



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	years			
Marital Status	Married / Single / Divorced / Separated / Widowed			
Spouse/Legal Dependent				
Date of Birth				
Age	years			
State of Health:				
Self	Excellent / Good / Average / Poor			
Expected To	Improve / Not Change / Deteriorate			
Spouse/Dependent	Excellent / Good / Average / Poor			
Expected To	Improve / Not Change / Deteriorate			

Current Assets Summary				
	Self	Income 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			
Policy Type	Annual Premium	Estimated Maturity Value	Maturity Date

Have you made a will?	Yes/No
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Ash-Ridge

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Alternatively, your retirement income may be withdrawn directly from your retirement fund.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:

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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:

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Lump Sum Death Benefits

If you were to die following retirement would a lump sum for your spouse/dependants be an important 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 Free Cash Sum

The majority of pension arrangements allow part of a retirement fund to be taken as a tax free cash lump sum in exchange for a lower income. How important is the provision of a lump sum on your retirement?

- (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:

