

Larke



Making wills more safe... secure... robust.



1 in 4 people would mount a legal challenge against a loved one's will if they were unhappy with it.

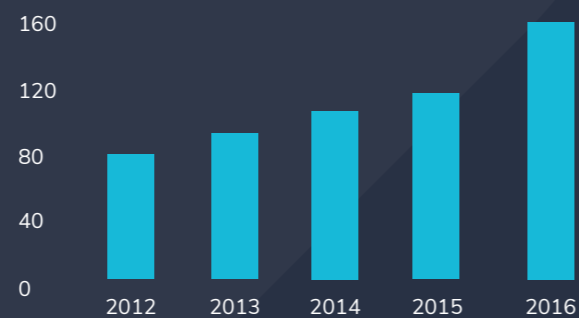
£639

More than 8,000 caveats were registered to block probate in 2017. According to a survey sent to over 1,000 will writing firms and solicitors, the average cost of answering a single Larke v Nugus Statement is £639.

£194
p.m

Companies waste an average of £193.75 per month in lost time dealing with Larke v Nugus requests.

Number of Court Disputes over Inheritance

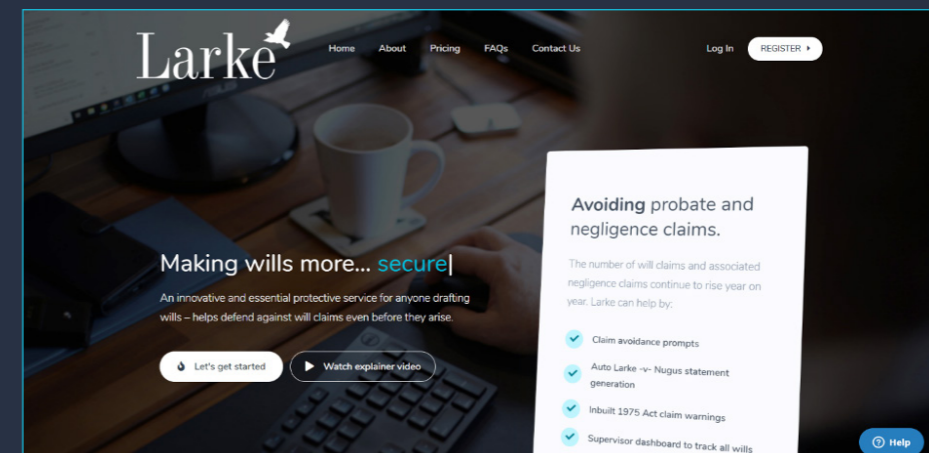


The number of inheritance disputes in the high courts has increased and is projected to expand rapidly in the next few years.

Larke

INTRODUCTION

"With most studies confirming that over 60% of individuals have no will, it is really important that those who do take the step ensure that the will is as robust as it can be. With 1 in 4 now saying they would challenge a will that does not provide them with what they want¹ and 1 in 3 relying on inheritance to discharge mortgage, debts or provide for retirement², it is no surprise to see inheritance disputes on the rise. Here at IDR Law, we deal with these claims on a daily basis.



Larke is an invaluable tool that helps will writers create wills that are as robust as possible – intuitively prompting them on potential claims, tracking the time taken between initial contact and execution (for them and their teams) to help against negligence caused by delay and even producing a contemporaneous Larke -v- Nugus type statement to be stored with the will. This is claim prevention at its best.

Larke is a low-cost subscription-based service that provides immediate savings on the average cost of responding to Larke-v-Nugus requests. In addition, users can recharge the service to their will clients producing an additional income stream whilst providing clients with the extra comfort that a Larke statement provides. A win:win situation."

FOUNDER AND MD OF IDR LAW
AND METRONA TECHNOLOGIES

IDR Law

METRONA
TECHNOLOGIES

¹ According to Direct Line Life Insurance survey conducted among a nationally representative sample of over 2,000 adults, July 2018.
² According to Sanlam UK Ltd, "Spreading the Love", survey conducted by Atomik Research, 20 Dec 2018.

WHAT HAPPENS CURRENTLY?

