

HEALTH WEALTH CAREER

MEMBER OPTIONS

SHOULD YOU BE A SPECTATOR
OR A PARTICIPANT?

17 JULY 2018



TODAY'S SPEAKERS



ALAN BAKER
Partner
Head of DB Solutions
MERCER



PATRICK LLOYD
Principal
Member options expert
MERCER



JOHN MARTIN
Principal
Member options expert
MERCER



NICK FLYNN
Financial Adviser
LEBC

AGENDA

1

Introduction and market background

2

The transfer challenge

3

How IFAs provide advice

4

The range of options – what are other schemes doing?

5

Q&A

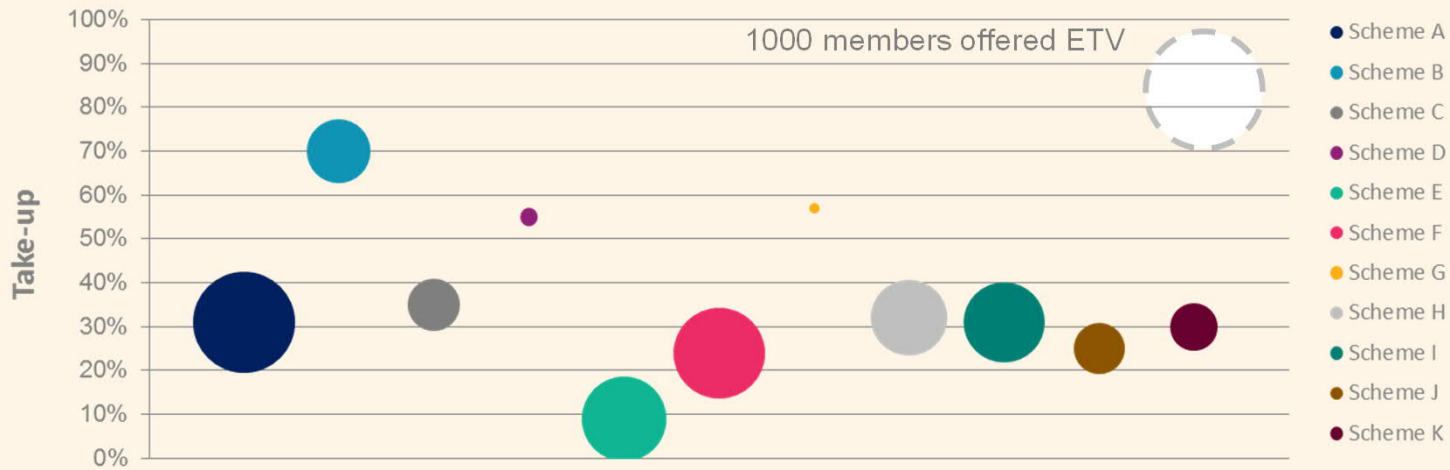


INTRODUCTION AND MARKET BACKGROUND



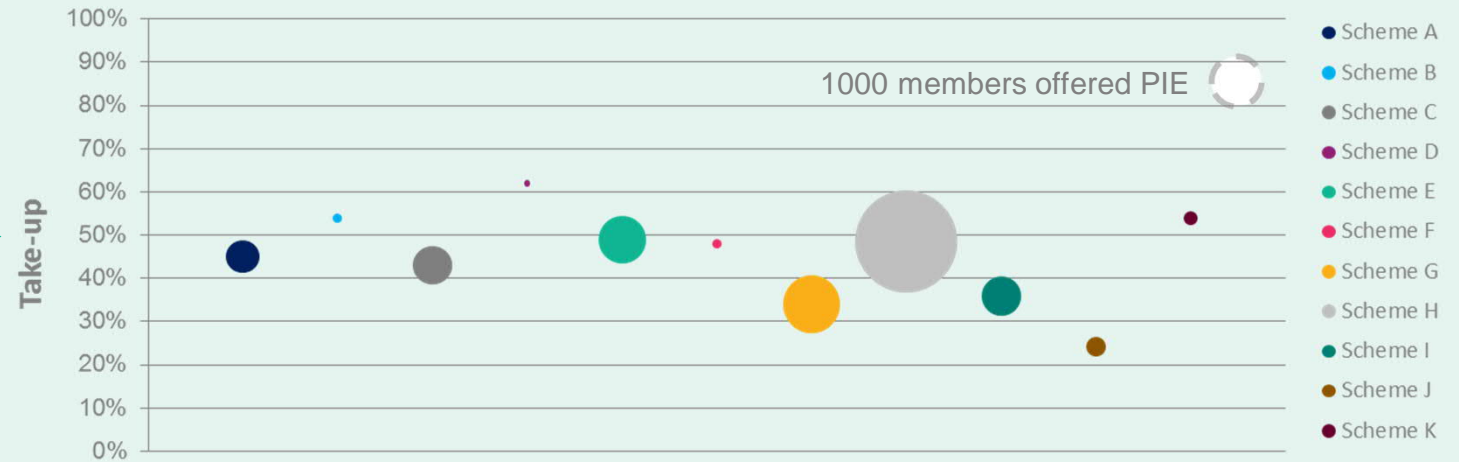
MARKET BACKGROUND

TAKE UP EXPERIENCE



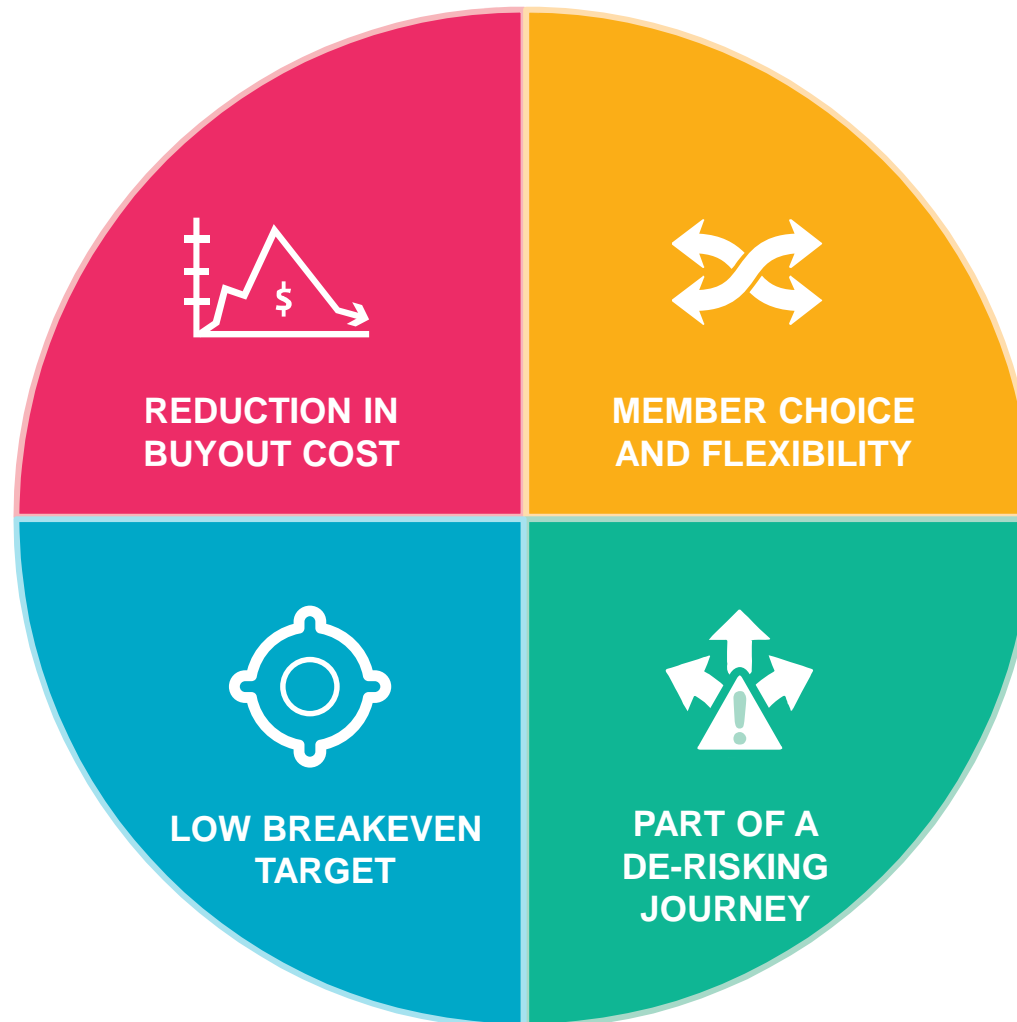
EXPERIENCE OF
MERCER LED ETV
EXERCISES IN 2017

