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WHO WE HELP

Sole Traders & Self-Employed Professionals

When your income depends on you, planning matters even more.

PREPARED BY ROXTON WEALTH

CLASSIFICATION — CLIENT GUIDE

SCALE 1:1 · UK-WIDE

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THE BASICS, DONE CLEARLY

Financial foundations for sole traders

Self-employment can blur the line between business money, personal spending, tax, and long-term plans. The aim is a structure that keeps your finances stable through the strong months and the quieter ones.

EMERGENCY FUNDS

Breathing room

Accessible savings for late payments, replaced equipment, or time away — the confidence to make good decisions without being forced into the next opportunity.

CASHFLOW MANAGEMENT

What has a purpose

Understanding what comes in and what needs to go out — household costs, business costs, tax reserves, debt, savings, and pensions — built around a realistic income, not your best-ever month.

BUSINESS & PERSONAL

Connected, not confused

Clear records show what the business needs, what you can draw personally, what to reserve for tax, and what is genuinely available for savings and future wealth.

INCOME → STABILITY → PROTECTION

SELF-EMPLOYED LENDING

Mortgages and property for sole traders

Self-employed income does not need to fit a standard payslip to support a property plan. The key is understanding how your income is shown, what evidence is available, and which lenders assess your circumstances fairly.

HOW LENDERS MAY ASSESS INCOME

- Tax returns & tax-year overviews
- Bank statements
- Trading history & income trends
- Existing borrowing & deposit
- Business accounts
- Contracts & client work
- Business expenses
- Credit profile & property type

Some lenders emphasise recent income; others take an average over time or a more flexible view where earnings are consistent and the track record is strong.

DOCUMENTATION IS THE STORY

Good records do more than help with tax. They show the strength and consistency of your business when you want to borrow, remortgage, or make a major decision.

A self-employed mortgage is not about making your income look like employment — it is about presenting the real strength of your business clearly.

Your home may be repossessed if you do not keep up repayments on your mortgage.

SUSTAINABLE BORROWING

A mortgage should support your business and life

The question is not only whether a lender will agree, but whether the monthly commitment stays manageable through the natural ups and downs of self-employment.

"I need a permanent salary to get a mortgage."

Not necessarily. Self-employed people can obtain mortgages, though evidence requirements and lender criteria may differ.

"I need to wait until my income is perfect."

A clear record of trading and income may matter more than waiting for a fictional perfect year.

"The largest mortgage available is the right one."

Not always. A higher amount can reduce flexibility if income changes or the business needs funding.

"Remortgaging is only about a lower rate."

It is also a chance to review whether your term, payment, repayment strategy, and wider plans still fit your life.

Lender affordability matters. Your own long-term affordability matters more.

JOINED-UP PLANNING

Beyond the mortgage

A mortgage does not sit separately from the rest of your life. It affects your savings, pension, family plans, business cashflow, protection, and future choices.

WITH PROTECTION

A mortgage is manageable while you are healthy and earning. With no employer sick pay behind you, protection can create financial support if illness or injury affects your ability to work — subject to policy terms.

WITH RETIREMENT

A mortgage term can shape future retirement choices. A lower payment today may mean borrowing continues further into later life — the right balance depends on your income and pension plans.

WITH DEBT

Debt is not always negative — it can buy a home, grow a business, or manage cashflow. A plan helps ensure debt serves your goals rather than restricting them.

BUILD YOUR OWN SAFETY NET

Protecting your income and business

When you are self-employed, you are the engine of your business. If you stop, the income often stops too — so the cover an employer might provide is yours to build.

Income protection

A regular monthly income if you cannot work due to illness or injury, helping cover bills and mortgage payments while you recover.

Critical illness cover

A tax-free lump sum on diagnosis of a specified serious illness — to clear a mortgage, adapt a home, or create breathing room to recover.

Life cover

If the worst happens, life cover supports your family — clearing the mortgage, covering future costs, and replacing income they rely on.

Business protection

Where the business relies on you, or has loans, premises, or key contracts, protection can help it survive or wind down without leaving debt behind.

Protection is not about expecting the worst. It is about ensuring a health issue does not become a financial crisis for your family or your business.

