
FAMILY FORTUNES

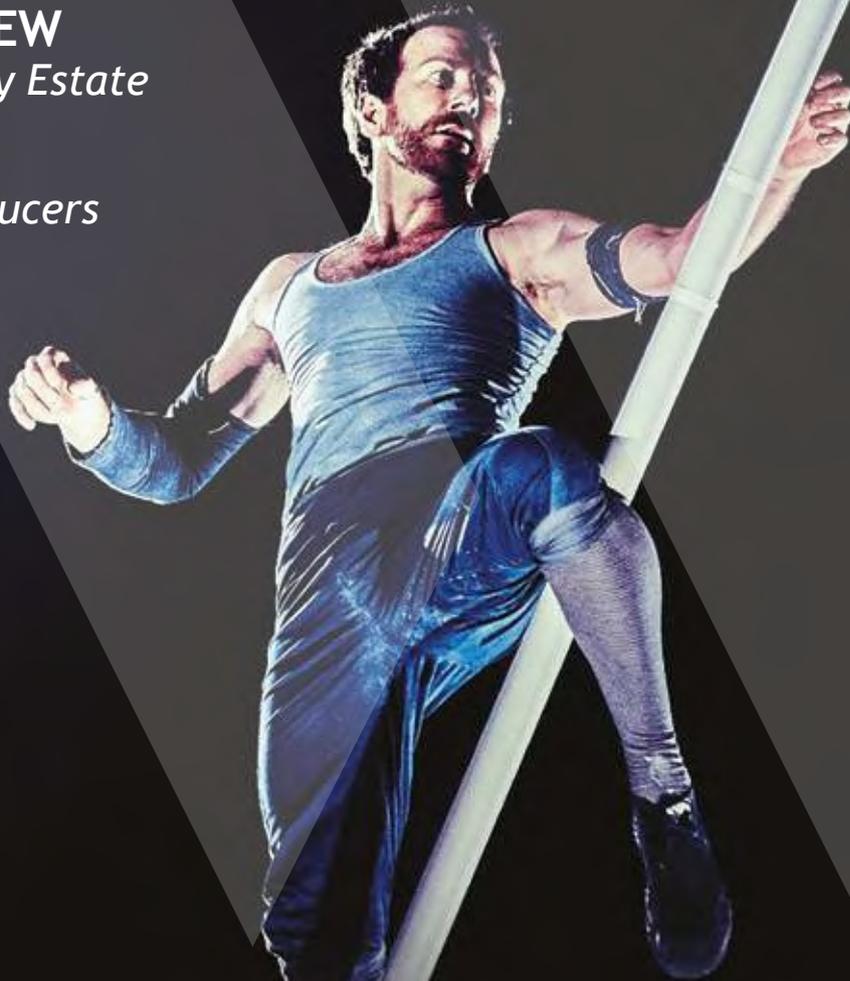
Protect your assets

THE LONG VIEW

Life at Somerley Estate

INDIE TREATS

Local food producers



NEW!
A GREAT
READ FROM
WILSONS

RAISING *THE BAR*

*Salisbury International Arts
Festival promises to thrill*

Wilson's
Solicitors





Salisbury International Arts Festival

27 May - 11 June 2016

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Support for the arts is funded by
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With 160 fantastic events to enjoy, this year's Festival features the very best in music, theatre, dance, circus, film, literature and family shows. Where will it take you?

WELCOME



INSIDE:
Take a look inside
the Georgian estate
of Somerley and
meet its owner

Welcome to this, the first issue of a brand new magazine from Wilsons. Published every six months, it will bring you important legal news and analysis of the things that matter to you, as well as an entertaining lifestyle section on what's going on in and around Salisbury. We've also included a comprehensive Directory at the back, packed with useful information about the firm.

Our legal section aims to keep you up to date with key developments, as well as giving advice on issues that affect us all. We have articles on how to best protect your family's assets and we shed light on how you can give your kids a leg up on to the property ladder. We look at how you should plan ahead for elderly care and much more.

Our cover feature looks forward to the Salisbury International Arts Festival, which has a stunning calendar of events this year. We also have a fascinating article on the origins of pub names in the city, and a round-up of the best local food producers.

Finally, our Directory is full of essential news, facts and insights. In this issue we focus on the great work done by our charity of the year, Wiltshire Air Ambulance Service; we profile our brilliant Probate and Trusts team; and we lift the lid on all the happenings in Wilsons over the past few months. ■



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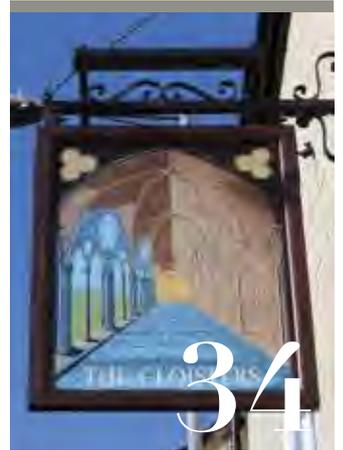
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15/04/2016
THE ODYSSEY

Homer's epic poem is retold in this extraordinary piece of dance theatre. It's a two-night run at Salisbury Playhouse



23/07/2016
FESTIVAL OF ARCHAEOLOGY

The Salisbury Museum plays host to a touring exhibition on Ancient Egypt as part of its Festival this year



03/07/2016
CHALKE VALLEY

Wilsons is sponsoring a talk by TV's Dan Snow on the last day of this big history festival in Wiltshire



13/07/2016
LARMER TREE FESTIVAL

A five-day music and arts festival in a stunning location near Tollard Royal on the Wiltshire-Dorset border

EVENTS DIARY

**A WILSONS GUIDE
TO WHAT'S ON
IN WILTSHIRE THIS
SPRING AND SUMMER**



22/05/2016
SAMS RIDE

A friendly non-competitive cycle ride in aid of the Salisbury and District Samaritans



08/04/2016
MARK WATSON

Described as terrifyingly funny by *The Times*, his show comes to Salisbury Arts Centre this Spring



27/05/2016
ARTS FESTIVAL

The Salisbury International Arts Festival is attracting some amazing talent this year. Read all about it on p24



20/06/2016
THE MOUSETRAP

The record-breaking, smash-hit thriller combines shuddering suspense and an intricate plot

Daily Mail
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Stalls • Story-telling • World War II Veterans • Tanks • Battles

Safeguarding the future

Family fortunes

Planning ahead can help you protect your interests against the unpredictability of life



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KEY POINTS

- Safeguard your future
- Plan ahead
- Prenup agreements
- Post-partnership agreements
- Importance of a Will
- Benefits of mediation

Forrest Gump said: "Life is like a box of chocolates, you never know what you are going to get." Life is indeed unpredictable but, understandably, we don't like to dwell on the things that could go wrong. When they do go wrong, that's when we can find ourselves consulting a solicitor. If we were more pragmatic about the future and the choices we might make, we'd get legal advice before taking a big step.

Don't wait until there are clouds on the horizon to take steps to safeguard your interests and those of your family. Solicitors can help do this through various agreements that can pre-empt potential difficulties and ensure you stay in control of your own destiny. Understanding in advance the implications of cohabitation, marriage/civil partnership and divorce/partnership dissolution can help avoid uncertainty and expense in the future.

TYING THE KNOT: PRENUPTIAL AND PRE-PARTNERSHIP AGREEMENTS

It might not be terribly romantic but prenuptial agreements are becoming more common in the UK. A prenuptial agreement sets out who owns what and how any assets might be divided in the event of the marriage or civil partnership coming to an end.

Now that 42% of marriages end in divorce in England and Wales, more couples are thinking about a prenup before tying the knot.

Wilson's family lawyer Daniel Sanders says that prenups are especially relevant if one or both of the parties has:

- exceptional wealth
- particular or peculiar assets
- valuable heirlooms
- income from a family trust
- an interest in a family business
- the expectancy of a large inheritance

Daniel says: "It's a good idea to understand your options and the implications of marriage, not only for yourself but for your children early on. For example, in the case of a family farming business, even before the children reach marriageable age that is a good time to think through 'what if' scenarios for the future. Because the moment you are married, everything changes." Both parties entering a prenup need independent legal advice and must enter voluntarily into the agreement. There is also a 28-day cooling off period.

Mr B came to Wilsons to discuss a possible prenuptial agreement as he would bring substantial personal and family wealth to his marriage. The prenup would potentially preserve inherited wealth (land/property) and trust income, while also making some provision for his wife. Mr B decided against a prenuptial agreement and subsequently married. After just a few years, he and his wife separated and she started divorce proceedings. At this stage there was very little that could be done to mitigate potential financial loss. Had there been a properly executed prenuptial agreement in place, there could have been a better outcome for Mr B in the divorce settlement.

It also goes without saying that anyone should also make a Will, or remake a Will, on entering marriage or a civil partnership.

IT'S NEVER TOO LATE: POSTNUPTIAL AND POST-PARTNERSHIP AGREEMENTS

It's not too late to put an agreement in place even after you are married/have entered into a civil partnership. Indeed, some couples run out of time in the build-up to their wedding and agree to sort it out once they are married. As with prenups, postnups will contain review clauses that provide for any changes in circumstances - such as the birth of children, or changes in financial fortunes, job loss or an inheritance. Again, the agreement is not legally binding but can be an important piece of evidence in the event of a breakdown.

LIVING TOGETHER: COHABITING AGREEMENTS

There is no such thing in English law as a common law marriage. However long you live together, with or without children, if you split up (or one partner dies) then you are treated as two single people. You have no right to the family home if the other partner owns it. You

have no right to inherit if the other person has not made a Will.

Daniel Sanders advises: "Anyone considering moving in with their partner should seriously think about a cohabitation agreement which will set out and protect individual rights and responsibilities in respect of property and other assets."

If you don't have a cohabitation agreement, then when it comes to the family home a 'declaration of trust' will set out how you own the property, who owns/contributes what and when. A declaration of trust diminishes the potential for time-consuming and expensive disputes about the division of proceeds when a property is sold or relationship breaks down.

BECOMING A PARENT

When you become a parent, one of the most important things to do is make a Will, »

"It is always a good idea to understand your options early on"

TRUST ARRANGEMENTS AND TAX PLANNING

It's a question of trust

When it comes to planning for life events, people often need tax advice alongside legal advice. Not all lawyers are tax specialists and there may be tax implications from the way that property is handed on or inherited. In addition, gifts and inheritances all have tax implications.

It is important to get expert opinion from a qualified family lawyer and a qualified tax lawyer especially where family finances are unusual or complicated.

Mr and Mrs A had set up a trust to pay school fees for their grandchildren. To maximise tax efficiency, a financial adviser recommended they (a) convert the trust into a separate investment and (b) transfer the fund to someone who didn't pay higher rate tax. The candidate Mr and Mrs A had in mind for this transfer was their daughter-in-law.

While there were clear financial benefits from this move, Daniel Sanders explained to Mr and Mrs A that there were also certain risks. In the event of separation or divorce, the daughter-in-law would have full control over the investment and could choose to spend that money in any way she saw fit.

After weighing up financial and legal advice, Mr and Mrs A chose to retain control over the trust fund and forgo the tax savings. This decision proved to be the right one when their son's marriage did indeed subsequently end in divorce.

“Planning ahead can save your family both expense and uncertainty”

» including your choice of guardian for your children aged under 18 in the event of both parents’ deaths.

Divorce, relationship breakdown and the dissolution of civil partnership where children are involved are especially hard. Almost half of divorces in 2012 involved children under 16 years. Protecting children from conflict and acrimony is key and the courts are reluctant to become involved in child matters unless absolutely necessary.

For this reason, the Government is keen to encourage separating/divorcing couples to use mediation as a first resort. Mediation can help couples sort out financial matters, or living arrangements for their children, without having to go to court, making for a more

positive and non-confrontational experience for all involved. Indeed, the judge will want a couple to have tried mediation before allowing a case to end up in court.

LIVE LONG AND PROSPER

Divorce is not confined to younger couples. In fact, divorce among people aged 60 and over in England and Wales has risen since the 1990s. Greater life expectancy and increasing affluence are contributing factors. It doesn’t matter how long you have been married - the same general legal principles apply although they may be interpreted differently perhaps with greater weight attached to the duration of the marriage. No two divorce outcomes are identical. Older people should remember that a decree absolute/new marriage invalidates any existing Will. At that time of life, it is probably best not to delay making a new one.

The good news is we are living longer, but we might not always be able to make decisions for ourselves as we reach old age. A good example of planning ahead is a Lasting Power of Attorney (LPA), which enables you to appoint one or more people (‘attorneys’) to make decisions on your behalf when you cannot because you are ill, or ‘lack mental capacity’.