EXPERIENCE OF
MERCER LED PIE
EXERCISES IN 2017



MARKET BACKGROUND

KEY DRIVERS

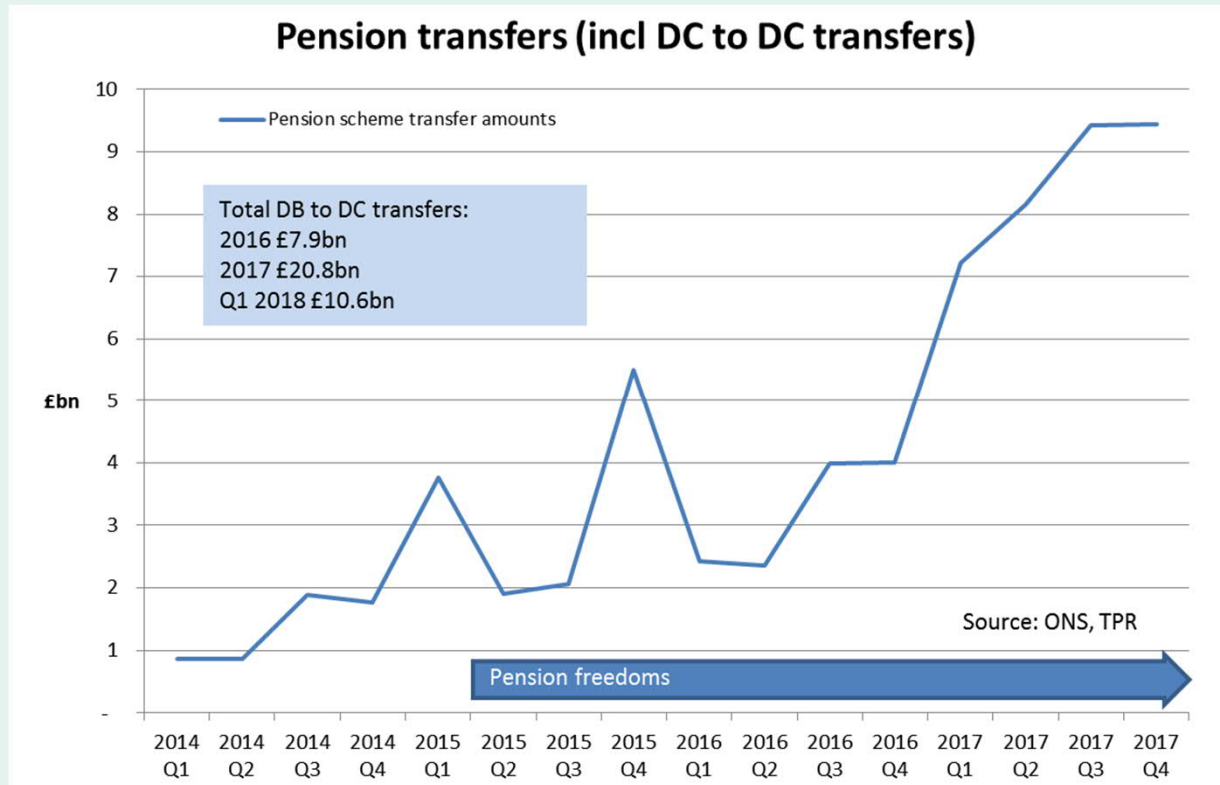


THE TRANSFER CHALLENGE



CURRENT TRENDS AND CHALLENGES IN THE DB TRANSFER MARKET

HIGH LEVEL OF TRANSFER ACTIVITY...



BUT...

Many members unaware of their options

Issues with the advice market

SO ARE TRUSTEES BETTER OFF DOING SOMETHING OR DOING NOTHING?

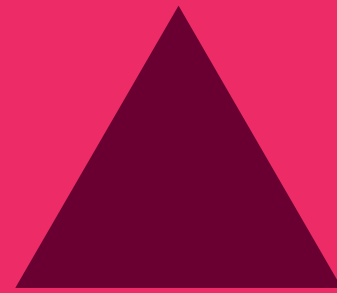
DO SOMETHING OR DO NOTHING?

