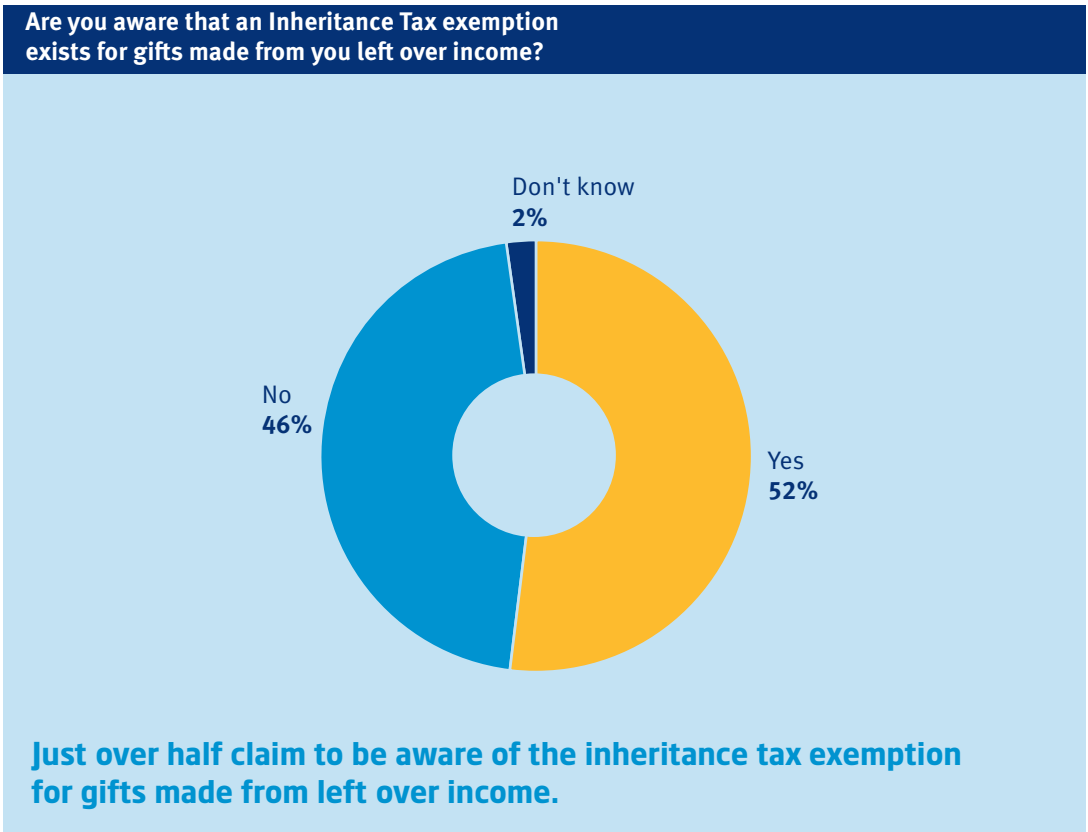
**The majority have not experienced difficulties in dealing with the finances of another family member who became unable to deal with their own finances**

Base: Q1 Base: All (1003)

# Estate planning and inheritance tax



Base: Oct 08 (1008), Oct 09 (1018), Oct 10 (1003)

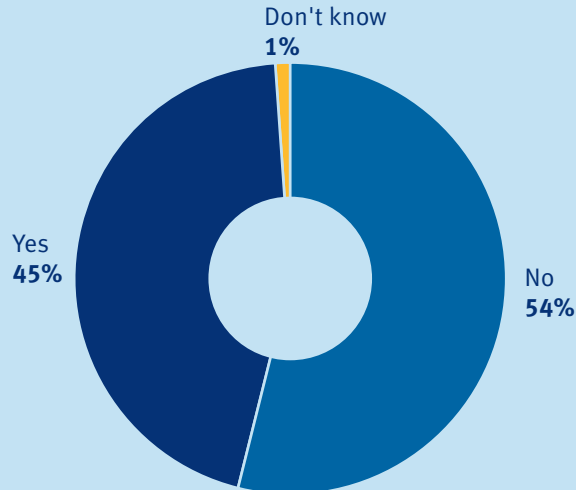


Base: All (1003)

**Are you aware that since October (2007) the Inheritance Tax free allocation is transferable between husband and wife?**

*Are you aware that since October (2007), the Inheritance Tax free allocation is transferable between husband and wife? i.e. if one spouse dies and does not use the maximum Inheritance Tax allowance, then the unused amount can be transferred to the surviving spouse. Meaning upon their death the higher Inheritance Tax allocation can then be used.*