There are two sorts of LPA - health and welfare, and property and financial affairs. You can choose to make one type of LPA or both. Technically, you can make an LPA without a lawyer but it is an important and powerful instrument so many people will be more comfortable taking advice and appointing a solicitor to do it for them.

However young you are, make a Will. It is the only way of making sure that your estate is passed on as you wish. Dying without a Will means that your family may end up with very little. This is another area where you may want to take both legal advice and tax advice from qualified professionals. For example, rising house prices mean many ordinary people find themselves unexpectedly affected by inheritance tax and a little planning ahead can save your family expense and uncertainty. ■



FAMILY LAW

The relationships we have with our spouses, partners, children and wider family are central to our daily lives and involve a huge amount of emotional and financial investment. It is therefore important, like any other investment, to safeguard these for you and your family’s

future. Most of our clients have high value assets and estates. Our primary concern is to protect your interests whilst minimising any negative impact on you, your children and your reputation, and to resolve your matter swiftly and discreetly.

MEDIATION: A MORE POSITIVE AND PRODUCTIVE WAY TO PART

Government policy seeks to encourage mediation across civil and family disputes. We talk to Wilsons' Daniel Sanders, who is an experienced family mediator alongside his practice as a solicitor, about how it works



Q It is an often heard phrase, but what exactly is mediation?

A It's a constructive, non-confrontational approach to sorting out family problems. By getting both parties round the table to discuss and agree any issues we can usually reach common ground. So if a couple are separating, then mediation can help them to work out a financial settlement and arrangements for their children.

And it's not just for separation. The mediation process lends itself to solutions for all family issues and reflects the way in which some people want to do their business or address their personal circumstances face to face.

It also reflects the ability for mediation to assist in matters such as prenuptial agreements which can involve both couples and their solicitors being party to meetings.

Q Can you explain the exact nature of your role as a mediator?

A My role as a mediator is to manage, guide and summarise the discussion, to explain the options and signpost potential outcomes and consequences of decisions. I am completely neutral, and cannot advise the couple on legal matters when I'm wearing my mediator's hat.

Q We understand that sometimes family problems can be acrimonious. What are the advantages of mediation in these cases?

A Mediation is much less stressful than going to court. It promotes a better atmosphere which is especially important when children are involved. It can also include others such as children and grandparents who have an interest in the outcome.

It can be especially positive where children are concerned as it protects them from the acrimony that can come with traditional litigation.

Mediation also gives you much more control over events. Anything can happen in court but mediation aims to find decisions that both parties are happy with.

It is also more affordable because the couple are paying for one mediator, not two lawyers.

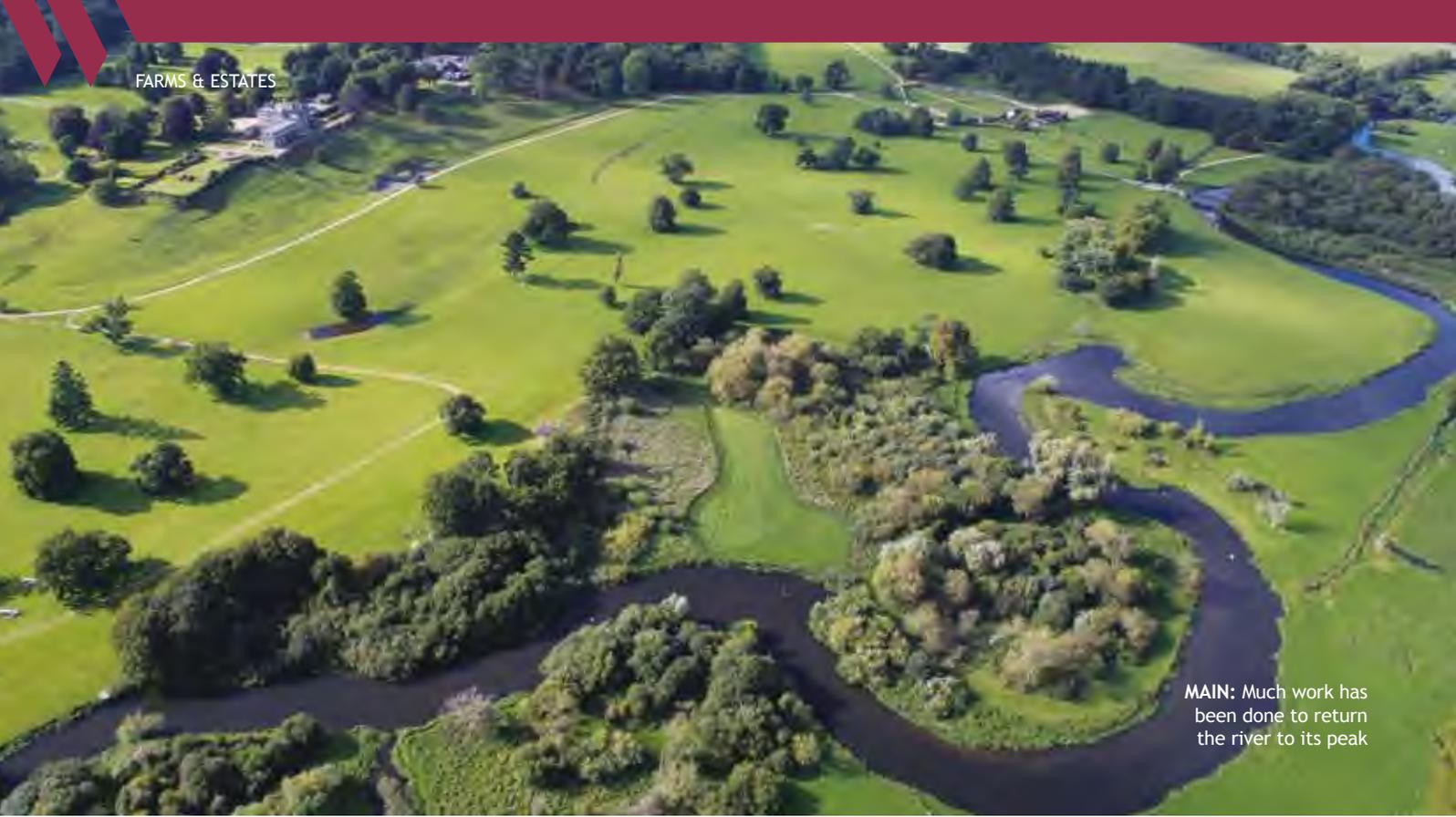
Q How does the mediation process work? Do both parties need to agree to the mediation route?

A Usually I am contacted by another solicitor, but sometimes clients come directly to me. Mediation is voluntary (although a judge may ask a couple to try mediation before coming to court) and both partners must be happy and comfortable with the mediation route.

We find out if the other party is aware of the possible mediation route and invite both parties to attend a joint 'intake session'. At this first meeting, I'll explain the process and the ground rules, and explain that my role is to be an impartial facilitator who can help them discuss their options and agree an outcome/settlement.

Mediation is 'without prejudice' (meaning that anything said during the process cannot be used in any future legal proceedings) so that participants are encouraged to speak freely and openly.

We reach the end point when the parties have successfully agreed matters (this usually takes between three and five sessions but can be swifter). I then record what has been agreed. While the decisions reached aren't legally binding on their own, the parties can ask a court to make what they've decided into a formal and binding consent order.



MAIN: Much work has been done to return the river to its peak

Keeping it in the family

The long view

Somerley Estate is a historic house with a thoroughly modern owner. We meet Lord Somerton and hear his plans for the future

THEN AND NOW

In 1795 a wool merchant named Daniel Hobson commissioned the build of Somerley House. During the next 30 years the estate was sold twice, once to the famous Baring family and then, in 1825, to the 2nd Earl of Normanton, Welbore Ellis Agar. Nearly 200 years - and five generations - later it remains in the family.

“Keeping the estate in the family is my priority,” says Lord Somerton. “I’m a guardian for the time I’m here and I want to preserve and improve it for future generations. It’s unthinkable that, after six generations in the family, I should be the one to have to sell it.”

That’s not on the horizon, thanks to diversification and plans to generate income, but the upkeep of this house has always been a challenge. Lord Somerton’s grandfather pulled down 40% of the original house after the war, including servants’ quarters and 22 bedrooms due to unmanageable running costs.

Love for the house secures its future for now. “The Picture Gallery is my favourite room in the house,” reflects Lord Somerton.

Somerley Estate nestles comfortably in the Avon Valley near Ringwood. The wonderful Georgian house recently passed to Lord Somerton who lives here with his wife Lucy and their children. We caught up with him on the first day of the salmon season in Somerley’s 7,000-acre expanse and talked about his plans for the house and grounds, the need for a sustainable approach and the weighty responsibility of being the custodian for future generations.



RIGHT: The house has gone through various changes through the centuries. With private ownership stretching back over six generations, maintenance is an ongoing challenge



BELOW: The roof on the Picture Gallery is flat, full of holes and a constant challenge to maintain

"The 2nd Earl was a great lover of the arts so he went off on a Grand Tour of Europe and bought lots of wonderful pieces of art to adorn its walls. The Picture Gallery is a jewel in our crown and sets us apart from other estates."

The current custodians are not afraid of modernising their family home. "We love living in this house. It's not too big, so is cosy and warm. We love cooking and socialising so we have recently knocked the kitchen and boiler room into a big family living space. My grandfather had split it into numerous smaller rooms a generation or two ago so we've really just returned it to its original footprint."

PLAYING THE LONG GAME

Lord Somerton and his land agent Christopher Thomasin-Foster have a rolling maintenance programme for the house and the tenanted buildings on the estate, but focus on special projects when needed. The Picture Gallery roof is a flat lead roof built in 1850 which now leaks like a sieve. Work is in hand to fix this and the rest of the roof on the main house.

"I'm a caretaker during my time here and - like anything you're given - you look after it. The intention is to pass it on in a better state than you received it."

This commitment runs to the grounds too. The estate is blessed with fantastic wildlife, thanks to its enviable position in the Avon Valley. It has a diverse range of animals and birds, boasting roe, muntjac, fallow and the odd sika deer, ducks and geese and one of the largest lapwing populations in the Avon Valley.

Lord Somerton muses: "We are dependent for duck, woodcock and snipe migration on the weather up north. This winter has been so mild we've not seen as many as usual."

But a smile appears when he thinks of the fishing. "The 1200-acre water meadows provide a fantastic environment for wildlife. We've worked hard on the health of the river, which was brought back in hand last year."

"It's about the life of the river. We work with the Environment Agency and Natural England to improve and protect the delicate



eco system of the river. This means nurturing this rare asset and not over-exploiting it like some who only have a short-term view. As with many things at Somerley, we have to play the long game - and we are seeing the benefits with the river returning to its peak."

"Today is the start of the salmon season. We caught an amazing 26-pounder just this afternoon!"

THE JOY OF SUMMER

So, with much work to do, Lord Somerton's job is a busy one. He needs to generate enough income to maintain the estate and has exciting plans for this year and the future.

"I feel lucky that my father handed the estate over to me at this age. Firstly, it's nice to have the energy and enthusiasm of a growing family in the house and, secondly, I'm young enough to have the drive to devise and embark on plans for Somerley."

The estate hosts family events such as the Ellingham Show, the Craft Fair and the Beer and Music Festival and it has diversified to allow regular outdoor pursuits on its land. 2016 sees new events on the roster (the Somerley Tea Party and Somerley Soundclash) and Lord Somerton is buzzing with news that the Holy Trinity Brompton will use Somerley as a base for its Focus retreat this year.

The future is bright. With the commitment of an in-situ landlord, a fantastic relationship with his land agent, a modern view and eye on the future, along with a love for community and sustainability, it's in safe hands for now. ■

WHAT'S ON AT SOMERLEY?

- **Craft and Garden Fair**
26th-28th March 2016
 - **UK Cycling Event**
9th-10th April 2016
 - **Soundclash**
1st May 2016
 - **Somerley Tea Party**
3rd-5th June 2016
 - **Ellingham Show**
13th August 2016
 - **Somerley Beer Festival**
27th-28th August 2016
 - **Ground Zero Airsoft**
Alternate Saturdays and Sundays
 - **Sunrise Bushcraft**
Tailored events
 - **Somerley R.C.**
Model Airplane Flying Club
 - **Clay Shooting**
Second Sunday of the month
- www.somerley.com



Elderly care

A ripe old age

Growing old doesn't have to be stressful, if you plan for care ahead of time



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KEY POINTS

- Get your affairs in order
- Make sure your care needs are assessed
- Review your Will
- Consider a Lasting Power of Attorney

It's never too early to start planning for care in your old age. It's funny, we have Wills prepared in the event of our death but don't want to look ahead to old age.

It's human nature, of course - we assume we're going to keep living in the same good health as we always have - which is why the need for old age care can come as a surprise.

