

### EXTERNAL ADVISORS WORKING TOGETHER

We often find that we may be asked to liaise with a client's advisor in another field due to an overlap in areas of interest, e.g. finance, insurance or legal matters.

Sometimes we are surprised to find the other advisor does not want to work together with us. Our view is that by having a good working relationship with the other advisors, it should result in a better outcome for our clients.

On two occasions recently we have found this to be of benefit to clients, as we were able to identify issues that had not been considered by legal advisors or a financier. While it may appear common sense, it is surprising how sometimes it is not considered.