Males are more likely than females to be aware of the allocation being transferable (49% v 41%)



**Most people are unaware of the Inheritance Tax free allocation being transferable between husband and wife.**

Base: Q1 Base: All (1003)

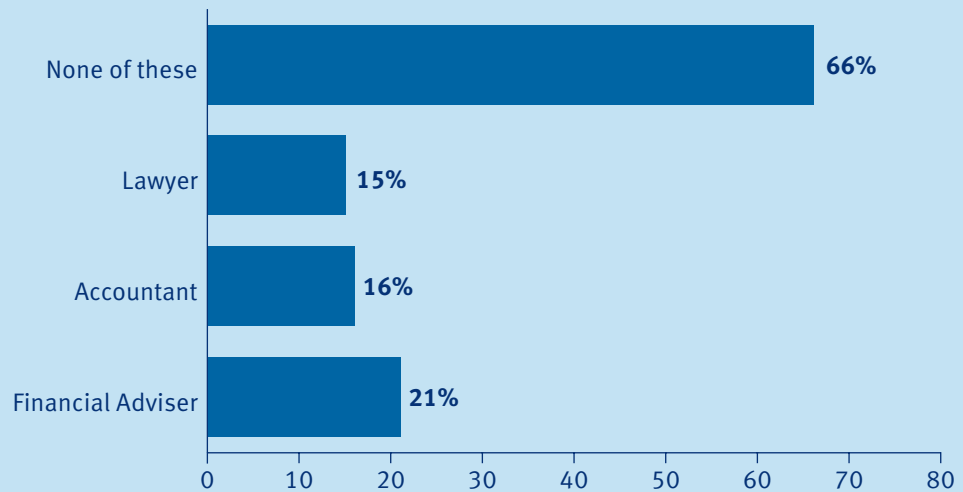
**Are you aware that since October (2007) the Inheritance Tax free allocation is transferable between husband and wife?**

	More likely to know that an Inheritance Tax exemption exists for gifts from your left over income	Less likely to know that an Inheritance Tax exemption exists for gifts from your left over income
Age	Those aged 55-64 (55%) and 65+ (64%)	Those aged 25-34 (60%) and 18-24 (56%)
Social	Those who are AB (53%)	Those who are C2 (41%)
Gender	Male (49%)	Female (41%)
Marital	Those who are married/cohabiting (52%)	Those who are single (29%)
Will drawn up	Those who have current will drawn up (64%)	Those who have not got current will drawn up (27%)
Tenure	Those who own their property outright (61%)	Those who rent a council property (23%) or other (34%)
Advice	Those who have an ongoing advice relationship with; a lawyer (67%), an accountant (66%) or a financial adviser (61%)	Those who don't have an ongoing advice relationship with; a lawyer (41%), an accountant (41%) or a financial adviser (41%)

# Advice

## Do you have an ongoing advice relationship with any of the following?

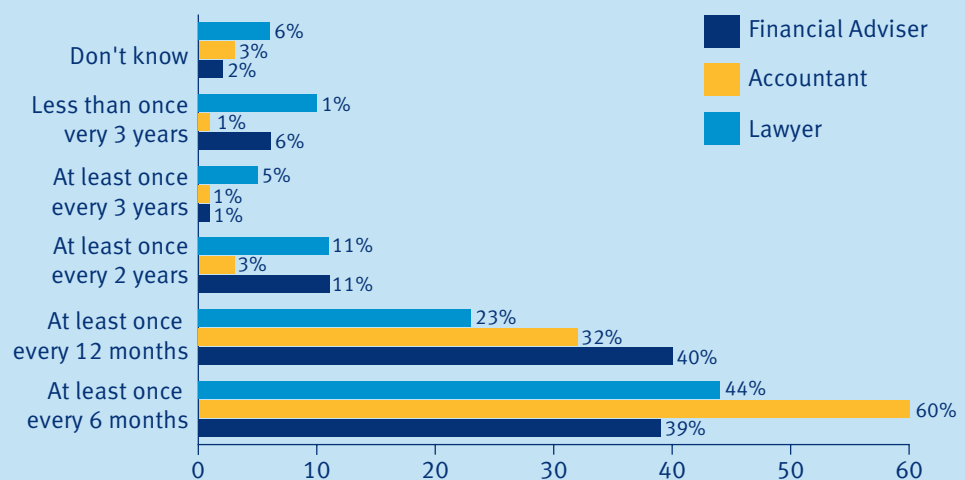
Those who have an ongoing advice relationship with; a lawyer, accountant or financial adviser are more likely to have a will in place.