It usually starts with a fall or other accident that entails a stay in hospital, where the patient is subsequently assessed as being unable to look after themselves.

This can be the cue for a very stressful time, both for the patient and their relatives, as they rush around trying to find nursing homes, organising financial affairs, Powers of Attorney, care needs assessments, and so forth. While we do everything we can to help in such situations, much of the burden will inevitably fall on the shoulders of relatives who are already busy with their daily lives.

Planning ahead can remove a lot of this stress and there's a lot to be considered before care homes are involved. For instance, downsizing to a smaller, more manageable property with good transport links can extend one's independence for many years.

If more help is needed, there are warden-assisted communities available where a lot of independence can be retained, with a more traditional care home located in the same grounds that one can move into should the need arise. This can be a real plus, as it means staying in the same environment and keeping friends close.

When it comes to making the decision on a care home or independent assisted living, ensure you have your care needs assessed beforehand. Everyone is entitled to an assessment of their needs by Social Services whether or not they are eligible for state funding. After all, without an assessment of your needs, how can you decide which is the best place for you to live?

In conclusion, it's far better to plan ahead than to leave things to chance. There's no harm in looking to the future - and it can save you and your relatives a lot of bother.

TOP 5 TIPS FOR ELDERLY CARE

1 Ensure that your legal affairs are in order. Consider a Financial Lasting Power of Attorney appointing someone you trust implicitly to deal with your property and financial affairs should you be unable to do so yourself because of mental or physical incapacity.

2 Review your Will to ensure that no changes are needed, especially if you have left specific gifts of any assets that have subsequently been sold because you



PROBATE & TRUST ADMINISTRATION

As one of the leading probate teams in the country we bring a wealth of experience to this area. In addition to guiding you on the issues around making a Will, we also administer trusts - drawing up appropriate documentation and dealing with distributions and the winding up of trusts.



have downsized. You also should arrange to see a solicitor.

3 Consider an Advance Decision (formerly known as a Living Will) so that the medics know what you wish to happen, or a Health and Welfare Lasting Power of Attorney so attorneys can make personal welfare decisions on your behalf if you are unable to make those decisions yourself.

4 Make sure you have separate accounts. If you have assets valued at more than £23,250 you will not get any financial assistance from the Local Authority (LA) and will be a “self funder”. Financial support from the LA is means tested. Only if your assets fall below £14,250 will all care be paid for. Assets and income of the spouse/partner not needing care cannot be assessed. Only the person requiring care should be financially assessed.

Your home should not be included in the LA means test if your spouse/partner or any relative who is over 60 or disabled still lives there. The LA has to disregard the value of your home for the first twelve weeks of permanent care in a care home.

5 Finally, start looking now at all the options available to you. Visit care homes to register your interest. There are retirement villages where you can live independently for as long as possible or care homes with superb facilities. Ask to be put on the mailing lists. Don't leave it too late. ■

HOW CAN WE HELP?

Wilson's has a breadth of experience in mental capacity and helping clients prepare for elderly care

- We can be flexible, visiting you at home, in hospital or nursing home if necessary to help you prepare any legal paperwork you may need. If things need to be done in a hurry, Wilson's aims to take the stress off their clients' shoulders.
- We draw up and register Lasting Powers of Attorney. Wilson's lawyers can act as attorneys for clients if required and, among other duties, perform spot checks on care homes to ensure their clients are being looked after properly.
- We advise on the differences between Health Powers of Attorney, Advance Decisions and Financial Powers of Attorney - and we help clients decide which is right for their individual circumstances.
- We can apply to the Court of Protection for a deputy to be appointed, in the case of mental incapacity where an existing arrangement is not in place, and we deal with doctors and other healthcare professionals to ensure that the process goes as smoothly as possible.
- We prepare advance decisions so your healthcare professionals know your wishes when you cannot tell them yourself.
- We assist families as far as possible, including giving advice on the ins and outs of dealing with other people's money as an attorney or deputy.

Estate planning

The Bank of Mum and Dad

Helping your children onto the property ladder needs careful thought, owing to a host of legal ramifications



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KEY POINTS

- Decide how you would like to make your contribution
- Consider all the angles
- Consider the implications for your financial situation
- Seek legal advice

As house prices continue to march upwards, more and more first-time buyers are relying on money from parents to help them buy their first home. The difficulty facing young people is exacerbated by tighter mortgage lending since the crash of 2008, along with a widening gap between earnings and property prices for first-time buyers. A comparative lack of housing stock at the bottom end of the market has led to greater competition among first-time buyers, leading to price increases and thus even more competition for the few properties that are still affordable - it's a terrible vicious circle.

There are various Government schemes and incentives around but they don't deal with the core problem of affordability. Two factors remain unchanged: the need for hard cash in order to satisfy lenders' demands for a larger deposit (25% is not uncommon) and, sometimes, help to meet the repayments in the early years of the mortgage.

Alternatively, or in conjunction with one of the above, a parent may wish to act as the guarantor on a mortgage, promising to keep up repayments in the event that the mortgage holder cannot meet their obligations. This has particular risks, given that it is "all risk and no reward" for the parents.

It's unsurprising then to see a trend for young people to

look to immediate family (usually the older generation) to help them in this difficult climate, made worse by greater financial pressures facing young adults, such as student debt. As might be expected, it is usually the family who look to us to ensure that the loan or gift is done properly, with everything in black and white, in order to avoid any future misunderstandings that might cause a family rift.

A small number of very wealthy parents have the ability to purchase a property outright in the name of an adult child, or acquire it through a trust structure - this will dictate specific legal procedures in the acquisition process and require advice on trust issues and taxes on which you should seek legal advice. For all parents, the question is whether their contribution should be in the form of a loan, a gift or as a part share/investment stake in the property.

It's important to consider all the angles when deciding whether to be named on the title of a property as a co-owner. For parents who already own their own home, changes from 1 April 2016 mean that the purchase is likely to be classified as a second or additional property, leading to an increased amount of stamp duty being payable.

Legal issues such as these need to be addressed early in the buying process, so the mortgage lender can be informed during the initial stages of application. Clearance is needed otherwise the mortgage offer



RESIDENTIAL PROPERTY

Tim explains the work of the team: "We handle the legal aspects of sales and purchases of properties ranging from three-storey homes in the heart of London to landed estates in the Wiltshire countryside. The variety of our case-load at any time could be said to mirror and represent the varied

requirements of the clients we look after. Frequently we are asked to advise on bespoke higher value or more complex properties, but equally we might be involved with the transfer of rural land, advising on rights of way and handling a variety of other conveyancing work."



may be delayed, causing problems in the conveyancing process which can add to pressure on buyers owing to competition and the need to move quickly in today's market.

Of course, risk is not just about money. When it comes to families, no one wants to risk ruining life-long relationships by falling out over loans that were thought to be gifts, for example. Seeking legal advice on the best structure for loan arrangements or shared ownership, say, may seem heavy-handed at the outset but with everyone knowing where they stand, it prevents worries surfacing later. This is particularly important if there are contingencies on a loan: for instance, what will happen to the money if the property is sold, or the child marries or divorces? All these risks can be mitigated by agreement and forward planning.

It's fair to say that while first-time buyers are feeling the squeeze from rising costs and tighter mortgage lending, it's also putting pressure on the Bank of Mum and Dad. Gifting or lending large sums to children can mean a significant reduction in spare cash or even entail re-mortgaging an existing property, which brings with it other legal considerations and costs. In the end, it's important to lend only what you can afford - and to back that up with a well thought-out agreement. ■

HOW CAN WE HELP?

Wilson's has wide knowledge and experience of tax, trust and estate planning, and can guide you towards the right solution

- Wilson's has great experience of private client and family dealings running across many areas. When it comes to the Bank of Mum and Dad, there is a need for expertise that straddles tax, trust and estate planning generally.
- In addition, we can guide you past the pitfalls of the residential property market, interfacing with mortgage brokers and/or lenders.
- We can help you decide whether the parental contribution to the house purchase should be a loan, a gift or part share/investment stake. Alternatively or in conjunction with that decision, parents may elect to provide a guarantee on a mortgage. We can explain all this and help you to arrive at the conclusion that suits your individual needs.
- If a parent wants to be joined on the title of the property as a co-owner because of a mortgage stipulation, we can advise you on whether this may incur additional Stamp Duty (from 1 April 2016) because it is seen as being a second/additional property.
- Wilson's understand what families need when it comes to this tricky area and have the knowledge to act with confidence on behalf of clients, unlike specialists in single areas of the law.



Can you afford to retire?

Smith & Williamson
Accountancy • Investment Management • Tax

Cashflow modelling can be a big help in planning your retirement, says Sharon Grubb, of Smith & Williamson, the accountancy, investment management and tax group.

If you're planning to retire, cashflow modelling can help you manage your assets to protect capital and pass on wealth to future generations, and fund the unexpected.

As you approach retirement, it's important to remember that you may need to manage your income and spending for three decades or more.

The chart below shows the typical financial stages we go through in our lives, highlighting the critical ages of 53 to 65 for retirement planning.

With many competing priorities, it can be difficult to choose between passing your wealth on to your beneficiaries early in a tax-efficient manner and keeping hold of funds to support yourself in later life. Or you could be supporting two generations at the same time – caring for elderly parents while helping adult children.

What to think about

'Pensions freedom'

If you're retiring now, it's essential to understand the benefits and pitfalls of exercising your choices under the recent pension reforms – particularly how much income you should draw from your pension fund.

Care in later life

With minimal state support, it's important to consider the potential costs of self-funding later life care.

The family home

There are new rules for people leaving a family home to direct descendants (children and grandchildren) when they die.

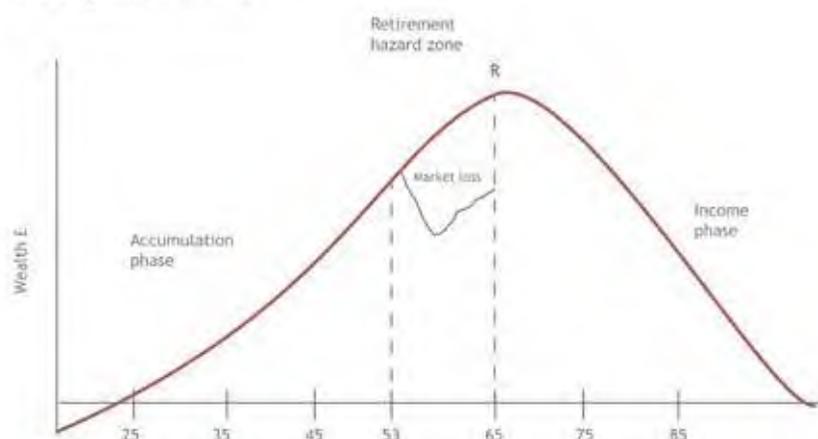
Managing your assets

Cashflow modelling can help assess your financial needs and plan your post-retirement lifestyle by developing an understanding of your income and outgoings both now and in the future. It can also highlight the financial impact of different scenarios and manage expectations.

It's wise to involve your family in a cashflow modelling exercise and to review plans on a regular basis, particularly if there's a change in your circumstances.

You should be clear on any assumptions in your cashflow model, especially in relation to investment returns and inflation, as altering these can have a significant impact on the resulting outcomes.

Life stage financial curve



R = Optimal retirement point



How we can help you

- Cashflow modelling and retirement planning –**
 Smith & Williamson can help you to prepare a personal cashflow model to work out your projected earnings in retirement, how you will be able to fund any potential care needs and other financial demands during retirement and later life. We advise on the steps required to help you make the most of your finances.
- Later Life Planning service –**
 Earlier this year, Smith & Williamson launched its Later Life Planning service to help clients with a wide range of later life financial planning issues, including the provision and funding of care. This service combines our in-house expertise with managed referrals to respected national organisations, which can provide extensive information, advocacy and advice. This includes access to estate planners, investment managers, tax and trust specialists and financial planners.

We also work closely with solicitors, such as Wilsons, who have expertise in the legal implications of planning for later life to ensure that all aspects are considered.



Sharon Grubb, financial planning manager, Salisbury office

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If you're retiring now, it's essential to understand the benefits and pitfalls of exercising your choices under the recent pension reforms...



Smith & Williamson is an independently owned professional and financial services group with around 1,500 people. The group is a leading provider of investment management, financial advisory and accountancy services to private clients, professional practices and mid-to-large corporates.



smith.williamson.co.uk

Offices: London, Belfast, Birmingham, Bristol, Cheltenham, Dublin (City and Sandyford), Glasgow, Guildford, Jersey, Manchester, Salisbury and Southampton.

By necessity, this briefing can only provide a short overview and it is essential to seek professional advice before applying the contents of this article. No responsibility can be taken for any loss arising from action taken or refrained from on the basis of this publication. Details correct at time of writing. The tax treatment depends on the individual circumstances of each client and may be subject to change in future.

