



Retirement Solutions Media Pack 2011



Retirement Solutions is an independent financial intermediary providing specialist advice for the over 55s. Retirement Solutions directors and advisers have a wealth of knowledge and experience of the retirement market, much of which has been gained working for large blue-chip insurance companies.

Set-up in 2007, Retirement Solutions' experienced personnel have excellent longstanding relationships with product providers and a thorough understanding of this market sector making them an unrivalled partner for financial and legal advisers.

Having traditionally advised consumers directly, Retirement Solutions is now also looking to build relationships with generalist IFAs and other professional financial advisers such as solicitors and accountants who do not have the specialist knowledge required to provide independent advice in this highly complex area.

By partnering with Retirement Solutions, their clients will continue to receive the best advice and rates as the experts keep abreast of the latest regulations and developments in this market. It is being widely projected that the number of people over 60 will increase by 6% within 25 years with the number of people in their 90s trebling in that time, making this a rapidly expanding market.

As independent financial advisers, Retirement Solutions offers specialist advice and highly competitive rates on a number of retirement finance solutions including:

- Long Term Care
- Equity release
- Retirement Income Planning: including, annuities, income drawdown and hybrid products

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As the population grows older it is estimated that one in three people will require long term care during their retirement with 40% of these having to fund part or all of it themselves.

In the UK, on-going nursing care costs could be as much as £50,000 per year making it essential to plan for old age and many will be turning to their financial advisers for advice and support.

There are a plethora of products and solutions on the market to help individuals plan for their retirement and long term care. Retirement Solutions provides expert independent advice on:

- Long Term Care Annuities – or Immediate Needs Annuity
- Equity Release

Five Fast Facts about Long Term Care

1. By 2081 1.5 million people are predicted to be in residential care
2. 40% of these will have to fund part or all of it themselves
3. Long term care can cost between £25,000-£50,000 per year
4. If a client's total assets amount to between £14,250 and £23,250 they will be required to partially fund their care requirements
5. If their assets exceed £23,250 they would ordinarily have to fund it all

Long term care annuities

Helping clients plan for old age and their long term care is a complex process and requires FSA recognised Long Term Care qualifications. Retirement Solutions can help by providing unbiased advice on the best possible product to meet their individual requirements, while safeguarding as much of their estate as possible.

One solution is a long term care annuity. This involves an individual buying an immediate care plan by paying a lump sum, the care plan then pays out a set amount to a registered care provider for the rest of the clients life. It is individually assessed based on age, gender, state of health and level of care required as well as a number of other factors.

A unique option available to some clients already in care is the Care Plan Loan Option, which enables a client to secure a loan against the property to buy an immediate or deferred annuity. This means the payment of care home fees can start before the property is sold. To qualify for this option the client needs to be single, divorced or widowed, aged over 80 and the sole owner of the property.

Equity release

With 72% of pensioners owning their property outright, another option for clients to consider is releasing equity in their home to obtain a tax-free cash lump sum and/or regular income. These are only available to people over 55 years of age.

Retirement Solutions advises on three types of equity release options:

- Home Reversion
- Equity Release Mortgages
- Interest only Lifetime Mortgages

As with any financial products there are both advantages and disadvantages, however with these solutions pensioners can stay in their home until they (or their spouse) either pass away or need to move to residential care.

40-60% of retirees could qualify for enhanced annuities providing individuals with more money every month.

Retirement Income Planning

As well as advising on financial provision for long term care and equity release, Retirement Solutions also offers independent advice on retirement planning annuities, income drawdown and hybrid products.

As people are living longer in retirement, choosing the right product is more important than ever and could make a big difference to a person's quality of life during retirement. However, a staggering 65% of retirees accept the first offer made to them by their existing pension savings provider as many do not realise they can potentially obtain a more competitive quote using the open market option.

