

DEFINED BENEFIT SCHEME TRANSFER CONSIDERATIONS

NAME:

EMAIL:

Your decision: Time for you to think

If you decide to transfer from a defined benefit scheme this will be one of the most important financial decisions that you will ever make. Transferring is the right decision for some people, but it is not right for everyone.

We all make decisions based on our feelings, beliefs, ideas, attitudes, and experiences. You are about to make an important decision and it is vital that we explore what is leading you to making your choice. Even if you decide not to transfer it is important that you have given this some thought so that you can be content that not transferring is the correct decision for you.

We can do the number crunching and prepare reports for you, but your decision will be based as much on your attitudes as on the numbers. If you spend some time on these questions it will enable you to think about the things that matter to you and it will help us to understand what you want and advise you on the options that are best for you.

We will review your answers in combination with the Appropriate Pension Transfer Analysis and Transfer Value Comparator and then working together we can decide if transferring is right for you.

The following is a list of typical questions that we have found that clients need to consider when they are making these decisions. Some questions will be more important to you than others. Please take your time and give this some thought.

1. Explain your reasons for wanting to transfer out of your defined benefit scheme

2. What do you hope to achieve by going ahead with a pension transfer?

3. What is it about transferring into a defined contribution scheme that appeals to you?

4. Describe what you plan to do with the tax-free lump sum

5. What is your view of inflation going forward?

**8. What exactly do you mean by:
"control over your investments"?**

6. Why is flexibility important to you?

**9. What do you understand by the trade-off between
risk and reward?**

7. What exactly do you mean by "increased flexibility"?

**10. How did the result from your Finametrica Risk Profile
questionnaire compare to your expectations?**

11. How much involvement would you wish to have in the investment decisions?

14. Can you give me an example of how you see your income needs changing during retirement?

12. How much investment experience do you have and how do you feel about the ups and downs of market performance?

15. What exactly do you mean when you say you want your spouse / partner to "receive full value of your pension rights"?

13. Do you feel that transfer values are as high as they will get? If so, should you wait, or should you act now?

16. Why exactly do you have concerns about the future financial security of your defined benefit scheme?

17. How do you feel about your employer and do you trust them?

20. What do you mean by "retirement"?

18. How do you see your expenditure changing once you retire?

21. Where do you plan on living once you retire?

19. When do you plan to retire?

22. Thankfully no one knows but how long do you think that you will live?