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The Financial Conduct Authority does not regulate all of the products and services referred to here.

Personal affairs

Digital afterlife

Many of us are increasingly storing, managing and sharing our lives online, but what happens to all that information after we die?



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KEY POINTS

- List digital accounts, assets and service providers
- Don't put usernames, PINs and passwords in your Will
- Record everything in a Letter of Wishes

We all know the benefits of making a Will but when we are thinking about what we want to happen to our worldly goods when we're gone, such as who we want to take care of them and who we want to leave them to, very few of us remember to factor in our 'otherworldly' goods - our digital assets.

A digital asset is anything online or in digital form that you have rights over including cloud storage accounts, email accounts, social networking accounts such as Facebook, LinkedIn and Instagram, banking and investment accounts, PayPal, shopping accounts such as Amazon and eBay, and photographs, music and ebooks - with all of them accessed using usernames and passwords. We are also constantly increasing our digital footprint, such as signing up for more services and adding information to our existing ones. Neglecting to make digital legacy plans could therefore leave your family struggling to find what you have and risk permanent loss of treasured memories and financial assets in cyberspace.

DIGITAL CHALLENGES

Our online activity is vast: more than 2.2 billion people worldwide use social media, nearly 9,000 photos per second are shared on Snapchat and 300 hours of video are uploaded to YouTube every minute. In the UK, we each have an average of 25 online accounts, so if you don't ensure that your family or beneficiaries are left details of your





“Reports suggest that in the UK alone, unclaimed digital assets amount to some £25 billion”

digital assets - whether financial, personal or sentimental - they are likely to be faced with having to track them down. This could be a difficult, lengthy and expensive process - not to mention extremely hard emotionally - and they might not find everything, which means potential loss of precious photos, important documents, money and sometimes even continuing financial debits, such as for online magazine or service subscriptions. In fact reports suggest that in the UK alone, unclaimed digital assets amount to some £25 billion, so making sure that yours end up exactly where you want them to is essential.

The law, meanwhile, is a long way from catching up with digital life and is evolving on a case-by-case basis against a background of differing legal approaches in the countries where service providers are based. At

the moment there are no clear rules and regulations about what happens to digital assets if an account holder dies, and only a relatively small number of providers have policies in place to this effect. Google, for example, lets account holders state what they want to happen to their information in the event of their death and Facebook publishes information on memorialising an account or requesting a deactivation, but they are among the very few to address the issue.

Even when providers do have a policy, it may not be advantageous for families and when they don't, they may not be willing or able to help. Either way, the task of tidying away someone's digital life is likely to be upsetting, so the easier you can make things for your loved ones, the better. See overleaf for how to secure your digital legacy. ■



TAX & TRUSTS

Wilson's specialises in advising individuals, families and their asset-holding structures on the protection and devolution of their assets. This ranges from the drafting of Wills and trusts to more complex tax-driven structuring. Our clients include entrepreneurs, company directors, individuals with

inherited wealth, foreign domiciliaries and others with international business or property interests. Our aim is always to understand your personal circumstances and objectives, and to provide clear, pragmatic and commercial solutions.

LEAVING A DIGITAL LEGACY

Taking steps towards organising your digital assets and keeping your information safe and up to date will make life easier for everyone



Q There is so much to consider. What should I be looking at first?

A Make a list of all your digital accounts and assets and who the service providers are. We usually have a far more extensive digital life than we realise, so give it plenty of thought. Don't forget to consider things like air miles and Nectar points, and keep the list up to date.

The next step is to decide which accounts have a tangible value, which have a personal value and what you would like to happen to each. For example, you might want some saved, such as photographs and blogs; others deleted, such as a LinkedIn profile; or memorialised, such as your Facebook page; and you might have financial assets that you would like included in your estate.

You'll also need to note what is needed to access each of the assets that you list, such as username, password or memorable information. The key here is to ensure that loved ones know exactly what you have and where you have a presence so that they can take action in line with your wishes and keep hold of cherished memories.

Q Should I make sure that all this information goes into my Will?

A Never put account names, numbers, PINs or passwords in your Will as this is a public document after your death. Leaving a list with a trusted friend or relative also has significant drawbacks. As well as posing a serious security risk, using login details of someone who has died could be illegal.

The best option is to record everything in a Letter of Wishes. This is stored safely with your Will but it's a private document. You can specify what you want to happen to each of your

digital assets and you could also nominate a specific executor to deal with them. If a lawyer is drafting your Will, you'll be advised if any of these assets need to be treated separately.

Q Can all my digital assets be considered part of my estate?

A A few years ago it was reported that Bruce Willis was considering taking legal action against Apple so that he could leave his iTunes music collection to his daughters. The report was unfounded, but the story highlighted that some digital content, such as music and films, is not owned. You pay for a licence to use them during your lifetime and therefore can't pass them on. Some companies are now addressing licence bequests so look at their terms and conditions.

Online monetary assets, such as in bank accounts, are owned by you and therefore form part of your estate, so the sums will be subject to the normal inheritance tax rules.

Q Can I be sure that service providers will respect my wishes?

A There are no standard practices for how digital assets are dealt with following a death, so you will need to check each service provider's terms and conditions.

Q Will taking these steps help to make my online assets watertight?

A The law is still catching up but it's the best we have for the time being, and following these guidelines will go a long way towards making your loved ones' lives easier.

Your Wealth Matters

Your invitation to our 'Your Wealth Matters' seminar

Please join us at one of our complimentary seminars where you will hear from our specialists on how to structure your family's wealth with the aim of enhancing your future income and financial well-being.

Why should you attend?

- You are interested in the impact of recent changes to the savings environment
- You would like to generate an income from your savings
- You would like to know how to structure your wealth in a tax-efficient manner
- You would like to understand more about inheritance tax planning
- The content of these seminars will be tailored to those with assets in excess of £1 million

The seminars will begin at 10 am and end at midday with an informal lunch. Should you wish to discuss any specific issues, our specialists will be holding 15 minute informal consultations.

The value of your investments and the income received from them can fall as well as rise. You may not get back the amount you invested.

Region	Date
Bristol	Wednesday 13 th April
Hertfordshire	Thursday 14 th April
Glasgow	Wednesday 18 th May
Edinburgh	Thursday 19 th May
Cheltenham	Wednesday 8 th June
Birmingham	Thursday 9 th June
Manchester	Tuesday 28 th June
Liverpool	Wednesday 29 th June
Harrogate	Thursday 30 th June
Basingstoke	Tuesday 11 th October
Surrey	Wednesday 12 th October
Chichester	Thursday 13 th October

For venue information and to register, please visit

cazenovecapital.com/yourwealth

or contact John Gordon

john@cazenovecapital.com | +44 (0)20 7658 1158

CAZENOVE
CAPITAL MANAGEMENT

Raising the bar

POLE STARS: The circus performers create a stunning aerial landscape

Appearing at the Festival for the first time, aerial theatre company Ockham's Razor is an example of Salisbury International Arts Festival's commitment to presenting fresh, innovative work

“Looking in a different direction every year enables us to create a fresh, constantly changing mix in the programme” Festival Director Toby Smith

If breathtaking feats of aerial acrobatics are your thing, then Ockham’s Razor will knock your socks off. The young theatre company, who met while studying at the Circomedia Academy of Circus Arts and Physical Performance in Bristol, will perform their show *Tipping Point* as part of the opening weekend of Salisbury International Arts Festival, which runs from 27 May to 11 June.

The name is inspired by medieval philosopher William of Ockham, who held that in choosing between two theories it is better to opt for the simpler one because cutting out unnecessary information is the fastest way to the truth. It is this pared-down approach that underpins the work of the group.

Their act on Bank Holiday Monday is part of the opening weekend in which the Festival takes over the city with a programme of free street events embracing music, dance, theatre and circus. Salisbury is keen to help performers develop new pieces, and works within a group called Without Walls to find artists who are doing innovative work in outside spaces.

“*Tipping Point* is an inventive spectacle of what human beings and a range of simple props are capable of,” says Festival Director Toby Smith, “looking at what the human body can do within the laws of gravity, and exploring it in a playful and jaw-dropping way.”

COMPASS POINTS

Over the fortnight, new acts will appear across the art forms, among them music theatre company *Circumstance*, author Barney Norris whose first novel is set in Salisbury and already garnering brilliant reviews, and violinist Benjamin Baker, who will be the soloist with the Philharmonia Orchestra.

Although he has lived in England for many years, Benjamin is a native of New Zealand and the country features strongly in this year’s Festival, which looks south as part of a pattern of following the sun around the points of the compass. Last year they looked east

to the Middle East, and the year before that north to Scandinavia.

The idea came from Toby, who is in the third of his four-year post. “Looking in a different direction every year enables us to span different art forms and create a fresh, constantly changing mix in the programme,” he says. (For our interview with Toby, see page 27.)

THE CITY AS THEATRE

Salisbury put on its first International Arts Festival in 1973, featuring Spanish flamenco guitarist Paco Peña. Now the Festival boasts an impressive rollcall of performers in every area of the arts. Toby is proud of the way they work with artists to look at new ideas and different ways of working.

“In our conversations with artists, we always ask them: ‘What is it you’ve always wanted to do?’ and ‘What can we help you to explore?’”

The city of Salisbury is a key component of the Festival and forms a backdrop to many acts, from the Cathedral and the Arts Centre to the Old George Mall Car Park. “That’s what a festival can do,” says Toby. “When you’re bound by the bricks and mortar of a venue, it’s harder to achieve that freedom. But we’ve got the whole city.”

GLOBAL REACH

Cathedral Close hosts the opening ceremony on Friday 27 May. The specially commissioned piece - called a *Waiata*, which is Maori for song - brings together Ngati Ranana, a Maori cultural group based in London, and the Festival’s own chorus, embracing hundreds of members from across the community. The *Waiata* will introduce performances by New Zealand artists over the course of the fortnight and will also be used in the closing ceremony.

Any plans for next year’s Festival are still a closely guarded secret, but we do know it will look west to complete the journey. And of course once the sun sets in the west it will soon be time for it to rise again on a new cycle of work. »



BEHIND THE SCENES

The Festival isn’t just about performance. Here are a few of the projects in this year’s Learning & Participation programme

● PRIMARY SCHOOLS

Singing leaders have been delivering workshops to 400 schoolchildren for the Singing Together project.

● SARUM ACADEMY

Pupils of the Academy consider the Festival’s themes in their annual Big Write competition.

● LOOKED-AFTER CHILDREN

Through Wiltshire’s Virtual School, the children have created a new work with ZoieLogic Dance Theatre.

● YOUNG CARERS

Local company Two Destination Language is helping young people learn about puppet-making.

● WILTSHIRE COLLEGE

Students from the college have been creating new music inspired by the 2016 Festival’s themes.

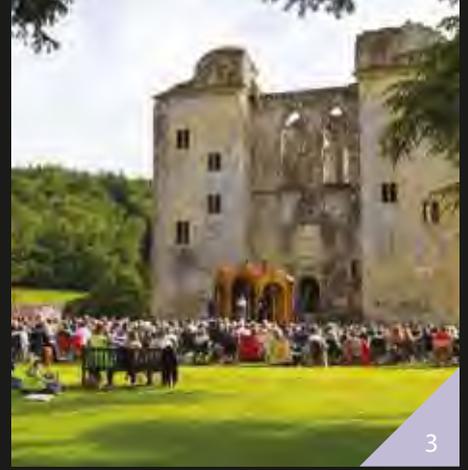
● A FOCUS ON DISABILITY

A new Disability Associate and Audience Panel are improving the Festival for disabled audiences.

Get involved

To find out more about the projects, visit www.salisburyfestival.co.uk

FESTIVAL HIGHLIGHTS



1 Barney Norris | 2 Urban Astronaut City Encounters | 3 Two Gentlemen of Verona Shakespeare's Globe Theatre | 4 Kapa Haka Tale Corey Baker Dance | 5 Joan Bakewell | 6 John Grant | 7 Mary Portas | 8 Will Carling | 9 Block City Encounters | 10 Carmen Opera Up Close
To book tickets, call the Box Office on 0845 241 9651 or visit: www.salisburyfestival.co.uk

THE ICING ON THE CAKE

We catch up with Festival Director TOBY SMITH who reveals why he's popular in the office

Q What's your background and what were you doing before coming to work here?

A I did a music degree at York University - I'm a pianist by training. My first real experience with the professional world was to set up the Early Opera Company with a friend from university, and it was doing that - hiring spaces, casting, creating a production team, ringing up critics, selling tickets, finding the money - which gave me a sense of all the different aspects that go into creating live events. My first proper job was with a small festivals team at the Barbican in London and from there I specialised in music festivals at Cheltenham. Before coming here I ran the Arts Centre at the Royal Northern College of Music (RNCM) in Manchester.