A will claim usually starts with a claimant's solicitor issuing a *Larke -v- Nugus* request that then involves will writers searching for their will file and then compiling responses based on what they have found in their notes and occasionally what they can recall. It is a messy, time consuming affair which is carried out always against a backdrop of concern about potential negligence.

We carried out a survey of 40 organisations³ – law firms and will writing organisations (ranging from firms dealing with 10 wills a month to a number of large organisations processing over 250 wills a month).

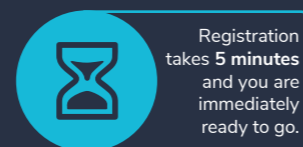
The key responses from that survey are set out below (full report can be accessed on our website at www.larkeonline.co.uk):

- 65% of firms confirmed they had received a *Larke -v- Nugus* request in the last 12 month and 85% believed the number would increase going forward.
- 76% of firms were concerned about the wasted time and costs in providing responses to *Larke -v- Nugus* requests and 69% were worried about a negligence claim emerging after the request.
- 76% of wills subject to *Larke -v- Nugus* requests were made more than 4 years earlier and 23% more than 10 years before.
- Of all the firms surveyed, 85% said it took between 2-4 hours to prepare a *Larke -v- Nugus* response (11% said more than 4 hours) and most of those drafting the responses charged out at between £201-£250 an hour.

What is clear is that these requests are going to increase in number and become more expensive to deal with.

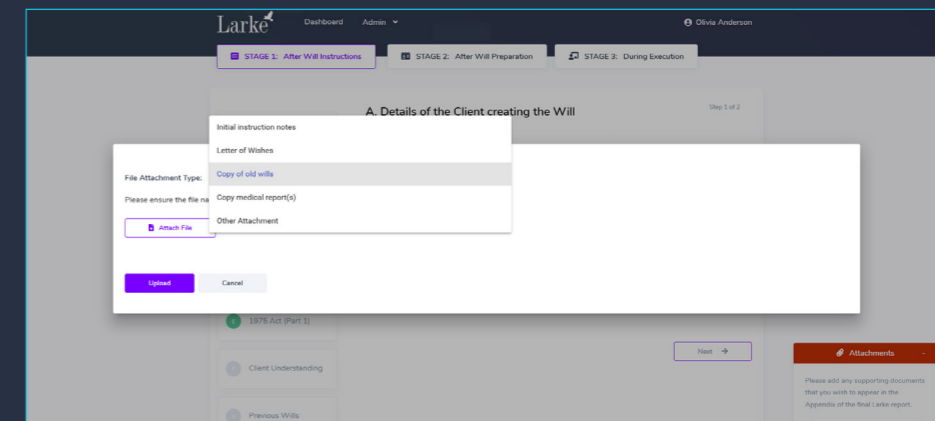
WHAT LARKE DOES

Larke is **not** will writing software⁴ – it is designed to operate seamlessly alongside your existing bespoke will drafting service. Whether you are a sole practitioner or have a team that writes wills, Larke can accommodate and track everything you need.



Larke intuitively mirrors the three stages of making a will – **initial instruction** taking, **preparation** and finally **execution**. Larke reacts to the information you enter and, where necessary, responds with warnings and reminders about potential claims – including capacity issues, undue influence and 1975 Act claims. These warnings enable you to consider and record your decision-making process at each step.

At every stage there is the opportunity to go back, edit information and upload supporting documents – original notes, video files, capacity reports, letters of wishes, previous wills.



The Larke dashboard tracks the stages of all your wills (and those of your team if you are registered as team administrator). A traffic light system clearly shows how long each will has been outstanding – helping to avoid potential negligence claims due to delay.

On execution, Larke produces a Larke Statement that sets out in very clear unambiguous terms all the information that you would be expected to confirm on receipt of a genuine pre-litigation *Larke -v- Nugus* letter – the statement extends to a report on each of the three stages and appends all relevant documentation to it.

Initial Instructions

Does Alice Banks have any living spouse or civil partner? Yes

Name? Spouse's Full Name *

From your interactions with Alice Banks, please give a brief description of their relationship with the person in question.

Relationship Details *

e.g. happily married, estranged, considering separation etc.

