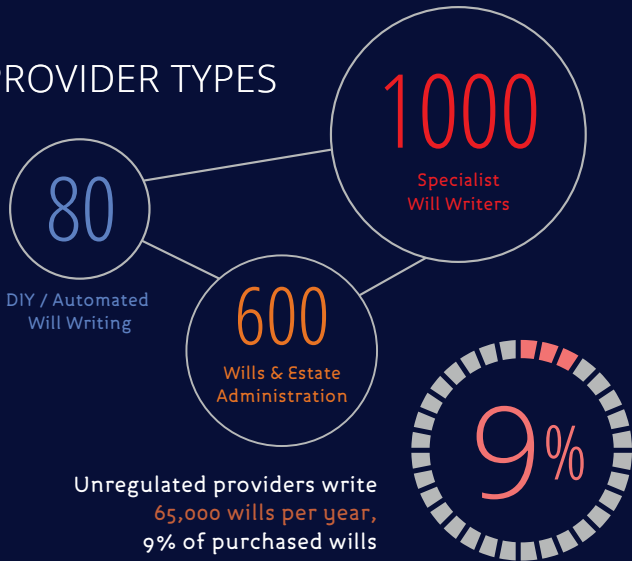


UNREGULATED WILLS & ESTATE ADMINISTRATION PROVIDERS

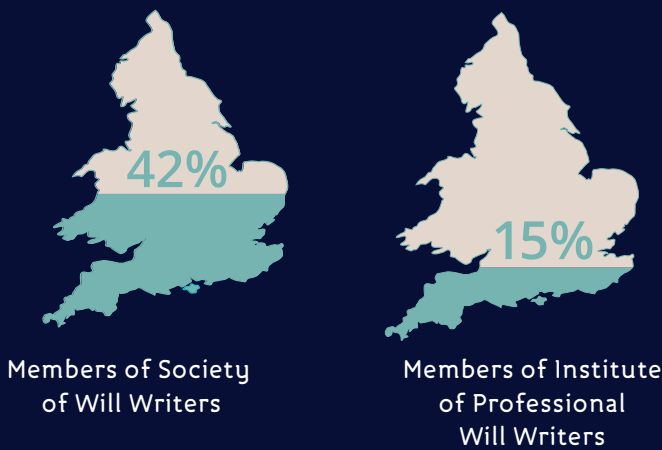
PROVIDER TYPES



Unregulated providers account for a small proportion of the estate administration market

Based on website review and survey data (Ipsos Mori 2016)

VOLUNTARY REGULATION & QUALITY CONTROLS



Based on website review

STAFF QUALIFICATIONS



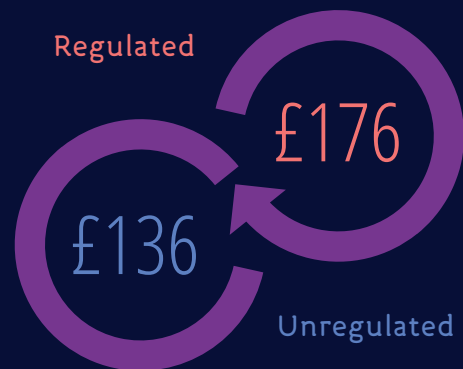
SERVICES OFFERED



Based on website review

FEES & CHARGING STRUCTURES

Providers tend to charge **fixed fees**, where the average price of a single will is...



OMB Research (2016)

CLIENT BASE & ACQUISITION



Providers typically conduct home visits