Q With all that experience, it sounds as though you're perfectly placed to do this!

A Getting to know how different artists work in different disciplines is always stimulating and I've found this creatively very refreshing. Working with classical music artists is very different from working with, say, circus artists and I find that fascinating. It's a privilege to be in the middle of that mix.

Q I believe the opera company you co-founded is appearing at the Festival this year?

A Yes, which is great. They've gone from strength to strength and have recorded five or six CDs. Under their musical director Christian Curnyn they've become renowned as one of a couple of new exciting period instrument orchestras and stage companies at the cutting edge of that kind of work.

Q You're looking south this year as part of your journey round the compass, but why New Zealand?

A It's important to me for a number of reasons. I have family in New Zealand and have visited regularly over the years. Recently, I've become very interested in the burgeoning arts scene there, which has a confidence that's quite different from many other places. I spent a couple of weeks there last spring and saw a lot of really strong work, much of which is feeding into this year's programme.



WORLD CLASS:
Toby is committed to giving the Festival an international flavour

Q What makes this Festival different from other arts festivals around the country?

A One key thing is the international aspect. We're totally committed to bringing the best in international work into the city and reflecting the city back into the world. The other is that it's multi-art form and it's about choice. It's not that other festivals don't offer that kind of choice, but we are completely behind the idea of it being across all the art forms. For two weeks a year there is a home here for everything from classical music to stand-up comedy and everything in between.

Q Have you commissioned much new work for this year's Festival?

A We're also very committed to new work, and one area in which we are commissioning work from scratch is the outdoor programme for the opening weekend, which offers free events all over the city. This year it includes a dance performance around a large-scale Jenga tower, a piece about an astronaut revisiting an earth devastated by climate change, and a piece for young families about a lost carousel horse and how children can help it find its fellow horses.

Q And is there anything which has particular significance for Salisbury?

A This year we're working with four artists for a series of pieces for the Rifles Museum Garden. It's all part of the ongoing WWI commemoration, which started with the Cicatrix project in 2014, and was inspired by the ways in which both ancient civilisations and the modern military have worked with Salisbury Plain and in their own ways scarred it.

Q How do you relax and unwind after a busy day in the Festival office?

A When I've finished for the day and I'm not on the road seeing new projects I like to bake - the results of which often end up in the office! I also hit the gym quite a lot to work off the effects of the baking, and I usually have a DVD box set on the go - at the moment it's *House of Cards*.

Indie TREATS

Salisbury is a haven for foodies with great independent food and drink producers and suppliers. Here is our guide to some of the best

For the discerning foodie it's hard to think of a better place to live in than Salisbury and its surrounds, with a culinary scene that includes everything from cool cafés and delis to plush hotels, Michelin-starred gaffs and more than our fair share of cosy gastro pubs. And from the gin-clear fishing waters of the River Test in Hampshire to the succulent acorn-fed pigs snuffling through the New Forest, we're lucky enough to live in the midst of one of the richest natural larders in the West Country, something our indie food and drink producers have taken full advantage of, making so much award-winning, superlative fare that it's hard to know where to start.

Because we really do have it all - from craft bakers and brewers to chutney wizards, cider kings, master butchers and much more, us Sarumites are totally spoilt for choice. The only thing to do, it seems, is to start eating.

FOR BREAD REEVE THE BAKER

The craze for artisan loaves has spread across the country in recent years, but Wilton family outfit Reeve the Baker has been baking bread the proper way for decades - ever since 1952. Since then they've expanded across the region - to 11 locations - but have stuck to their craft baking roots, using traditional

slow dough recipes. Make sure you try their multi-seed sourdough bread, which nabbed the Speciality Bread of the Year gong at the Baking Industry Awards. Other bakers not to miss out on include Henderson's Artisan Bakery, on Oatmeal Row in Salisbury, and trendy new kids on the block BakeHouse24 in Ringwood, experts in all things sourdough-related.

www.bakehouse24.com

www.reevethebaker.co.uk

www.hendersonsartisanbakery.com

FOR CIDER WESSEX CIDER

Forget sweet 'mixed fruit' concoctions, Cidre and all their commercially made ilk, those of us from the South West know the best cider comes from local, independent producers.

When it comes to the West Country's favourite tippie it's usually the neighbouring county, Somerset, which gets most of the attention but Wiltshire has its own clutch of superlative cider makers - like Nigel Cuff of Wessex Cider. Based in the pretty Chalke Valley, he produces what he calls 'craft cider', namely cider made on a small scale using natural wild yeast and 100% pure fresh pressed juice from English apples.

Legally, cider only needs to be made with 35% apple juice, so you can imagine how good Nigel's is - you'll never want a Strongbow again after a pint of Wessex



Cider's award-winning appley stuff.
www.wessexcider.co.uk

FOR CHEESE

LYBURN FARMHOUSE CHEESEMAKERS AND LOOSEHANGER CHEESE

We're lucky enough to have two award-winning cheesemakers right here on our doorstep in Salisbury. Lyburn makes vegetarian pressed cheeses using milk from their own farm. Try their Old Winchester, a nutty, hard cheese that's bagged numerous awards over the years - vegetarians will find it makes a great replacement for Parmesan.

Loosehanger Farmhouse Cheeses offer soft, blue and pressed cheeses in an impressive range of flavours, from the award-winning Old Sarum, a creamy, almost buttery blue cheese, to their nettle and wild garlic creation - an attractively marbled affair that would make for a scrumptious addition to any cheese board.

www.lyburncheese.co.uk
www.cheeseproducer.co.uk

FOR VEGETABLES

GOLDHILL ORGANICS

Getting delicious, locally grown veg delivered straight to your door is a life saver for busy foodies, and this family Dorset business, based in Child Okeford, run a popular veg box scheme that delivers to homes across the region.

Strictly organic (owners the Cross family were one of the first to be certified by the Soil Association, 25 years ago), as well as the veggies from their farm they also offer grass-fed meats, cheeses and numerous deli goodies, from venison salami to tangy chutneys.

Those who love to pick their own should visit Pythouse Kitchen Garden, an 18th-century walled garden where visitors harvest their own raspberries, strawberries and gooseberries in the summer - the challenge is making sure you don't scoff what you've picked on the car journey home.

www.goldhillorganics.co.uk
www.pythousekitchengarden.co.uk

FOR MEAT

WS CLARKE & SONS, PRITCHETT'S

We can all agree that the best meat comes from animals that have led happy, healthy lives, and when it comes to sourcing it your local butcher is your best friend.

Family business WS Clarke & Sons, in the pretty Dorset village of Sixpenny Handley, sells local lamb, beef, poultry and game sourced from farms in Wiltshire, Hampshire and Dorset. Better yet, they have their own abattoir on site for lamb and cattle, meaning fewer food miles and less stress for the animals.

Slightly closer to home, Pritchett's in Salisbury is another 100-year-old family

business that specialises in local meats (including beef from as close by as the Salisbury Water Meadows) and prize-winning sausages.

www.pritchetts.co.uk
www.clarkesthebutcher.co.uk

FOR BEER

We'll level with you - we find it very difficult to pick just one for this category, so packed is the region with highly regarded indie breweries. So what we're going to do is pick out some of the best beers they do. First up is Keystone Brewery, try their multi award-winning Gold Spice, which has added stem ginger for a spicy kick, or Stonehenge Ales' Danish Dynamic, a well-balanced golden ale. Flack Manor's Hedge Hop has a deep biscuity maltiness with notes of grapefruit and lemon; Sixpenny Brewery's critically praised IPA is a well-rounded beauty, and Hop Back Brewery's 25-year-old Summer Lightning has bagged an impressive 70 awards since it first arrived on the scene. We think that's enough to get you started. ■

www.keystonebrewery.co.uk
www.stonehengeales.co.uk
www.flackmanor.co.uk
www.sixpennybrewery.co.uk
www.hopback.co.uk



A VISION *for the future*

The Dean of Salisbury explains why the Cathedral's doors are open to everyone, religious or not, and why she has the best job in the Church of England

For someone who holds such an important post, the Very Reverend June Osborne is friendly and down to earth. With a ready laugh and a keen sense of style, she looks relaxed in the Chapter Office - and with two grown-up children, she seems to be the epitome of the modern working mother. But as the first woman to be Dean of Salisbury in the Cathedral's 758-year history, she is still one of the most senior women priests in the Church of England. Here she tells us what life has been like since her appointment in May 2004.

What's it like to be Dean of Salisbury?

It is both exhilarating and demanding, but I think it's the best job in the Church of England. And I spend a lot of my energy trying to encourage the people who come behind me and give them confidence. My job is to ensure that the Cathedral is both stable and creative, but it's also about building a happy team with people fulfilling their potential, and saying to them: "You, too, could be the Dean of Salisbury!"

Can you tell us something about the Master Plan for the Cathedral?

In it we set out our aspiration to offer greater access to the Cathedral and to unlock its treasures. We took it out to public consultation last year, and by the

summer we should be publishing the feedback. We hope people will share our vision for the future. I want to make the Cathedral a place where everyone can feel at home, where they can bring their sorrows as well as their joys, and where they can find meaning and hope.

How far along are you with the Major Repair Programme?

In 1984 we launched the Save our Spire campaign, which people responded to magnificently, then we did the Tower and the West Front and we've done a fantastic job since then working around the building on all the masonry. We've finally got to the last section. Our hope is that we will finish in 2017/2018 - and what a party we will throw!

You worked with Wilsons on the Magna Carta 800 celebration last year. Can you tell us something about that?

We got a Heritage Lottery Fund grant for it, and Wilsons provided much of the match funding. For me it modelled a partnership in which a local business and the Cathedral set out together to do something important for the whole of Salisbury. We had 4,000 people in the Magna Carta pageant, and 300,000 people came to our exhibition. We couldn't have done that without partners and Wilsons were very important so I'm hugely grateful to them.



How do you balance running a high-profile organisation with being a priest?

Everything we do here attempts to be creative, wholesome and good. But it's important to keep clear boundaries between the roles. Cathedrals used to be run by clergy, but we need the skills lay people have. The governing body here is made up of lay people with all the skills we need, and that's why we have both.

And how do you fit it all in with being a wife and mother?

I have to balance family with the demands of my job, but I share that experience with the majority of the population. I've been lucky because my job gives me flexibility over my diary, and I'm privileged both to earn enough to buy good childcare and to do a job where I live very close to my work. I've had a lot of advantages.

What do you do in your spare time - if you have any!

I like to spend time with my family. We're all football mad - although I support Manchester City and the rest of them support Tottenham Hotspur! Friendships are important too. I enjoy cultural things, such as the theatre and the cinema, but if I really want to relax, I relax with friends. ■

LOOKING AHEAD:
A very suitable job
for a woman



Two wheels GOOD...

Whether you're meandering through the meadows or tanking it along the tow path, Wiltshire has much to offer the cyclist in Springtime

Spring is the time to oil your chain, dust off the saddle and get back on your bike. Salisbury and the surrounding countryside is perfect for everything from a family ride to full on training with a mix of skill levels and mileage options and a variety of terrains from tarmac to tow path to bridleways.

GOING ROUND IN CIRCLES

The Wiltshire Cycleway is a 160-mile circular route that can be shortened by using cross-country routes along The Kennet and Avon Canal, through the Vale of Pewsey or down the Wylve Valley. It is designed to be cycled in an anti-clockwise direction and the total loop has been chopped into 16 sections so that you can do part or all of it. The full route goes as far north as

Malmesbury before dropping down to Bradford On Avon, then through Frome and Mere to Salisbury and back up to Marlborough.

If you live in Salisbury itself and want to do a family bike ride from the town and back in a day there are two sections of the Wiltshire Cycleway that we particularly like.

First there is the Salisbury to Broad Chalk section, which is about nine miles and ends at the Queen's Head pub, a perfect stop for refreshments before heading back to town. From Salisbury you can also head out to Amesbury which is approximately 18 miles there and back and takes in many villages and country pubs.

Go to Wiltshire.gov.uk for more detailed information on each section of the Cycleway.

PICK OF THE REST

It's not all about the Wiltshire Cycleway. Here are three more of our favourite Wiltshire cycle routes:

SALISBURY'S GOLDEN WAY

7 miles | Easy

The Golden Way is a great 7-mile circular route linked to all radial routes that approach Salisbury from all directions.

It is well marked by the Golden Way logo and direction arrows, and is great for functional use like commuting as well as leisure use for families.

It provides good cycling options from the suburbs of Salisbury to the city centre for commuters and to the National Cycle Network, National Byway and Wiltshire Cycleway Routes for those wishing to head into the countryside. For families there



SAVE THE DATE:
Sams Ride is a friendly
non-competitive cycle ride
in aid of the Salisbury
& District Samaritans
on 22 May 2016

are plenty of places to stop and rest
whether it be playgrounds or somewhere
to eat and drink.