BSPS members have, over the past year, been exploited for cynical personal gain by dubious financial advisers in tandem with parasitical so-called “introducers”.... Scheme sponsors, trustees, regulators and government—all culpable in this case—must ensure that the same mistakes are not made again.

Work and Pensions Committee Parliamentary report into British Steel Pension Scheme transfers

Mercer view is that trustees and sponsors should be actively considering whether to give more support to members

HOW IFAS PROVIDE ADVICE



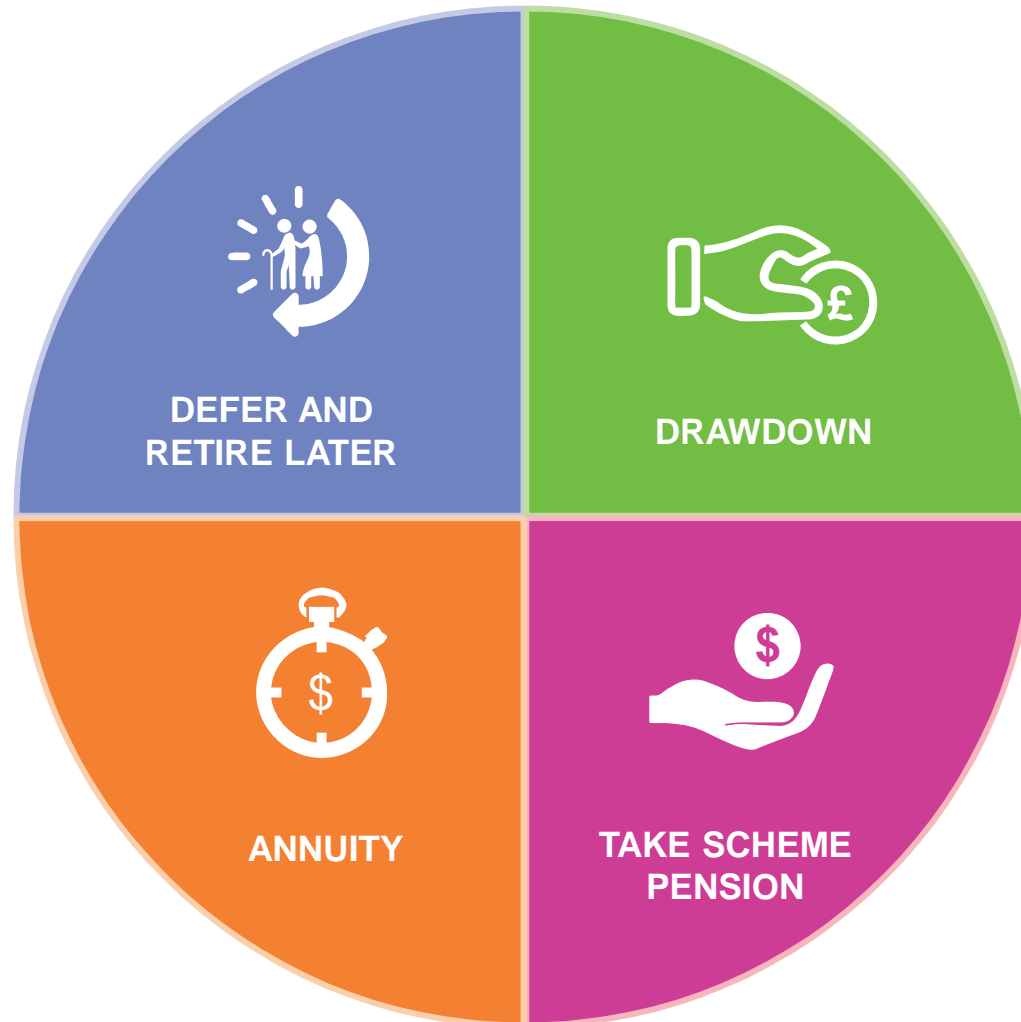
THE AIM OF FINANCIAL ADVICE



To get the member to the position where they are able to take an informed decision about how they should take their retirement benefits