When was the last time Alice Banks saw the person in question? Date

Are they named as a beneficiary in the will? < Select >

1975 Act (Part 1)

Client Understanding

Previous Wills

"If reasonable financial provision is not awarded to a spouse or civil partner, they may be more likely to successfully challenge a will after the testator's death. A will dispute can entail costly legal fees at the expense of other beneficiaries."

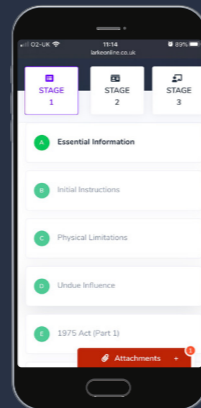
³ SurveyMonkey survey – Responding to Larke -v- Nugus Requests October 2019

⁴ Legacy produced by Countrywide Wills and Trust Corporation has Larke built into its will writing software



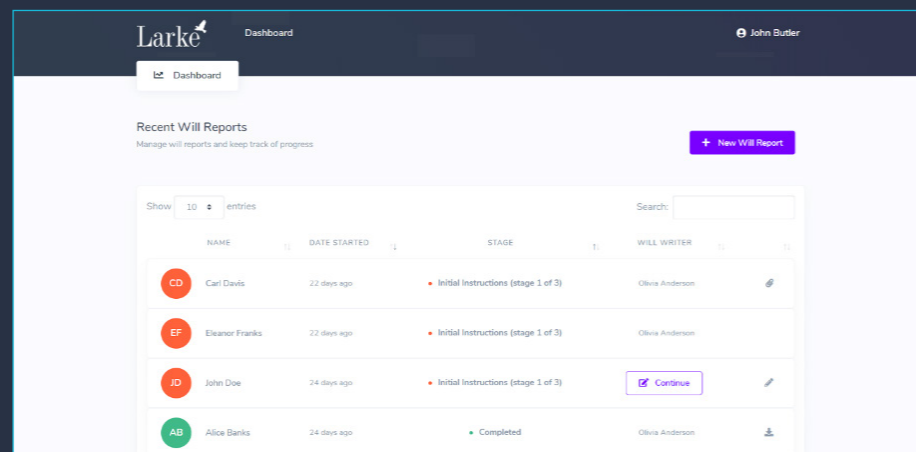
LARKE ON THE GO

It's all online. Larke can be accessed and exited as and when you need it. There's no time-consuming installation process or data transfer, and you can even login to the service from your smartphone or tablet.



SECURING WILLS FOR THE FUTURE

Your Larke Statement can be stored with your will file and you can rest easy in the knowledge that it is there should a claim involving the will arise at some point in the future. Your client can rest assured that due consideration has been given to typical claims brought and that their will is safer with a Larke statement in support.



THE COST – BENEFIT ANALYSIS

Larke is a subscription service operating on either a simple £45 per month for unlimited use or £14.99 per month plus £5 per Larke statement generated. VAT will be payable.

According to our survey of over 40 law firms and will writing organisations, the average number of **Larke -v- Nugus** requests received per year is 3, with the cost of each of those requests being an average of £800. Just 3 responses therefore cost an average of £2,400 per firm in lost time. Using Larke will immediately result in a saving of £1,860 per year! In addition, we recommend a recharge of Larke to individual clients of £25 plus vat. Just 20 wills/Larke Statements a month provides a new income stream of £6,000 plus vat pa.

In terms of benefits beyond immediate cash saving and new income stream, Larke provides a system that reduces the risk of negligence claims. It does this by tracking and warning of delay, prompts on common challenges, highlighting where 1975 Act claims are present and then compiling all of this information together in one Larke statement. Supporting documentation is stored with the Larke statement.

LARKE FEATURES SUMMARY

- Automatically generates a **Larke v Nugus response** alongside each executed Will
- Gives claim avoidance prompts, including a **1975 Act claim checker**
- Reduces the risk of **negligence and Will claims**
- Includes a **dashboard** to track the progress of all your Wills
- Makes your Wills harder to challenge
- Saves you **time and money**
- Enhances your service offering, providing you with a **new income stream**
- The service can be included in your standard fees or recharged to clients.




Larke's features have been cleverly designed to keep your business ahead of the game in preparation for the Larke-v-Nugus storm, saving you valuable time and money in the process.

Making wills more safe... secure... robust.

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