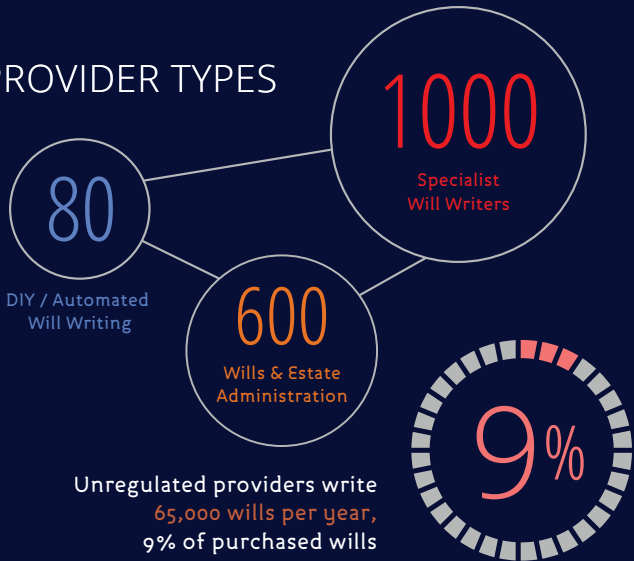


# UNREGULATED WILLS & ESTATE ADMINISTRATION PROVIDERS

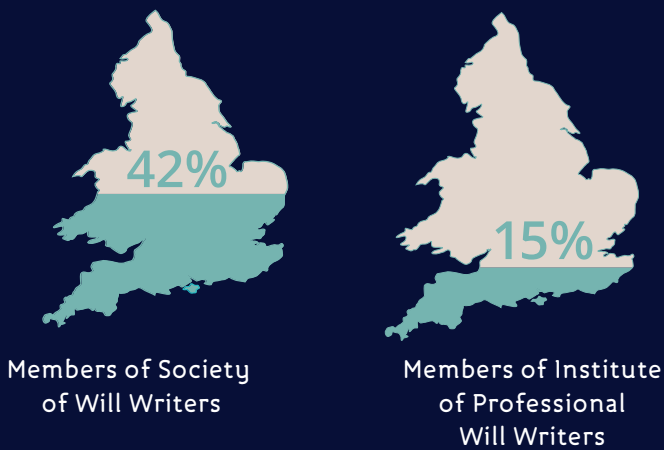
## PROVIDER TYPES



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