THE CHOICES AVAILABLE TO RETIRING MEMBERS



MEMBER 1

- This Is Their Only Pension
- Modest Other Assets
- Single With Minor Health Concerns
- Cautious Attitude To Risk
- No Dependents



MEMBER 2

- Has a number of pension arrangements
- Owns their own property
- Has other assets
- Low – Medium attitude to risk
- Good health
- Wife is 9 years younger
- No Children



MEMBER 3

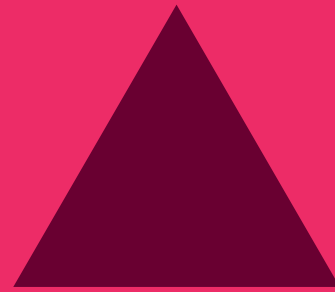
- Married couple
- Owning a number of properties
- Other DB benefits
- Has investment experience (ISA/Unit trusts/share options)
- Keen to leave the 4 kids as much as possible
- No debts
- Plans to buy a holiday home and go into part-time consultancy



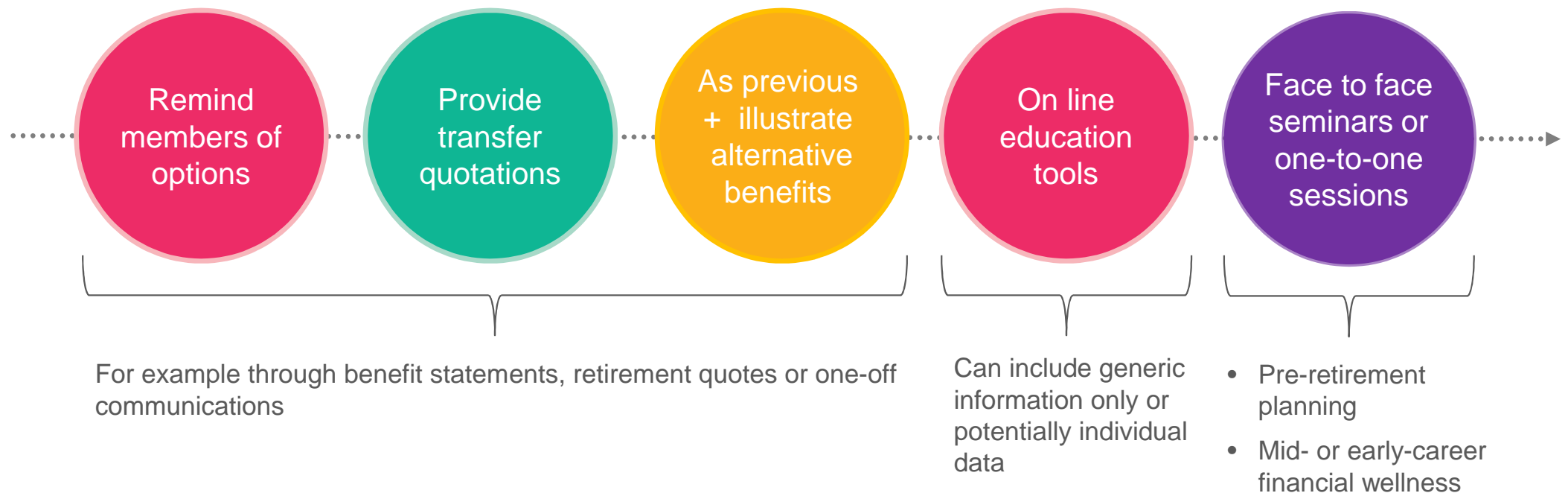
SO HOW DO WE DO IT?



THE RANGE OF OPTIONS – WHAT ARE OTHER SCHEMES DOING?