 **SALISBURY TO STONEHENGE**
12 miles | Medium

The Wiltshire countryside is beautiful
and green. On this route - perfect when
you have visitors - you reach Stonehenge
by cycling along the Woodford Valley.

Start at Salisbury Cathedral and head
through the north gate before joining
the River Avon, which you follow to
the outskirts of the town. Pass the
ancient settlement of Old Sarum before
rejoining the river to West Amesbury via
Woodford Bridge. The route ends with
a short stretch on the road before you
get to Stonehenge.

 **KENNET & AVON CANAL**
84 miles | Medium to Hard

The canal path provides 84 miles of
mainly traffic-free - and flat! - cycling
between Reading and Bath. You can pick
it up at Pewsey, Devizes or Bradford on
Avon or cycle the whole length if you're
up for a challenge! ■

**“The Wiltshire Cycleway is a 160-mile
route that has been chopped into 16
sections so you can do part or all of it,
taking in villages and country pubs”**

CYCLE WILTSHIRE



7th and 8th May 2016

- *Cycle Wiltshire is back in 2016 for the third year running and promises to be bigger and better than ever.*
- *On Saturday 7th May you will be able to see the Cycle Wiltshire Sportive take place from the new Five Rivers Health and Wellbeing Centre in Salisbury, with routes available for all levels of ability.*
- *On Sunday 8th May the Cycle Wiltshire Grand Prix returns to Salisbury - an elite race featuring some of Britain's top cyclists. The race starts and finishes in the city centre with activities taking place in the Market Square as well as in Wilton Market Square for spectators.*

Find out more about both events at cyclewiltshire.org.uk



SIGNS *of the times*

Pub signs are more than just a symbol that identifies a drinking establishment, they are also a fascinating slice of our history

Pub names and inn signs are a reassuringly enduring slice of British culture. They hark back to a time when the majority of the population couldn't read or write and so pictorial signs were needed to identify a premise's trade. This practice died out when levels of literacy increased, but the pub sign has managed to survive.

Many public houses date back centuries, Salisbury's very own Haunch of Venison, for instance, was established in 1320, and pub signs reflect aspects of social history and traditional beliefs, and serve as a characterful reminder of times past.

THE ROMANS

It all started with the Romans. To paraphrase Monty Python, "What did they ever do for us?" Well, in addition to sanitation, medicine, education, wine, roads and the rest, they also introduced the first pub sign - perhaps their greatest gift of all?

The Romans placed bushes, evergreens and other foliage outside their taverns to indicate to travellers that food and drink was available within. This is why pub names such as The Bush, The Yew Tree (such as the one at Odstock), The Bunch of Grapes and The Hollybush can all be traced back to these origins.

The ubiquity of the naming element 'Arms' illustrates how important heraldry has been in the naming of pubs. The symbols of the heraldic badges of royalty or local nobility give rise to many of the most common pub names. These

include The White Swan, Lamb and Flag, White Hart and Rising Sun.

ROYAL INFLUENCE

In 1393, King Richard III passed an Act making it compulsory for pubs and inns to have a sign in order to identify them to the official Ale Taster. Ever since then, inn names and signs have reflected, and followed, British life at that time. His own heraldic emblem was the White Hart, which explains the popularity and frequency of that name.

Before Henry VIII, many public houses had a religious theme, for example The Crossed Keys, the emblem of Saint Peter, or The Pope's Head. However, when Henry split with Rome and the Catholic Church, names were hastily changed from religious themes to ones acknowledging the monarchy, such as The King's Head or The Rose & Crown.

Henry VIII's favourite leisure pursuits also found representation in pub names and signs, influencing the nomenclature of such fine establishments as The Greyhound, The Dog & Duck, The Bird in Hand and The Fox & Hounds.

HEROES OF THE DAY

Another way that pub names have been shaped over the years is through historic events. For instance, after the death of Oliver Cromwell and the restoration of the monarchy, The Crown saw a huge surge in popularity. The Royal Oak also witnessed a boost in its popularity, as a tribute to the tree in which the future Charles II hid when escaping from Cromwell's men. Public

houses were also named after great military victories, such as The Trafalgar and the Alma Arms - the latter being a battle in the Crimean War.

Pub signs have also celebrated national heroes of the day. For instance, when they were at the peak of their powers, great men and military leaders such as William Shakespeare, Charles Dickens, Sir Francis Drake, Admiral Nelson and the Duke of Wellington all proudly swung from pub signs up and down the country.

MODERN TIMES

More recent social and industrial changes brought with it pub names and signs displaying links to modern age transport (The Railway Arms, The Navigators and The Station), and also to professions and trades. Pubs also became unofficial employment exchanges with those looking for a job hanging out in pubs such as the Carpenters/Blacksmiths/Bricklayers Arms or some such variant.

These days pub names are not confined to traditional names with interesting origins, but are often used as a marketing ploy or an attempt to raise some brand awareness.

Of course, this is fine, we realise progress always overtakes tradition, but perhaps the naming conventions of the past, in this case, are actually best left where they stand. Otherwise we just might be ordering pints in pubs in the future such as The Front End Developer Arms, The Pot of Noodle or even The Sir David of Beckham. Happy drinking! ■



WHAT'S IN A NAME?

Some notable pubs of Salisbury

1. HAUNCH OF VENISON MINSTER STREET
A sign traditionally hung near a royal hunting forest. Venison is now thought of exclusively as deer-meat, but the word derives from the Latin 'venari' meaning to hunt, and was applied to the flesh of any animal that had been killed in the chase.

2. THE NEW INN NEW STREET
One of the more perfunctory and least imaginative of pub names, this self-promoting title simply refers to the opening of the premises themselves. Okay at the time of opening, but the name then isn't updated for what can be centuries.

3. THE WIG AND QUILL NEW STREET
This historic city centre public house is an example of a pub name where the predominant trade of the area would give the establishment its name. It is conveniently situated next door to the Wilsons office.

4. THE CLOISTERS CATHERINE STREET
The Cloisters is a historic grade II listed building dating back to c.1350 and its name derives from its close proximity to Salisbury Cathedral, which is only a couple of minutes away.

5. THE WYNDHAM ARMS ESTCOURT STREET
The Wyndhams were an important family in the political history and development of the city of Salisbury and this excellent real ale pub's name bears both tribute and testament to that fact.

6. THE OX ROW INN OX ROW
Dating back to the 16th century, this well-established pub in the centre of Salisbury is named after an old area of the city's historic open market.

THE RED LION

The most popular of UK pub names, The Red Lion originates from the time of James I who came to the throne in 1603. Proud Scot James ordered that the heraldic red lion of Scotland be displayed on all buildings of importance.

THE INN CROWD
Pub signs are part of our everyday heritage

Divine DESIGNS

Montes and Clark are turning up the heat with their vibrant, colourful pieces

It may be hard to imagine, particularly on a rainy Wiltshire afternoon, but tucked away in a corner of the county is a sizzling slice of pure Mexican spice. Throw open the doors to Montes and Clark's workshop and you'll find a riot of stunning, colourful pieces, featuring hand-embroidered fabric direct from the mountains of central Mexico. The company is run by two firm friends, Lucy Montes de Oca and Kate Clark, who are as passionate about the women-led

cooperatives they work with as they are about the pieces themselves.

The company is doing well, selling its pieces online and from fairs across the South West and London throughout the year. Lucy and Kate also receive commissions to upholster furniture and recently made thousands of metres of bespoke paper-cut bunting for Wahaca, the Mexican street food restaurant in London, to celebrate the Day of the Dead Festival. If you venture to London in May,

look out for their pop up shop (check the website on page 38 for details).

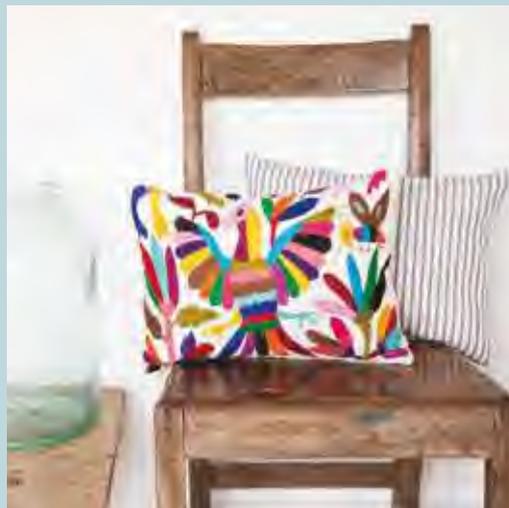
Up until this year, the workshop has been a closely guarded secret, with visits by appointment only. However, Lucy and Kate are keen to share the beauty of their designs and started monthly Open Studio days in February when visitors can drop in and be hit smack between the eyes by the beauty of these colourful fabrics. Details of these days are available on their website. »





MAIN: Mexican interiors designed to brighten up a rainy Wiltshire afternoon

MAIN: You can't fail to be inspired by the women in Mexican cooperatives who create the Montes and Clark fabrics



“There’s a women-only cave where the embroiderers go to dream up designs and pray for their eyesight to stay strong”

» **WOMEN WEAVERS UNITE**

Lucy Montes de Oca is driven by a passion for the designs she and her business partner Kate produce - and also by the Mexican women who create their incredible fabrics. She enthuses: “We have a main cooperative that we work with in San Cristóbal de las Casas, in Chiapas, southern Mexico. It’s an amazing cooperative, set up by women weavers and run independently by local women.”

In addition to the central jobs of a cooperative, such as sharing knowledge, negotiating bulk purchases of materials and reaching more customers than an individual might, this particular group goes further. Lucy says: “The cooperative provides accommodation for women coming from remote areas to train in the latest designs and techniques, as well as learning how to look after their money and basic business skills. Some of the

women have gone on to learn computing and English, for example. And they lobby for their political rights as small artisan businesswomen. They are really inspiring!”

The company specialises in hand embroidery on cotton, and using backstrap looms. These are an ancient way of weaving, where the strap is tied around the weaver’s waist and then around something like a tree to create the required tension. These textiles are turned into the stunning interiors pieces, such as the lampshades, cushions and tablecloths you can see here.

MYTHICAL CREATURES

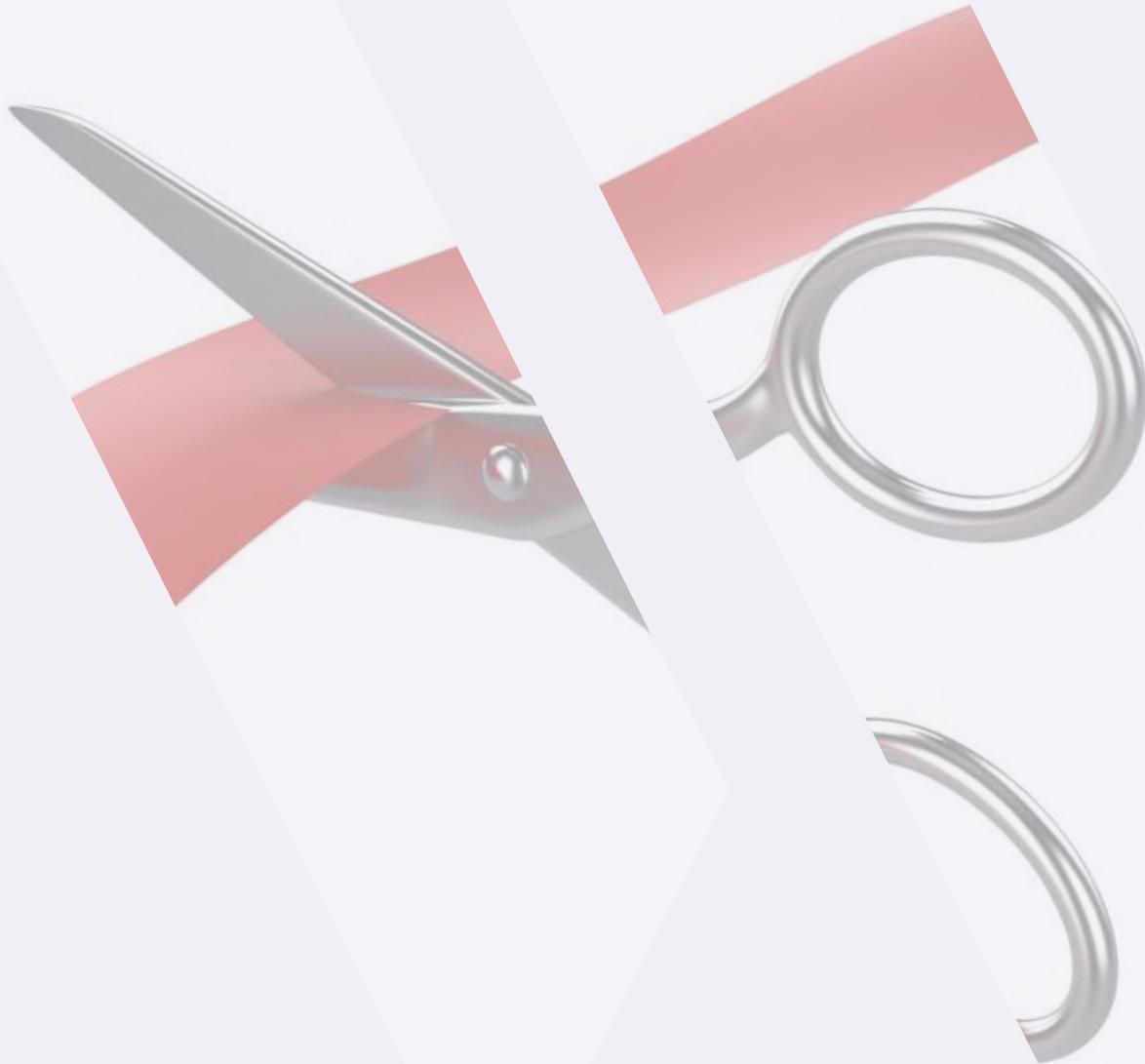
It’s not all fabric, though, as Lucy explains: “We also sell the traditional papercut bunting for parties and weddings. This is made in Mexico by an amazing artisan called Sergio, who deftly cuts out all the designs with chisels

and hammer from tissue paper.”

