

A close-up photograph of a person's hands holding a black camera with a lens. The person is wearing a green jacket. The camera lens has markings for focal lengths (24, 35, 50, 70) and aperture (1.35-4.5). The background is slightly blurred, showing more of the jacket and some outdoor elements.

# GUIDE TO RETIREMENT

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*Your new beginning*

 **positivesolutions**<sup>®</sup>  
altogether individual



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# INTRODUCTION

**In this Positive Solutions guide to your retirement choices we will help you make an informed decision on the right retirement choice for you.**

At Positive Solutions our approach to retirement advice is based on clearly understanding your financial situation, your goals, and how much risk you are prepared to take with your money.

The expert professional guidance your financial adviser will give you helps you through this process. This means we can make sure that our solutions are right for you and that you have all the information you need to make a clear decision.



# RETIREMENT CHOICES

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THERE HAS BEEN PLENTY OF COVERAGE IN THE FINANCIAL MEDIA ABOUT RETIREMENT FREEDOM AND HOW YOU CAN NOW SPEND YOUR PENSION FUND AS YOU SEE FIT.

HOWEVER, MORE FREEDOM AND MORE CHOICES MEAN YOU NOW HAVE MORE DECISIONS TO MAKE.







**CHOICE IS GOOD AS  
LONG AS YOU MAKE  
THE RIGHT ONE.  
WE CAN HELP.**

**So, do you see this as an exciting freeing up of your retirement choices and a licence to spend your money how you wish? Or are you worried about making the wrong choice? Maybe you don't know which way to turn.**

### **What does greater freedom mean for me?**

Until 19 March 2014, when the Chancellor of the Exchequer George Osborne, stood to give his Budget speech, any choice you had on how to spend your pension fund was restricted by tax law. After all, the government gave away generous amounts of tax relief to encourage people to save for a retirement income so they made sure that was exactly what you did with the money.

However, the Chancellor announced that in one hit he would remove all remaining tax restrictions on how pensioners could use their pension pots.

### **How do I make the right choice?**

Retirement freedom creates more choice; but it brings with it more risk. While the earlier restrictions may not have been popular, they did protect us from running out of money.

We now live in an era in which we live longer. We are retired for longer. We need to make our savings last for longer. We can only do this if we make the right choices. We can only make the right choices with the right advice.

In this guide we will take you through the choices that are on offer so that you can approach retirement feeling more informed.

# GETTING READY FOR RETIREMENT

**Freedom of choice can help you plan and construct your retirement income but only with the right preparation and advice.**

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## You may be retired a long time

In its report Retirement Income Uncovered, Old Mutual Wealth discovered some interesting facts from the people it interviewed.

On average men retire at 64.3 and women at 63.1. At these ages men can expect to live until 84.3 and women until 84.7 (Source: Old Mutual Wealth – Retirement Income Uncovered.) Being retired for 20 years or more means you need to plan for an income that funds retirement for this long.

Looking at it another way, at 65 you have a one-in-four chance of living to 94, and almost a one-in-ten chance of living to 100.

To make your money last this long you need to plan carefully and as early as possible. Your Positive Solutions adviser will help you prepare so that you avoid the risk of ruin.

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## Retirement is changing

With the demise of final salary schemes most people are taking more of a portfolio approach to retirement income. As well as

traditional pension savings and the basic state pension, people are using ISAs and other investments, such as bonds, to supplement their incomes.

Also, semi-retirement is becoming more common with people continuing to work part-time in retirement either through necessity or simply because they want to. In fact, people approaching retirement expect part-time work to contribute 28% of future retirement income (Source: Old Mutual Wealth – Retirement Income Uncovered).

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## Don't pay any more tax than you have to

Having spent a long time carefully building your retirement fund the last thing you will want to do is give a big chunk of it to the tax man. This is another reason why you need to plan carefully how you use your retirement fund. Take too much out too quickly and instead of being a basic rate taxpayer, overnight you can become a higher rate taxpayer.

By carefully planning with your Positive Solutions adviser you will work out how best to use your tax-free cash entitlement so you maximise your personal allowance. And if you must draw a large sum from your retirement fund you can at least do so in full knowledge of the tax implications, so you do not get a nasty tax shock.

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## Planning makes a real difference

Research shows that having a target income and getting the right financial advice can make a marked difference to someone's retirement income. Retired people without a target have an average yearly retirement income of £18,000. Focus on a target and take advice on how to hit that target and the average income rises to £24,175 (Source: Old Mutual Wealth – Retirement Income Uncovered.)