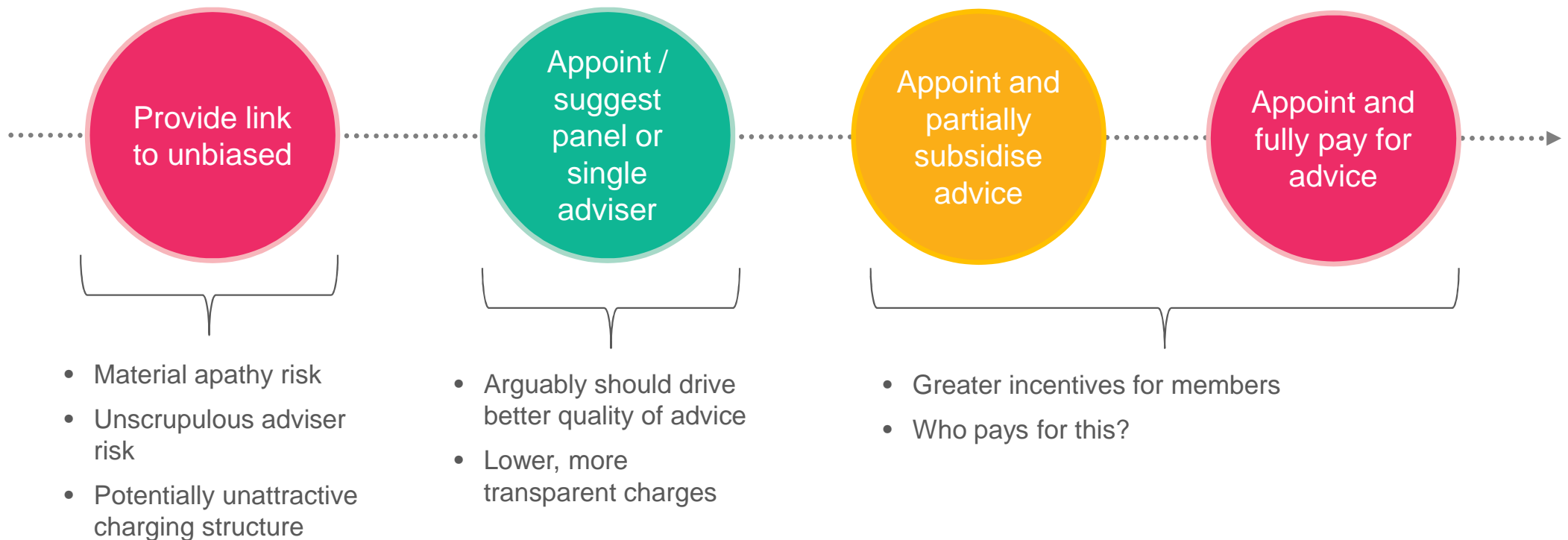
RANGE OF COMMUNICATION OPTIONS



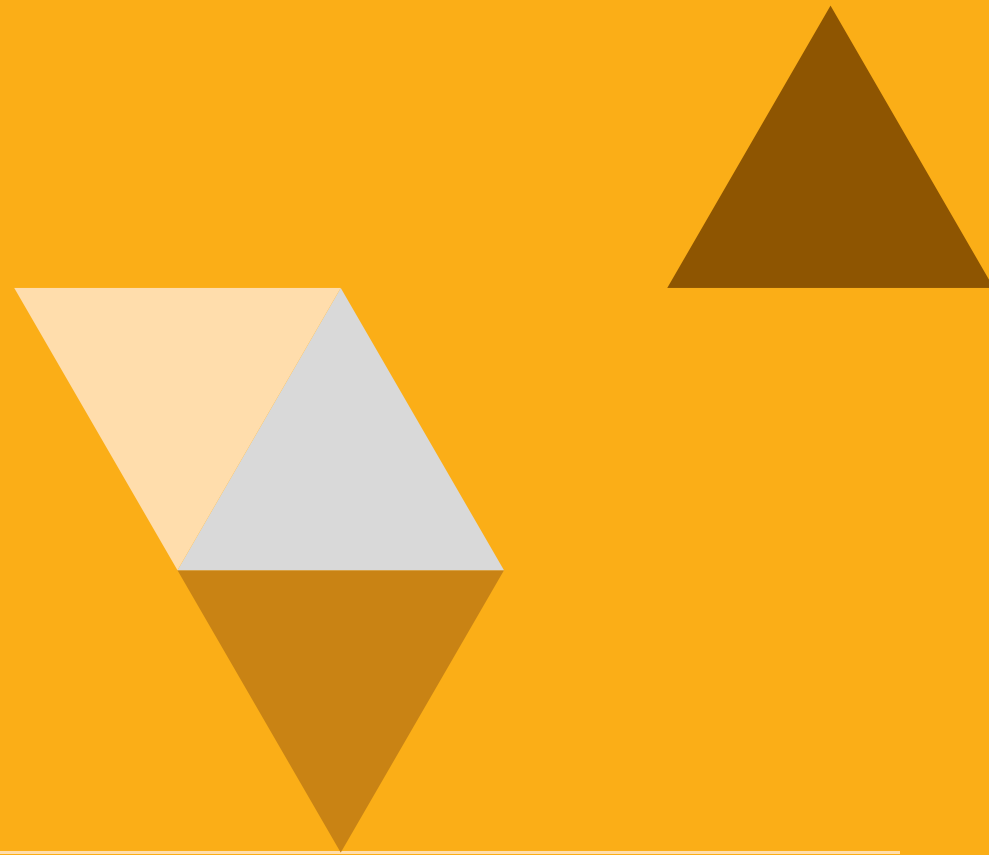
ALL DESIGNED TO ENCOURAGE MEMBERS TO MAKE
“FINANCIALLY AWARE” DECISIONS THAT ARE RIGHT FOR THEM

