

# **RETIREMENT OPTIONS QUESTIONNAIRE**

The following questions are intended to establish your needs for income in retirement and how these can best be satisfied.

Personal Details					
Name					
Date of Birth					
Age				yea	ars
Marital Status		Married / S	Single / Divor	ced / Separated /	Widowed
Spouse/Legal Dependent					
Date of Birth					
Age				yea	ars
State of Health:					
Self		Excellent /	Good / Avera	age / Poor	
Expected To			Not Change /		
Spouse/Dependent			Good / Avera		
Expected To			Not Change /	_	
•			<u> </u>		
<b>Current Assets Summary</b>					
	Self		ncome p.a.	Spouse/Dep.	Income p.a.
Main Residence	£	£		£	£
Property	£	£		£	£
Bank	£	£		£	£
Building Society	£	£		£	£
National Savings	£	£		£	£
Unit Trusts	£	£		£	£
Stocks/shares	£	£		£	£
Investment Bonds	£	£		£	£
Other investments	£	£		£	£
TOTAL	£	£		£	£
Details of Life Policies					
Details of Life Policies					
Policy Type	Policy Type Annual Premium Estimated Maturity Maturity Date				
			Value	<u> </u>	<u> </u>
	ı				
Have you made a will?		Yes/No			



Income and Outgoings						
	Self	Source	. Spouse	g	Source	
Planned retirement age						
Annual Salary in retirement	£		£			
Dancions already in Dayment	£		£			
Pensions already in Payment						
Other Income	£		£			
(Investment, State Benefits)						
TOTAL GROSS INCOME	£		£			
Total net income needs in						
retirement	£	p.a				
Any outstanding loans / debts?	Yes / No	l				
If Yes please give details						
ii res piease give details						
Are you expecting your financia		nces to change i	n the near future?			
e.g. anticipating an inherita	nce			Yes / No	)	
Moving abroad Moving to a smaller pro	anarty raalis	ing capital				
ivioving to a smaller pro	operty realis	ilig capital				
If YES please give full details						
Current Pension Arrangeme	nts					
Type (PPP, Source	(including	Estimated	Protected Rights			
RAC, etc.) Company)		Fund Value	Fund Value (if kno	own) ost April 97	Cash Sum (if known)	
		£	Pre April 97 P	£	f (ii known)	
		£	£	£	£	
		£	£	£	£	
		£	£	£	£	
		£	£	£	£	
		£	£	£	£	
		£	£	£	£	
		£	£	£	£	



#### PLEASE COMPLETE THIS FORM INDICATING YOUR PREFERENCES IN EACH AREA

### **Income Requirements**

There may be several retirement options available to you depending on your financial circumstances and attitude to risk. Until recent legislation your accumulated fund would have been used to purchase an annuity which provided guaranteed income.

Legislation allows you to take your benefits in stages rather than all at once thus giving additional control over your retirement planning.

Alternatively, your retirement income may be withdrawn directly from your retirement fund. This option will not provide a guaranteed level of income and depends on investment returns and market rates but does provide flexibility. It may be possible to combine all the options.

What are your initial thoughts about these options? Are you looking primarily for a guaranteed level of income or do you wish to defer annuity purchase and retain a degree of flexibility? Perhaps a combination of the different options would suit.

Your comments:	 	 	



### **Percentage of Benefits**

It is a fact that most people work for many years in order to achieve their level of pension benefits. With this in mind, what is your attitude to the benefits we are discussing?

(1)	They represent a substantial portion of my pension benefits, which should be protected as far as practicable.	
(2)	They represent a substantial portion of my benefits, but I am not reliant on them to provide the majority of my income.	
(3)	Whilst valuable these benefits do not represent a major proportion of my retirement portfolio.	
(4)	Only a small amount of my overall retirement portfolio.	
(5)	Your comments:	
Lump	Sum Death Benefits	
-	were to die following retirement would a lump sum for your spouse/dependants be an tant consideration?	
(1)	I have no dependants and therefore a lump sum on my death is not important.	
(2)	I have made separate provision for my dependants and whilst an additional amount would help it is not an absolute priority.	
(3)	It is very important to me that a lump sum is made available to my spouse/dependants following my death	
(4)	Your phrase:	



## **Spouse and Dependant's Pensions**

Should you die before your spouse/dependant (a dependant is normally defined as somebody who is financially dependant upon you) it may be possible to provide them with an income. Do you require the provision of a spouse's pension?

(1)	I have no dependants and therefore a spouses/dependants pension is not important.	
(2)	I wish maximum benefits to be payable to me during my lifetime as my spouse has sufficient pension benefits in his/her name.	
(3)	I would like flexibility following retirement to control the way benefits are paid and wish my spouse/dependants to retain the option of choosing depending upon their circumstances in the event of my death.	
(4)	Your phrase:	
Tax f	Free Cash Sum	
lump	majority of pension arrangements allow part of a retirement fund to be taken as a tax free cash o sum in exchange for a lower income. How important is the provision of a lump sum on your ement?	
(1)	I would like the maximum possible lump sum immediately.	
(2)	Whilst a higher lump sum would be useful it is not a priority for me at this time.	
(3)	I have no need to maximise the lump sum available.	
(4)	I wish to maximise my pension and have no need for a lump sum.	
(5)	Your phrase:	
Risk	and Reward	
(1)	I am happy to take a high level of risk in exchange for deferring purchase of an annuity and the flexibility gained by retaining control over my pension benefits.	
(2)	I do not mind taking a reasonable degree of risk as I wish to defer annuity purchase and take advantage of the flexibility gained by retaining control over my pension benefits.	
(3)	I am only prepared to take minimal risk in order to retain control of my pension benefits and require a greater certainty of income.	
(4)	I am not prepared to take any risk and wish to receive a guaranteed income.	
(5)	Your phrase:	



### **Attitude to Investment Risk**

Please indicate the risk profile you would wish to adopt from the table below:

RISK PROFILE	Cautious	Moderately	Moderate	Moderately	Adventurous
		Cautious		Adventurous	
Possible Investment	100%	With Profits/	Guaranteed	100%	100% Self
Split	Deposit/	Guaranteed	Equity/	Managed	Managed
	Cash	Equity	Managed	Equity	
Tick a Box					

### **Priorities**

Finally, please indicate which of the following headings is of the highest priority to you by numbering them from 1 to 6 (1 should represent the most important feature and 6 should represent the least important to you). It is important that you rank all 6 options.

Α	Deferral of annuity purchase	
В	Guaranteed level of income	
С	Maximum Tax Free Cash	
D	Provision for spouse/dependants	
E	Lump sum benefits on death	
F	Potential mitigation of Inheritance Tax	
benefits. Signature:	the above information is an accurate p	 
	Signature:	
Full Name:		 
Date:		