

# **Advanced Strategy 4 – Alternative Assets**

A glowing lightbulb is positioned in the upper center of the image. Below it, a hand is reaching up with fingers spread, as if trying to grasp the lightbulb. Several thin, curved lines originate from the base of the lightbulb and curve downwards towards the hand, suggesting a flow of energy or ideas. The background is a light blue gradient.

Explore the avenues of wealth protection  
through innovative asset strategies.



The art of thinking differently — and legally — about wealth protection

When it comes to inheritance tax, there are some rules that are crystal clear, others that are completely black and white.

But in between lies a very large grey area — and that's where opportunity lives.

I've often said that even HMRC are still trying to figure some of it out themselves. The legislation is so broad and so complex that interpretation plays a huge role. Yes, there's a well-trodden path with established reliefs like Business Property Relief (BPR) and Agricultural Relief. But there's also another side — creative, lesser-known strategies that require skill, timing, and professional guidance.

This is where alternative assets come into play.

They don't always sit neatly in the tax code, but when structured correctly, they can quietly enhance your estate plan, reduce other taxes, and — perhaps most importantly — move part of your wealth off the financial grid.

What Are Alternative Assets?

When we talk about “alternative assets”, we're referring to things that don't fit the traditional investment mould of stocks, bonds, or property.

They include:

- Gold and precious metals
- Bitcoin and digital assets
- Fine art and antiques
- Jewellery and watches
- Classic cars and collectibles
- Wine, stamps, and rare coins

Individually, these can be exciting investments — tangible, often beautiful, and sometimes immensely profitable.

But they also carry a hidden advantage: privacy and control.



Unlike traditional bank holdings, alternative assets are not directly tied into the regulated financial system. When structured properly, they can give you a layer of independence that no pension or ISA can offer.

### **The Rules – and the Grey Areas**

On their own, these assets do not automatically reduce inheritance tax.

In fact, collectibles are classed as “personal possessions”, and when you die, they’re valued at their current market price. That means if your car collection, watch box, or art portfolio is worth £500,000, HMRC sees that as part of your estate — and yes, they’ll want 40% of it.

However, things get interesting when these assets are held within the right structure.

For example:

- A **classic car dealership** could qualify for Business Property Relief (BPR).
- A **fine art gallery** or investment syndicate could be treated as a trading business.
- **Gold holdings** or **cryptocurrency portfolios** can be placed inside certain trusts or corporate entities, making them part of a *business* rather than a personal asset.

This is where creativity, legality, and strategy all intersect.

### **Why It’s Complicated — and Powerful**

HMRC loves to challenge valuations.

I’ve seen situations where they’ve disputed the value of paintings, classic cars, even wine collections — sometimes doubling what executors thought the items were worth.

That's why, if you're going to include alternative assets in your estate planning, you must have:

- ✓ Full documentation and provenance (proof of ownership and value)
- ✓ Independent valuations from recognised professionals
- ✓ A qualified tax specialist overseeing the structure

It's not a do-it-yourself area. Done casually, it can backfire. Done properly, it can open doors that very few people even know exist.



### **A Question of Control**

One of the reasons I like this strategy is that it gives you control.

Most of your wealth — your pensions, your ISA, even your cash — lives inside systems you don't control. The rules change, the government shifts the goalposts, and you're left reacting.

Alternative assets are different. You decide how they're stored, where they're held, and who inherits them.

Even better, some of these assets — like gold, fine art, or cryptocurrency — are globally recognised. They can be held outside the UK, or even outside the UK banking system altogether.

That doesn't make them invisible; it simply means you have options.

### **Reducing Other Taxes**

While alternative assets might not directly remove inheritance tax, they can help reduce or defer other taxes.



- **Capital Gains Tax (CGT):** Some collectibles, such as coins and vintage cars, are exempt or enjoy special CGT rules.
- **Corporation Tax:** If held in a company structure, the tax treatment can be far more efficient.
- **Income Tax:** Certain investments — like gold ETFs or offshore digital assets — can grow free from UK income tax until sold.

By repositioning part of your wealth this way, you're not just diversifying financially — you're diversifying your tax exposure.



## Creative Share Structures

Here's where the truly advanced planning comes in.

Some of the most sophisticated estate planners are now combining alternative assets with creative corporate structures.

For example, you might:

- Set up a **Family Investment Company** that holds art, gold, and digital assets as part of its portfolio.
- Create a **trading entity** that deals in classic cars or luxury goods, qualifying for Business Property Relief.
- Hold part of your wealth in **offshore investment vehicles**, where reporting rules differ significantly.

In each case, you're staying within the law — but you're also staying two steps ahead of it.

## The Purpose Behind It

Let's be honest. Most of us don't collect cars, watches, or coins just for tax reasons. We do it because they're interesting, tangible, and sometimes deeply personal.



But when those passions can also play a role in protecting your estate — that's smart planning.

I often tell clients: wealth preservation is 80% mindset and 20% method.

The method matters, but it only works if you're willing to think differently.

### **Why This Strategy Works for the Right Person**

Alternative assets aren't for everyone. They're for people who:

- Want more privacy and control over their wealth.
- Understand the risks and volatility of niche markets.
- Are open to creative, well-structured estate planning solutions.

If that sounds like you, then this area is worth exploring.

Even if it doesn't directly eliminate inheritance tax, it can be the piece that ties together your overall wealth protection strategy — especially when combined with trusts, BPR, and offshore planning.

### **Final Thoughts**

With inheritance tax, there's black, there's white, and there's a very large grey area.

The grey area isn't a bad thing — it's where innovation lives. It's where smart people find legal, effective ways to protect their families.

Alternative assets fall right into that space. They require structure, documentation, and professional oversight. But when done properly, they give you something the tax system rarely does — freedom.

And in today's world, that's becoming the rarest asset of all.





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## Advanced...

"Advanced Strategy 4 - Alternative Assets" unveils the hidden opportunities within the complex landscape of inheritance tax, revealing how alternative assets like fine art, classic cars, and cryptocurrency can enhance your estate plan. This guide teaches you to think creatively and strategically, offering insights into structuring these assets to maximize privacy and control while navigating the grey areas of tax legislation. Discover how to protect your wealth and secure your legacy in a way that transcends traditional financial systems.