FINANCIAL ADVISER SUPPORT

KEY AIM FOR COMMUNICATIONS IS TO DRIVE MEMBERS TO “TAKE ACTION”, WHICH, FOR DB TRANSFERS, MEANS TAKING FINANCIAL ADVICE

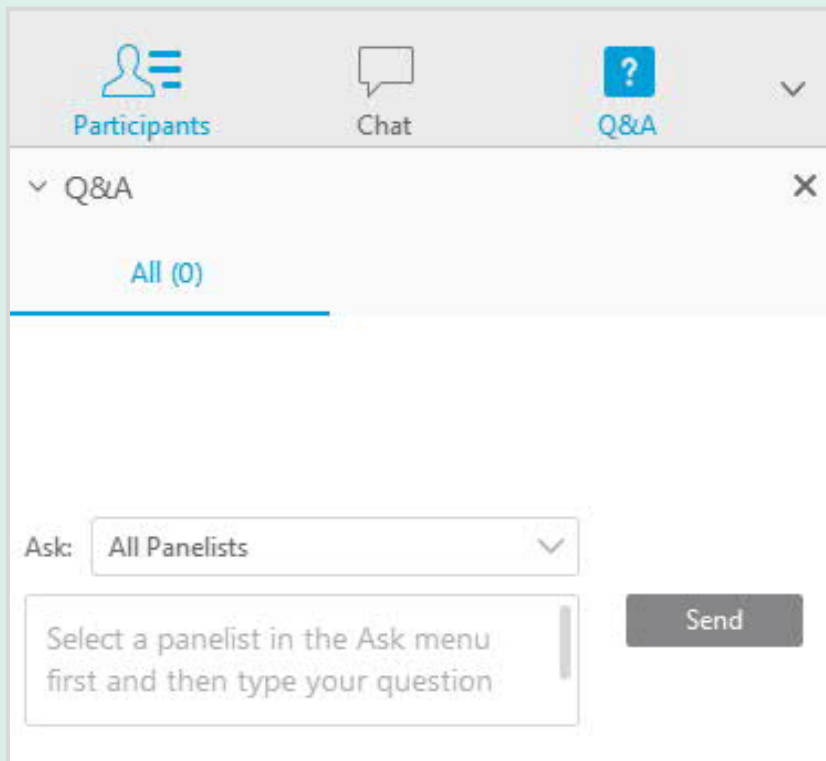


Q & A



QUESTIONS

- I. Please type your questions in the Q&A section of the toolbar and we will do our best to answer your questions in the time available.
- II. To submit a question while in full screen mode, click the Q&A button in the top right corner of your screen.



The screenshot shows a toolbar with three icons: 'Participants' (person icon), 'Chat' (speech bubble icon), and 'Q&A' (question mark icon). Below the toolbar, there is a 'Q&A' section with a dropdown arrow and a close button (X). Underneath, it says 'All (0)'. At the bottom, there is an 'Ask:' dropdown menu currently set to 'All Panelists', a text input field with the placeholder text 'Select a panelist in the Ask menu first and then type your question', and a 'Send' button.

FEEDBACK

Please take the time to fill out the feedback form at the end of this webcast so we can continue to improve. The feedback form will pop-up in a new window when the session ends.

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