**Two thirds do not have an ongoing relationship with a Financial Adviser, Accountant or Lawyer**

Base: 1003

## Can you tell me how often, on average, you consult/meet with...



Base: Those who have an ongoing relationship with a... Lawyer (150), Accountant (156), Financial Adviser (206)

# Conclusions

- ▶ Consistent with previous waves of research, around half of respondents have a will drawn up.
- ▶ Solicitors are currently the favoured source of advice for estate planning (54%), however almost half (48%) of respondents claim they would seek advice themselves through research on the internet. Self reliance through the internet has, for the first time, been selected as a more popular source of advice than financial advisers for estate planning (48% vs 41%).
- ▶ A quarter have given or plan to give financial help to a member of their family now rather than in their will. These individuals are more likely to have a will in place.
- ▶ Around a third of respondents indicated that they did voluntary work for a charity. Of those who partake in voluntary work, 46% said they worked up to 5 hours per month, while 25% work between 5 – 10 hours and 30% work 10+ hours a month.
- ▶ Almost three quarters are not intending to leave money in their will to a charity. Those who spend time working for a charity are more likely to leave money in their will to a charity (31% v 16%)
- ▶ The majority of people (87%), have not experienced difficulties in dealing with the finances of a family member who has become unable to deal with their own finances.
- ▶ 46% are unaware that an inheritance tax exemption exists for gifts made from left over income, and 54% are unaware that the inheritance tax allocation is transferable between husband and wife (awareness for both, increases for those with an ongoing advice relationship with a lawyer, accountant or financial advisor).
- ▶ Two thirds do not have an ongoing relationship with a Lawyer, Accountant or a Financial Adviser.

# Appendix A - 2010 questions asked

The questions asked in 2010 were as follows:

- ▶ Do you have a current will drawn up?
- ▶ When did you last review your will?
- ▶ Can you advise why you do not have a current will?
- ▶ Have you left any money to a charity in your will? If yes, why?
- ▶ Which of the following best describes the amount of time you spend voluntarily working for a charity/charities each month?
- ▶ Have you signed a power of attorney?
- ▶ And have you ever experienced difficulties in dealing with the finances of another family member who became unable to deal with their own finances?
- ▶ Do you have an ongoing advice relationship with any of the following?
- ▶ Which of the following reasons describe why you don't have an ongoing advice relationship with a lawyer/accountant/financial adviser?
- ▶ Can you advise how often, on average, you consult/meet your lawyer/accountant/financial adviser?
- ▶ Who of the following, if any, would you turn to for advice on estate planning?
- ▶ Are you aware that an Inheritance Tax exemption exists for gifts made from your left over income?
- ▶ Are you aware that since October 2007, that the Inheritance Tax free allocation is transferable between husband and wife?
- ▶ In light of the current economic conditions have you given (or do you plan to give) financial help to any member of your family now rather than leaving money to the person in your will as an inheritance?

# Appendix B - Sample breakdown

## Age and percent of respondents

	Oct 2006 Base 1010	Oct 2007 Base 1008	Oct 2008 Base 1008	Sep 2009 Base 1018	Dec 2010 Base 1003
18-24	11	12	12	12	12
25-34	17	16	16	16	16
35-44	20	20	20	20	19
45-54	17	17	17	17	17
55-64	15	15	15	15	15
65+	20	21	21	21	21

## Social class and percent of respondents

	Oct 2006 Base 1010	Oct 2007 Base 1008	Oct 2008 Base 1008	Sep 2009 Base 1018	Dec 2010 Base 1003
AB	25	26	26	26	27
C1	29	29	29	29	29
C2	21	21	21	21	21
DE	25	24	24	24	23

## Gender and percent of respondents

	Oct 2006 Base 1010	Oct 2007 Base 1008	Oct 2008 Base 1008	Sep 2009 Base 1018	Dec 2010 Base 1003
Male	48	48	48	48	49
Female	52	52	52	52	51

## Age and percent of respondents

	Oct 2006 Base 1010	Oct 2007 Base 1008	Oct 2008 Base 1008	Sep 2009 Base 1018	Dec 2010 Base 1003
SE	26	26	26	26	25
Midlands	26	26	26	26	26
N England	25	24	25	25	25
Wales & SW	14	15	14	14	14
Scotland	9	9	9	9	9

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