DIVERSIFICATION & CHOICE

Building wealth outside the business

Your business should not be your only retirement plan. If your future depends entirely on it, your retirement is tied to market conditions, your health, and your ability to keep working.

PENSIONS

Without an employer contributing, pensions are your responsibility. A personal pension can be highly tax-efficient, and regular contributions benefit from compound growth over time.

INVESTMENTS & ISAs

For wealth you can access sooner, ISAs and other investments can provide tax-efficient growth for medium-to-long-term goals — paying off a mortgage early, funding education, or working less sooner.

PROPERTY

Some invest in property alongside the business for rental income and potential growth — though it requires management, maintenance, and an understanding of tax implications.

The value of diversification — a strong business, a well-funded pension, accessible investments, and a manageable mortgage give you options: when to work, how much, and when to step back.

ILLUSTRATIVE ONLY

Example client journeys

Different businesses. Different priorities. One need for a plan that reflects real life.

FIRST HOME

The sole trader buying a first home

Strong but variable income and a deposit saved — unsure what evidence a lender needs and whether using most savings leaves them exposed.

Income evidence · deposit & costs · affordability beyond the calculation · emergency savings · protection.

BUSINESS GROWTH

The growing business owner

More clients than ever, investing in equipment and a larger home — wanting to grow without making personal commitments depend on every strong month.

Cashflow · tax reserves · affordability · resilience · protection · pension and investment planning.

FUTURE FREEDOM

Planning for freedom

An established trader wanting to reduce hours over time — unsure whether business, pension, savings, and property will provide enough future income.

Retirement goals · future business value · pensions · savings · a transition to wider independence.

The business may be different. The question is often the same: what do you need your work to make possible in your life?

START WITH THE FUTURE YOU WANT

Planning around your life goals

Financial planning should begin with the future you want, not with a product. Your business is important — but it is only one part of your life.

MORE FREEDOM TO

- Buy or move home
- Take a proper break
- Build a team
- Work fewer days
- Spend time with family
- Reduce your workload
- Support family
- Retire earlier

WHAT YOUR MONEY NEEDS TO DO

- Create stability
- Support growth
- Fund a property goal
- Create wealth
- Protect your household
- Build a pension
- Reduce debt
- Give you options later

Financial planning is not about removing ambition. It is about making ambition more sustainable — so your business fits the life you want.

CLEAR ANSWERS

Common financial challenges faced

Can I get a mortgage if my income varies?

Possibly. Lenders assess income and evidence differently — the key is the evidence available and lenders whose criteria are realistic for you.

How much should I keep aside for tax?

It depends on income, allowable expenses, and structure. A clear reserve and regular review with a qualified accountant avoids pressure when payments fall due.

When should I start pension planning?

The earlier you begin, the more time contributions have to grow — but it is never too late to understand your position and decide what future you want.

Do I need protection?

Worth considering where your household, mortgage, family, or business relies heavily on your ability to keep working. The right approach depends on your circumstances.

How do I balance business growth with personal finances?

Rarely by stopping investment in the business — but by making sure growth does not leave your savings, pension, protection, and future plans behind. You only need to know which question deserves attention next.

START A CONVERSATION

Let's build financial clarity.

Your income may depend on you. Your future should not depend on guesswork. Tell us how you work, what you are building, and where you would like more clarity — we will explore the options and build a plan that fits your life.

EMAIL	CALL	WHATSAPP	ONLINE
team@roxtonwealth.com	02039 172650	+44 7949 690059	www.roxtonwealth.com

LONDON	CARDIFF	EDINBURGH
The Link Business Centre, 49 Effra Road, SW2 1BZ	Sophia House, 28 Cathedral Road, CF11 9LJ	Westpoint, 4 Redheughs Rigg, EH12 9DQ

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Mortgage availability, borrowing amounts, lender criteria, rates, fees and product features depend on individual circumstances, trading history, income evidence, affordability, credit profile, deposit and property type. A mortgage is not guaranteed. Your home may be repossessed if you do not keep up repayments on your mortgage. Insurance policies are subject to terms, conditions, exclusions and underwriting. The value of investments and pensions, and the income they produce, can fall as well as rise. You may get back less than you invested. Inheritance and estate planning is not regulated by the Financial Conduct Authority.

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team@roxtonwealth.com · 02039 172650 · www.roxtonwealth.com
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