Retirement Solutions research the whole of the market based on individual requirements including assessing whether they qualify for enhanced annuity based on lifestyle and health information, and will bring back the best quotes.

Annuity facts

1. As life expectancy increases, many people will be retired for between 20-30 years
2. 65% of retirees accept the first annuities offer made to them
3. The 'open market option' can increase their income by as much as 42%
4. 40-60% of retirees could qualify for enhanced annuities

Retirement Solutions' directors and advisers have a wealth of knowledge and experience of the retirement market, and are available for comments on everything from industry issues to specific product areas. Case studies are also available.



Richard Houghton, Director and retirement income specialist

Richard is one of the founding directors of Retirement Solutions UK with 17 years experience in the sector. He specialises in retirement income planning as well as investment & portfolio advice.



Ian Atkinson, Long term care expert and IFA

An expert in financial provision for long term care, Ian has spent nearly 20 years working in this specialist sector for a range of organisations including Age Concern, Carevision and Prudential. In his current role, Ian provides independent advice on both Long Term Care and Equity release, as well as holding seminars on retirement and care issues to generalist IFAs and other professional connections.



David Bell, Director and retirement income specialist

With nearly 20 years in the financial services market including 14 years at Prudential in a number of different roles before becoming a company director at Retirement Solutions (UK). David's primary focus is on sales management and the expansion of the business. He also advises higher net worth clients on retirement income options.



Jennie Gray, Independent Financial Adviser

Jennie has spent 15 years as a financial adviser. She specialises in the post retirement market advising on equity release and long term care as well as Retirement Income. She has worked for organisations including Aviva and Alliance & Leicester.

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Glossary

Annuity	A contract that promises to pay a guaranteed income until death in return for a lump sum payment
Attendance Allowance	Benefit for over-65s who need help with personal care. Not means tested and is tax-free. Does not count as income for other benefits. There are two rates available.
Continuing care	Fully-funded NHS care for severely ill individuals
Deferred payment scheme	An arrangement to allow care fees to be paid while waiting for a property to be sold
Equity release	Arrangement to allow the value of a property to be released without selling it
Escalation	Option on annuity-based Care Plans to enable income to increase each year
Lasting power of attorney	Legal agreement to enable a third-party to act on another person's behalf
Registered Nursing Care Contribution	NHS-funded contribution towards cost of nursing care
Personal Care Allowance	Contribution made in Scotland towards the cost of personal care. Not means tested. If taken, you lose your entitlement to Attendance Allowance.
Personal Expense Allowance	A weekly amount that people whose care is being fully funded are allowed to retain from their pension for their own personal use
Property Disregard	An initial 12-week period during which property cannot be called on to cover the cost of care
Section 47 care assessment	The assessment by a local authority of an individual's care needs
Immediate Needs Annuity	A guaranteed regular income to help pay care fees. It is also based on your age, gender and state of health at the time you apply. The annuity will pay a regular, tax-free* income to your registered care provider
Deliberate deprivation of capital	An asset that has been transferred out of your name may still be taken into account in the means test. Both the local authority and the Pension Service can, when assessing a resident's eligibility for assistance, look for evidence of deliberate, or intentional, deprivation of capital such as property. Deliberate deprivation occurs when an individual transfers an asset out of his or her possession to put him or herself in a better position regarding the means test for care home accommodation.

TO UNDERSTAND THE FEATURES AND RISKS ASK FOR A PERSONALISED ILLUSTRATION. AN EQUITY RELEASE PLAN WILL REDUCE THE VALUE OF YOUR ESTATE, WILL NOT BE SUITABLE FOR EVERYONE AND MAY AFFECT YOUR ENTITLEMENT TO STATE BENEFIT. Retirement Solutions (UK) Limited is authorised and regulated by the Financial Services Authority. Registered Office: Third Floor, North Wing, Metropolitan House, Station Road, Cheadle Hulme Cheshire, SK8 7AZ. Registered in England and Wales. Company No. 0643773