



RETIREMENT ADVICE FOR WORKPLACE PENSIONS



Pension advice in the workplace

In the past a pension meant a pension; that is guaranteed income for life. Nowadays, when people retire a pension can be many things. It can be a regular income, a 'pension bank account' or an inheritance for the family.

This means that retirement is no longer an event but a journey (see our guide with the same title) and more and more people need retirement planning advice rather than narrowly focused pension advice.

However, many traditional pension advisers don't have the skill and experience to give more 'holistic' retirement advice. This means that workplace pension schemes should look to specialist adviser firms such as Better Retirement to provide their members with with the appropriate level of help, guidance and advice.

We have been advising clients on all aspects of pensions and retirement income for over 25 years. We work with trustees, pension administrators and HR departments to provide a fully integrated service. This can be tailored to meet the needs of the workplace pension and individual members.

THE CHALLENGE:

One of the biggest challenges for workplace pensions is how to make sure members are able to take full advantage of pension freedoms.

Some DB members may need transfer advice and all DC members need information, help and advice about their retirement income options.

WORKPLACE SOLUTIONS

Better Retirement provides a range of workplace pension solutions to employers, employees and scheme trustees including:

- Pension transfer advice
- Annuity broking
- Retirement income advice

Our specialist services help individual members make the best decisions and ensure pension schemes discharge their duties to scheme members in a compliant and cost-effective way. Our competitive advantages include:

Proprietary software

- we have developed our own technology solutions to support our advice proposition

Personal advice

- we have some of the most experienced financial advisers in the financial services industry

Retirement guides

- we have published a number of retirement guides which can be white labelled

By combining technology with expert knowledge, we can provide complex advice to directors and senior managers, focused retirement advice to middle managers and cost-effective solutions to those with smaller pension pots.

BETTER ADVICE AT RETIREMENT:

- ✓ Tailored to personal circumstances
- ✓ Expert advice
- ✓ Independent & unbiased

For and against DB transfers



PENSION TRANSFER SERVICE

The pension flexibility changes introduced in 2015 together with attractive transfer values have helped fuel the increase in demand for advice on Defined Benefit transfers.

Better Retirement Group has a professional team of transfer experts who provide a specialist and personal transfer advice service. We provide fully compliant technical analysis and comparison of transfer benefits. Our transfer recommendations are highly personalised according to individual circumstances and risk profile.

Where a transfer is made we can provide ongoing advice and we will regularly review the investment strategy and retirement plans.

ANNUITY BROKING SERVICE

We use our proprietary software to produce personalised annuity reports.

	Annual income: £7,839.60 (11.94% uplift) Guaranteed quote: Yes Quote type: Enhanced Source: Real-time quote from provider	Details
	Annual income: £7,836.84 (9.95% uplift) Guaranteed quote: Yes Quote type: Enhanced Source: Real-time quote from provider	Details
	Annual income: £7,828.68 (11.46% uplift) Guaranteed quote: Yes Quote type: Enhanced Source: Real-time quote from provider	Details

Our skill and experience allows us to secure the highest annuity rate and to make sure the annuity is the right solution and the appropriate options are selected.

We created one of the original specialist annuity brokers, Annuity Direct, in 1994 so we have over 25 years' experience in this market.

This enables us to provide fully automated annuity broking solutions which can be personalised to meet specific scheme or member needs.

Better Retirement is one of the most respected annuity specialists as evidenced by our contributions to the national press and broadcast media, including the BBC. Our best buy tables and annuity charts are featured regularly in the press and online.

We can provide annuity solutions on a non-advised or fully advised basis.

RETIREMENT INCOME ADVICE (INCLUDING DRAWDOWN)

Better Retirement has advised on pension drawdown since it was first introduced in 1995 and we pride ourselves on being one of the few advisers who offer truly impartial and independent advice on both annuities and pension drawdown.

Our retirement advice combines our specialist retirement planning skills with our drawdown specific investment solutions. Unlike some other advisers, we are not tied to one investment platform which gives us the independence to identify the most appropriate solution for individual circumstances. We regularly review and monitor all drawdown plans to make sure they are on track and recommend a formal client review at least once a year.

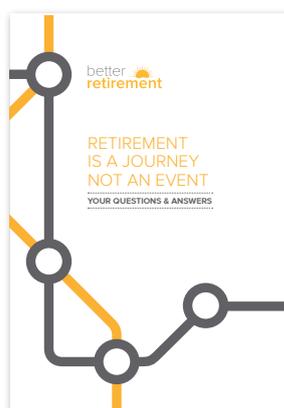
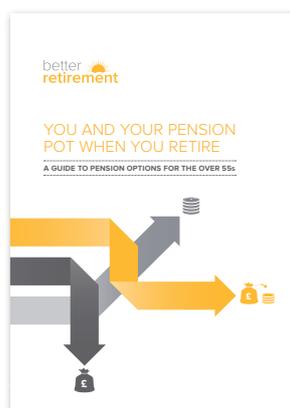
ADVANTAGES	DISADVANTAGES
Income flexibility – possible to change income at any time	If too much income taken member could run out of money
Control of investments – a wide range of investment options to choose from	If invested unwisely or undue risk is taken, the pension pot may fall in value
Choice of death benefits – the remaining pension can be transferred to chosen beneficiaries	Drawdown does not benefit from mortality-cross subsidy which is a feature of an annuity

FEES AND COSTS

We tailor our fees to meet the specific needs of each scheme or individual client. The fees for corporate work are based on the amount and scope of the work undertaken. When working with individual members or clients we prefer to work on an advised basis with fixed fees depending on the complexity and time taken. Our fees can be paid from the pension pot (with member agreement) avoiding the need for personal payments. We can provide a non-advised service for annuity purchase, but we prefer not to take commissions as we believe a fee-based solution is better for all clients.

RETIREMENT GUIDES

We have published a number of acclaimed guides covering a range of retirement issues including: pension transfers, retirement planning and pension freedoms.



These guides are freely available to schemes and members and can be white labelled or personalised for a modest fee.

THE ADVANTAGES OF APPOINTING BETTER RETIREMENT

With over 25 years' experience (we started the business in 1994) we have a reputation for being an expert and trusted adviser. The advantages of appointing Better Retirement include:

- ✓ Highly experienced team of industry professionals
- ✓ Bespoke annuity portal and specialist pension analysis software
- ✓ Superior client communications including retirement guides
- ✓ Competitive fees and excellent value for money
- ✓ We care about our clients and treat them fairly at all times

For more information or to arrange further discussion please contact:

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