How does this happen? It's all about understanding how to use the available products to construct retirement solutions that aim to hit your target. This may mean using annuities, flexi-access drawdown, uncrystallised fund pension lump sum (UFPLS), other investments, or a combination of several products. But the best way to know what products to use and how to use them is with professional financial advice.

And even though you may have already started income drawdown, this doesn't mean you can no longer invest in a pension plan and enjoy the tax benefits. You can still invest up to £4,000 in a tax year and receive tax relief at your marginal rate of income tax.

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# IN THE EVENT OF YOUR DEATH

**Planning your retirement isn't only about your retirement income. Your retirement fund is also an asset and you need to consider and understand what you want to happen when you die.**

Choices exist for dealing with any pension fund you may have left when you die. What happens also depends on how old you are when you die.

*It's good to understand...*

## **IF YOU DIE BEFORE YOU REACH AGE 75**

There are three choices each receiving different tax treatment:

- Pay the remaining fund as a tax-free lump sum to anyone you choose.
- Use the remaining fund to create a flexi-access drawdown for any beneficiary. This will pay a tax-free income for the life of the beneficiary.
- Use the remaining fund to buy an annuity for your spouse or another financial dependant.

## **IF YOU DIE AFTER YOU REACH AGE 75**

Again there are three choices each receiving different tax treatment:

- Pay the remaining fund as a lump sum to anyone you choose. The beneficiary will pay tax at their marginal rate. If you leave the money to a trust, a 45% tax charge will apply.
- Use the remaining fund to create a flexi-access drawdown for any beneficiary. The payments will form part of the beneficiary's taxable income.
- Use the remaining fund to buy an annuity for your spouse or other financial dependant. The payments will form part of the beneficiary's taxable income.

# NAVIGATING THE CHOICES

**TAX PLANNING  
IS NOT REGULATED  
BY THE FINANCIAL  
CONDUCT  
AUTHORITY.**

## **You now have far more freedom in how you use your retirement savings.**

However, this freedom of choice can have implications if you get it wrong. For example, you may create a large tax bill that you wouldn't otherwise have had. Also, not all your pension plans may allow this new freedom of choice. You may have to move the money to an environment that does allow it. This might be a good thing to do; it might just as easily be a bad thing.

You can avoid getting it wrong with the right advice.

## **Taking a tax-free lump sum**

You can take 25% of your pension fund as a lump sum, completely tax free. This hasn't changed and has been this way for many years.

## **Creating a retirement income**

There are two ways you can use your pension to do this: buy an annuity or invest in flexi-access drawdown.

### **Annuity**

An annuity will pay you an income until you die. Guaranteed. This is the annuity's big advantage and makes it the starting point for all your retirement planning.

We believe it's essential for you to receive a regular income to cover your day-to-day expenses. However, guarantees come at a cost.

The amount of income an annuity pays you depends on two things: the size of your pension fund, and how long you might live based on how old you are now. So the older you are the more income you will receive. Your annuity payments form part of your total taxable income and incur income tax.

You can also choose what type of annuity you have:

- One that pays you a guaranteed income until you die and then stops
- or
- One that pays you a guaranteed income until you die and then continues to your surviving spouse or dependant
- One that stops paying as soon as you die
- or
- One that guarantees to pay out for a minimum time, for example five years, even if you die earlier
- One where the income stays the same
- or
- One where the income increases each year.

Each option you add makes the annuity more expensive and reduces the income it pays you. Your Positive Solutions adviser will be able to help you make the right choice for your circumstances.

## **Shopping around – the open market option**

You do not have to accept the annuity your pension provider offers you. If you do one thing and one thing only, make sure you shop around for the best annuity you can get. This may sound like obvious advice but around 60% of retired people do not. (Source: Financial Conduct Authority – 2014 thematic review.)

Shopping around for the best annuity can make an enormous difference to your retirement income.

## **Flexible Access Drawdown**

Income drawdown has been around for a while but there were restrictions wrapped around it. These restrictions have now gone, creating flexi-access drawdown.

You can think of flexi-access drawdown as a bit like a bank account. You keep control of your pension fund, investing it and drawing down income as you need it, when you need it. You have complete flexibility over how much you take out and how often



**THE VALUE OF PENSIONS AND INVESTMENTS CAN FALL AS WELL AS RISE, YOU MAY GET BACK LESS THAN YOU INVESTED.**

you take it. Once you have drawn your 25% tax-free cash entitlement any further withdrawals form part of your total taxable income and incur income tax.