As well as the cooperative, the company buys from individual women and markets all over Mexico. Lucy remembers one trip with particular fondness, travelling along narrow hilltop paths - with her husband and their young baby - to seek out the best Otomi embroidery artisans. On her journey, she was told about a special cave across the valley.

“It was said to be a ‘women only’ cave,” she says, “where the embroiderers go to dream up designs and pray for their eyesight to stay strong. They described how a group of women will go to the cave, light a fire, drink, dance, eat and then dream. When they wake up, they draw their fantastical visions of strange, mythical-looking creatures.” ■

FIND OUT MORE:
www.montesandclark.co.uk



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DIRECTORY

NEWS, INFORMATION, RESOURCES AND A CHANCE TO MEET THE WILSONS TEAM

FUTURE PLANNING

New Senior Partner for Wilsons

Frances Mayne has been elected as Wilsons' new Senior Partner.

Now in her 30th year at Wilsons, she is the first woman to hold the role and probably also the youngest, as far as we can tell from digging through the Wilsons archives.

Frances joined Wilsons in 1995 at the age of 16 as a trainee legal executive, qualifying as a legal executive. She went on to become head of the Probate team in 1998 and ten years later, having qualified as a solicitor, Frances became a partner. She was appointed head of the Private Client Group a year or so later.

She has wide experience in dealing with estates with agricultural, business, heritage and foreign assets. She also advises clients about the impact of the Mental Capacity Act 2005 and most notably Enduring Powers of Attorney, Lasting Powers of Attorney, Deputyships and Court of Protection applications. She is a regular speaker at seminars and events and writes regularly for professional journals.

Frances will take up the role on 1 March 2016 and hold office for four years, a fitting tribute to the dedication that she has shown to Wilsons over three decades.



ABOVE: Frances Mayne and Mike Parker

HEADQUARTERS RENOVATED



BRINGING EVERYONE TOGETHER

If you haven't been to visit us for a while, you'll have missed our new HQ in Salisbury. We now have a completely renovated building, increasing our office space to 31,000 sq ft.



We are very proud of our new space and it's fantastic to finally achieve our aim of bringing everyone together under one roof, in the centre of Salisbury. It's a prime location for the firm, whose history is steeped in the city, and the central location is of huge benefit to both staff and clients.

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Family law with
Sarah Wood-Heath

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INTERVIEW:
Mike Parker reveals his
regional favourites

NEW LANDMARK CASE

Is your Will worth the paper it's written on?

A landmark case in the Court of Appeal could have the potential to make millions of Wills worthless.

Wilsons acted for the charity respondents in the recent case of *Ilott v Mitson*, which attracted a lot of press coverage. The Court of Appeal awarded Melita Jackson's daughter (Mrs Ilott) over £160,000 from her mother's estate even though they had been estranged for 26 years before her death, after the daughter had eloped at the age of 17.

The mother had left her money to the RSPB, the RSPCA and the Blue Cross but three senior judges criticised Mrs

Jackson for not making "reasonable provision" for her daughter in her Will.

Does this mean that Wills aren't worth the paper they're written on? Not necessarily, explains James Aspden, Partner at Wilsons: "It doesn't mean that an adult child has a right to provision from a late parent's estate, even if the child is in poor financial circumstances. Nor does it necessarily mean that any claim against an estate with charity beneficiaries will now succeed." As the magazine was going to press the charities involved were given permission to appeal the Court of Appeal's decision so it seems the case has not run its course yet.



AWARDED

£160k

from Mother's estate

NEW WEBSITE

We have a new website on the way, which we're designing from the ground up to be more interactive and mobile-friendly, making it easier for you to find the information you need.



Visit: www.wilsonslaw.com

TEAM NEWS



NEW JOINERS (L-R)

Sarah Wood-Heath
Associate
Family

Jayna Patel
Associate
Litigation

Daniel Sanders
Senior Associate
Family

Jane Canham
Senior Associate
Property Litigation



PROMOTIONS (L-R)

Rosemary Sharp
Associate
Family

Sarah Secker
Associate
Commercial Property

Amy Croxford
Associate
Contentious Trusts and Probate

Emma Nigogosian
Associate
Company and Commercial

Contact us
General enquiries:
enquiries@wilsonslaw.com

NEWS

WILTSHIRE AIR AMBULANCE

Charity challenge raises £1,500

Late February saw the Wilsons team hard at work, compering a 16-team charity quiz at the White Hart Hotel. The night raised £1,500 for Wilsons' chosen charity, Wiltshire Air Ambulance, and proved to be a lot of fun for everyone involved.

The quizmaster was Andrew Wiltshire, Wilsons Director of Best Practice, who ensured a fair and even contest between a competitive 16-strong field. There was a raffle with a variety of prizes that helped to get pulses racing, as well as an auction to buy a plane ride that went down to the wire.

The Wiltshire Air Ambulance can scramble in just two minutes and reach anywhere in the county within nine minutes. The speed of the helicopter, along with the skill of its crew, can make the difference between life and death. Please turn to page 44 to read more about the work we do with the Wiltshire Air Ambulance.

Thanks to the following companies for organising teams and making the evening such a resounding success: Novitas Loans, Rowanmoor, Brewin Dolphin, Handelsbanken, Moore Stephens, Myddelton and Major, Reeve the Baker, Savills, Smith and Williamson, Strutt and Parker, Symonds and Sampson, Trethowans, Wallgate, Quilter Cheviot, and Francis Clark.



ABOVE: Wilsons' quiz raised nearly £1,500 for Wiltshire Air Ambulance

THE HISTORY OF WILSONS

Digging through the vaults

Wilson's prides itself on doing the very best for its clients in the here and now, as well as keeping a close eye on any future developments. As a firm that's part of the community, it's important to keep in touch with our history, our many decades in Salisbury and the people who have been the backbone of Wilsons throughout this time.

Our trainees are running a project looking into the history of Wilsons, trying to establish a definitive timeline for the history of the firm, including a

date for when it was founded. They have been using various sources to uncover the firm's history including the Law Society, the Wiltshire & Swindon History Centre and the National Archives.

We've contacted people who were involved in the firm many years back. Our favourite find so far is a set of memoirs entitled 'Wilson & Sons, An office boy's view between 1936 and 1941' which is very entertaining. We'll keep you updated on our progress in future issues!



ABOVE: A treasure trove of documents in the archive



FAMILY LAW: BUILDING GOOD RELATIONSHIPS

Sarah Wood-Heath specialises in family law, and it's an area in which she feels right at home

Q Tell us a bit about your role at Wilsons and your experience of the firm.

A I joined three months ago so I'm the new girl in the office but I'm not new to family law and I'm enjoying my work immensely. My main area of expertise is family law, and family building in particular. Family law has changed quite dramatically in recent years with an increase in divorce and now the complexities of civil partnerships and same-sex marriage. I spend much of my time advising clients who want to create and build a family and put down roots.

Q Family law is a very big and complex area. What are your specialisms?

A Surrogacy Law is my main specialism and I advise intended parents who want to engage a surrogate and also surrogates. Under UK law the birth mother (the surrogate) is regarded as the legal parent at birth. If the surrogate mother is married or in a civil partnership, then her partner will also be considered as the other legal parent. Because of this complexity it's essential that anyone considering entering into a surrogacy arrangement is correctly advised on all the legal implications. Once the baby is born we can help intended parents apply for a Parental Order so that a new birth certificate is issued which will name the intended parents as the legal parents.

Q What other areas of family law are part of your job at Wilsons?

A I work with people who are considering having a child via an unknown donor. As long as you use a licensed UK fertility clinic you will be the sole legal parent and the donor will have no legal rights. A child will have the right to know the identity of the donor once they reach the age of 18, and it's my job to explain these facts and their implications to clients.

If a parent chooses to conceive with a known donor there are other matters to consider such as how much involvement the donor will have with the child. I advise on co-parenting where you parent a child with someone you're in a relationship with and adoption still represents a large amount of my work.

I also get involved in parental disputes. It's always sad when relationships break down and my role is to bring about the best outcome for the child and their family. Finally, I do a lot of work in fertility law, advising on a range of issues such as storage, import and export of gametes and embryos, posthumous conception and regulation by the HFEA.



A SYMPATHETIC EAR:
Sarah spends time listening to her clients

Q You have to balance work with a family of your own. Can you describe a typical day?

A Yes, I'm a busy working mum so that means taking my two young boys to school and seeing them off for the day. Then I come straight into work and often it's for taking part in client meetings, liaising with other lawyers and preparing cases for court, as well as making sure I'm fully up to date with all the latest developments in the area of family law and fully informed about the latest rulings within the family courts.

Q What is the thing you like best about doing the job you do?

A Without a doubt, I love seeing my clients becoming a family. For some, it has been a long and sometimes arduous journey. Having a family is, for many of us, the very centre of our lives. For those who can conceive naturally that's a straightforward procedure but in situations where donors, adoption, surrogacy or same-sex couples are involved, it's my job to offer the very best advice so they can build a family.

Q What do you consider to be your greatest personal accomplishment?

A Outside of work it would be having my own children. Being a parent has taught me so much and it's how I can relate to other people who want to build their own family.

Q In your job, how important is the ability to listen to your clients?

A Building a family is an emotive subject. It's so important to listen and build a relationship with my clients. We will be on a long journey together so they can build their family, and trust is a vital essence of our relationship. I have to be there to support them and to make sure everything goes as smoothly as possible from a legal point of view.

Q What's the next step for you in your career with Wilsons?

A My main role here is to grow the family law function, particularly in the family building area. I want Wilsons to be the first port of call for people who are building a family.

TO CONTACT SARAH:

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CHARITY

Wiltshire Air Ambulance

Wilsons' charity this year is the air ambulance service in Wiltshire which relies totally on charitable donations



One aspect of Wilsons' engagement with the community that it serves is the firm's commitment to supporting local charities. Each year members of staff will vote for which charity they think Wilsons should support for the coming year and for 2016 that charity is Wiltshire Air Ambulance, a vital local service that has recently become a fully fledged independent charity.

At the moment the air ambulance still operates out of the Wiltshire Police helicopter base near Devizes, but the charity is looking to relocate to its own purpose-built facility where the helicopter, aircrew, medical staff and fundraisers can be based under one roof. The charity depends entirely on public donations and isn't funded directly by central or local government.

FLYING HIGH

At the heart of the Wiltshire Air Ambulance is a Bell 429 helicopter, which is the first of its type to be operated as an air ambulance in the UK. The Bell 429 is an advanced light twin-engine helicopter which offers exceptional flight performance, low operating costs and proven reliability.

Wiltshire Air Ambulance has leased its helicopter from Heli Charter for 10 years, so the charity has made a long-term commitment to raising funds to keep the service running for the benefit of the whole of Wiltshire.

The Bell 429 can achieve a top speed of 180mph (156 knots) and a maximum cruising speed of 173mph (150 knots) which means it can reach virtually anywhere in the county within 11 minutes. In serious cases every minute saved is a matter of life or death.

The aircraft is fitted with an Aerolite medical interior and on board there is all the kit you would find in a conventional land ambulance, as well as extra specialist equipment paid for by donations from

individuals as well as corporate supporters such as Wilsons.