The complete flexibility that flexi-access drawdown gives you is its big advantage. On the downside it brings two big risks:

- You don't make the investment returns you need to support your withdrawals
- You withdraw too much too quickly and run out of money. We call this the 'risk of ruin'.

**Take it all as cash – the Uncrystallised Funds Pension Lump Sum (UFPLS)**

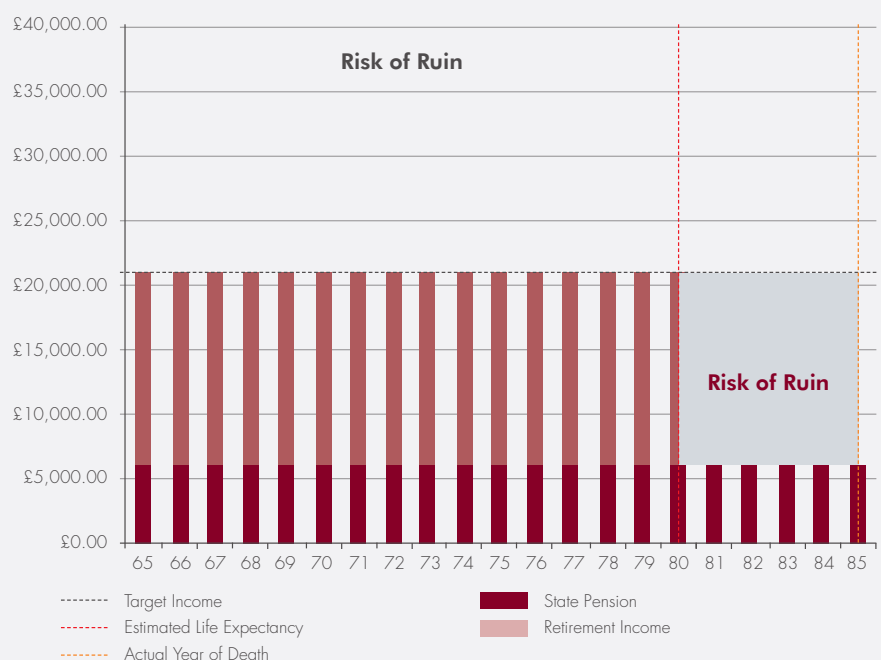
As long as you are at least age 55 you can cash in your pension fund provided you haven't already touched it. If you cash in your entire pension fund, 25% will be tax free and the other 75% will form part of your taxable income and incur income tax.

The advantage of UFPLS is the way it enables you to access a large amount of cash, perhaps to generate retirement income in other forms, property for example.

The disadvantages are twofold:

- The temptation to spend it on luxuries such as holidays and nice cars
- The tax you will inevitably pay – you may lose as much as 45% of the taxable portion in tax. Be clear: even if you are usually a basic rate taxpayer, the lump sum from your pension fund could quite easily elevate you into the highest tax bracket.

This graph gives an example of someone retiring at 65 with a target income of £20,000; this person can expect to live until 80. The graph shows the fall in income that occurs when living longer than expected. The gap between estimated life expectancy and death, and the reduced income that results, is what we refer to as 'the risk of ruin'.



# HERE TO HELP YOU

**Managing your finances effectively can be a confusing business. The financial world is complex, and making the right decisions for your future can seem a daunting prospect.**

At Positive Solutions, we take pride in offering a personal service that considers your individual circumstances. Your financial situation is unique, so we work hard to understand your goals and aspirations, and make financial recommendations based on a comprehensive and detailed analysis of your needs.

**The service we offer you provides a winning combination of professional advice, choice and value.**

Whatever your needs in retirement, we can give you a complete financial advice package that ensures you enjoy your new beginning.

**The value of pensions and investments can fall as well as rise, you may get back less than you invested.**

**WE TAKE PRIDE  
IN OFFERING A  
PERSONAL SERVICE  
THAT TAKES INTO  
ACCOUNT YOUR  
INDIVIDUAL  
CIRCUMSTANCES.**

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Positive Solutions (Financial Services) Ltd

12 Stoke Park Road  
Stoke Bishop  
Bristol BS9 1LF

Tel: 0117 968 8687

Fax: 0871 994 1442

Email: [matthewburman@thinkpositive.co.uk](mailto:matthewburman@thinkpositive.co.uk)

[www.ifa247.co.uk](http://www.ifa247.co.uk)