On average the helicopter will be called out two or three times a day and can be flying for anything up to 19 hours a day.

WILSONS AND THE WAA

Wiltshire Air Ambulance raises money from several different sources, including its own lottery tickets, textile recycling, collection tins in local shops and clubs, community fundraising, corporate fundraising, a charity shop in Westbury and legacies from individuals in the county.

And of course Wilsons have made WAA its charity of the year, running quiz nights, selling Christmas cards, organising cake sales and undertaking the White Horse Challenge - a gruelling race through some of the most beautiful parts of Wiltshire, Oxfordshire and Berkshire, especially the Marlborough and Lambourn downs.

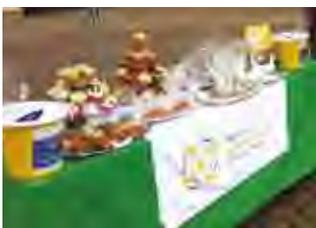
Each month the firm's charity committee (consisting of partners and employees) meets to consider various fundraising ideas and to organise charity events. In February a quiz night was held in Salisbury which saw 16 local companies compete against each other (see page 42 for more).

Wiltons has set itself a fundraising target of £10,000 for Wiltshire Air Ambulance throughout 2016, a sum which should help keep the helicopter operational and responding to medical emergencies and road accidents throughout the county.

Last year Wilsons supported Salisbury's John McNeill Opportunity Centre, a district specialist centre for South Wiltshire that welcomes children with special needs, as well as helping to support parents and carers. ■

FIND OUT MORE:

www.wiltshireairambulance.co.uk



ABOVE: Cake sales and outdoor challenges. WAA is Wilsons' charity of the year in 2016

“We rely on donations to fund our work and we are immensely grateful to Wilsons for their support. They have been brimming with ideas and enthusiasm, and for charities like ours, having the support of local businesses is vital”





PROBATE & TRUST ADMINISTRATION

Directory

Meet the team

A wealth of experience makes us one of the leading probate teams in England



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Senior Partner
T: 01722 427 524
E: frances.mayne@wilsonslaw.com

One of Wilsons’ main areas of expertise lies within the Probate & Trust Administration department, headed up by experienced solicitor and Senior Partner, Frances Mayne. Serving clients across much of Hampshire, Dorset and Wiltshire, as well as a fair number from London, the team focuses on probate and Wills, trust administration and mental capacity.

PROBATE & WILLS

Much of the team’s time is taken up with writing Wills and applying for probate, and the winding up of a person’s estate after they have died.

While some families try to do this for themselves, it can often be tricky for anything but the most straightforward of estates. Frances Mayne and her team advise clients on obtaining the valuation of property, chattels, shares, business interests and related tax issues so that loved ones can be granted probate speedily and with a minimum of fuss.

The team deals with all aspects of probate including negotiating the inheritance tax liability with HMRC and ensuring that bank accounts and properties are correctly transferred into the names of the beneficiaries with all necessary legal formalities being correctly discharged.

Many clients contact Wilsons when they choose to make a Will. Frances likes to think her team’s qualities of empathy, listening skills and understanding what a client wishes to achieve, serve them well. In this age of blended families and second marriages, making a Will is not always simple. Offering a sympathetic ear is vital when assisting clients who have suffered a bereavement or some other life-changing event.



We all find it hard to consider a world without us in it, which is why we often put off important decisions that need to be made. It is important, however, to make sure that we arrange matters ahead of time, including discussing funeral arrangements and preparing a Will, to ensure that our wishes are upheld.

“The team focuses on probate and Wills, trust administration and mental capacity”

TRUST ADMINISTRATION

Alongside Wills and probates, the department also sets up and administers trusts for those who are either too young or unable to administer an inheritance or perhaps a sum of money that's been awarded as a result of an accident or a case of medical negligence.

This is a highly specialised area of the law and Wilsons maintains an office in London which is the source of much of the work.

MENTAL CAPACITY

The team's other area of expertise is mental capacity, a specialist area of the law that has become very important since the passing of the Mental Capacity Act 2005, whereby lasting powers of attorney can be made for

the administration of a person's financial or welfare needs if they are no longer able to make decisions themselves.

Wilsons also has extensive experience of dealing with the Court of Protection to ensure that someone who lacks mental capacity can be protected financially by the appointment of a deputy.

In all these areas of law, Wilsons has a wealth of experience over many years of working with business owners, farmers and families with complex legal needs.

By combining probate, trust administration and mental capacity in one department, Frances feels that her team provides a seamless service in an efficient but empathetic manner. ■

PROBATE & TRUST ADMINISTRATION

Experts in their field



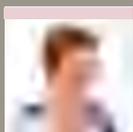
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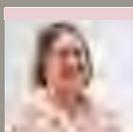
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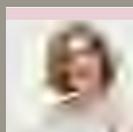
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WHAT WE DO

Directory Services

Whether for personal or business services, Wilsons provides high-quality legal provision



PERSONAL LAW



FARMS AND ESTATES

Alison Bailey
Partner
T: 01722 427 560
E: alison.bailey@wilsonslaw.com

We manage the sale, purchase or letting of substantial rural properties and businesses. The team guides landowners through the process of realising their development opportunity, whilst attaining maximum potential from their asset. We also specialise in the development of predominantly green field sites in the South of England.



RESIDENTIAL PROPERTY

Tim Clayden
Partner
T: 01722 427 713
E: tim.clayden@wilsonslaw.com

We handle the legal aspects of sales and purchases of properties ranging from three-storey homes in the heart of London, to landed estates in the Wiltshire countryside. The variety of our case-load at any time could be said to mirror and represent the different levels of sophistication, and various requirements, of the clients we look after as a firm.



TAX & TRUSTS

Adam Herbert
Partner
T: 01722 427 543
E: adam.herbert@wilsonslaw.com

Our team advises on personal affairs and the management and protection of assets. Much work focuses on transferring assets down the generations in an effective and tax-efficient manner. This includes drawing up Wills and powers of attorney, forming or advising on onshore and offshore trusts or other asset holding structures, and advising on associated capital taxes.



CONTENTIOUS TRUST AND PROBATE

James Aspden
Partner
T: 01722 427 677
E: james.aspden@wilsonslaw.com

We have one of the leading teams of contentious trust and probate experts in the country. Our breadth of experience and expertise lets us provide a full service whenever difficulties arise in relation to an estate or a trust. We are known for our discreet, pragmatic approach and we regularly act for clients in mediation and other aspects of dispute resolution.



PROBATE & TRUST ADMINISTRATION

Frances Mayne
Senior Partner
T: 01722 427 524
E: frances.mayne@wilsonslaw.com

Our team manages a broad range of Wills, probate and trusts ranging in value from £500,000 to £80m. Many of the Wills, probate and trusts we manage hold business, agricultural and heritage assets. We also advise on mental capacity issues. Find out more about the Probate & Trust Administration team in this issue's Team Profile focus on pages 46-47.



FAMILY

Katharine Shaw
Partner
T: 01722 427 541
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We advise on the full spectrum of family-related matters including pre and postnuptial agreements, civil partnership agreements and matrimonial issues, including asset and pension division, trust arrangements, spousal maintenance and maintenance for children. We act for clients based throughout the south of England.



“For our clients we aim to manage the future with greater certainty despite its inevitable unpredictability”

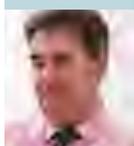
BUSINESS LAW



COMPANY COMMERCIAL

James Johnson
Partner
T: 01722 427 658
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We have a lot of experience helping businesses achieve their purpose, and business owners achieve maximum return, from buying or selling and getting the most from investments to restructuring and general financing issues. Whether advising a corner shop, a substantial privately owned company or an international financial institution, we are well placed to assist.



EDUCATION

Stephen Oxley
Partner
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Our dedicated schools team works with head teachers, governors and business managers on a wide variety of legal issues related to education. We specialise in advising maintained schools, academies, free schools, independent schools, local authorities and Church of England Diocesan Boards on all their legal requirements.



EMPLOYMENT

Geraldine White
Partner
T: 01722 427 657
E: geraldine.white@wilsonslaw.com

We offer a proactive and personal HR support service aimed at providing our business clients with effective and commercial solutions to assist them in recruiting and managing their human talent. The area of employment law is as fluid as it has ever been and we keep abreast of all changes in order to be able to best advise our clients.



COMMERCIAL PROPERTY

Judith Beddow
Partner
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Our commercial property lawyers act for companies with significant investment landholdings, renowned educational institutions, big charities and leading professional practices. Our advice also provides value for money to entrepreneurs, start-ups and smaller businesses and we deal in lettings, developments, freehold acquisitions and disposal and more.



LITIGATION

Ben Thornton
Partner
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We are particularly well known for property disputes and contentious trust and probate work, however this growing team also advises on contractual and commercial disputes, professional negligence, Court of Protection litigation, Judicial Review and injunctions. Whatever the specialism, our lawyers are pragmatic and effective and often considered to be leaders in their field.



CHARITIES

Gillian Fletcher
Director of Charity Law and Governance
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E: gillian.fletcher@wilsonslaw.com

We act for many charities, advising on law, governance and constitutional matters. We advise on the powers and duties of the trustees, compliance with the charity's objectives and procedures in the governing documents. We have a solid relationship with the Armed Forces and their charities and our specialist legacy team is the largest outside London.

Managing Partner Mike Parker takes us on a tour of his top picks in Salisbury and surrounds

WHAT'S YOUR FAVOURITE...

1 THING ABOUT WORKING AT WILSONS? I like the collaborative feel of the place, the dedicated, hard-working people around me, both lawyers and non-lawyers, and the great clients. Leading this long-established Salisbury business is a privilege and I relish the prospect of taking Wilsons forward on the next part of its journey. The challenge of the journey is worthwhile because of those three things.

2 THING ABOUT WORKING IN THE LEGAL PROFESSION? The legal system has always been and continues to be an important part of the fabric of our society and I like having a connection to that through my profession. I also enjoy the intellectual and practical aspects of helping clients solve difficult problems.

Notwithstanding the unstoppable march of technology, for solicitors the legal profession remains at its core a people business, and the best thing about being a lawyer (and, inevitably, sometimes the worst!) is the constant interaction with other human beings.

3 THING ABOUT WORKING IN SALISBURY? Working here provides a quality of life which is second to none. I live in North Dorset and drive to work through some of the finest country in the south of England. My children have fantastic schooling facilities. My family and I have easy access to the Dorset hills as well as the Jurassic Coast.

I feel lucky to have all of this on the doorstep while working in a top law firm in the heart of a charming cathedral city.



KICKING BACK:
Take tips from Mike on what to do at the weekend in Wiltshire

4 PIECE OF ARCHITECTURE IN SALISBURY? It has to be Salisbury Cathedral and The Close. When I joined Wilsons in 2001, I had a parking space in The Close. Even with sticky deposits from a nearby lime tree, it was a pleasure to walk past quintessential English architecture on my way to the office.

5 NIGHT OUT? Last year my wife and I saw Elvis Costello at the Salisbury City Hall. Elvis performed solo as part of the Salisbury International Arts Festival. It was a two-hour set of old classics delivered with panache and good humour. A perfect nostalgia trip to a time when pop was real music!

6 DAY TRIP FROM SALISBURY? I suggest a day trip to the excellent National Motor Museum at Beaulieu, exploring the New Forest National Park on the way.

7 PICNIC SPOT? On a sunny day, the beautiful grounds of Old Wardour Castle, an impressive Civil War ruin near Tisbury, are perfect for picnicking.

8 WAY TO SPEND A LAZY SUNDAY? With children aged nine and 14, the concept of a lazy Sunday is pretty alien to me. If it ever happens, the best thing to do is a leisurely family walk and a café-lunch (as my daughter always describes it) at one of the many local pubs. The King John Inn at Tollard Royal is a particular favourite of ours.



SALISBURY CATHEDRAL

The famous spire is a wonderful sight on the daily commute



MOTOR MUSEUM

Beaulieu Motor Museum boasts over 250 vehicle exhibits



A CAFÉ-LUNCH

Mike enjoys a Sunday lunch with his family. The King John is his top pick



Wiltshire
Air Ambulance
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We rely on **your support** to keep us flying and saving lives 

www.wiltshireairambulance.co.uk

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WE NEED TO RAISE

£3.25m
A YEAR

THAT'S

£8,904
A DAY



WE FLY UP TO 19 HOURS A DAY

365 DAYS A YEAR



"Your support really does make a difference and help to save lives"

Alan Dore - First patient flown in Helimed22



An individual and expert approach to the law

For almost 300 years we have helped our clients manage their future whilst safeguarding all that is valuable to them.

To find out how we can help you please get in touch.

Wilson's
Solicitors



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