

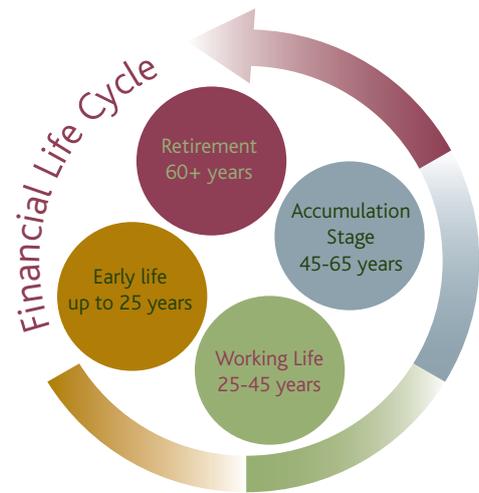


## Case Study | Pension Consolidation



*"I had taken financial advice in the past, but Jen was able to explain pensions to me so simply that for the first time I really understood what I had. Her breadth of knowledge and sense of humour kept my attention and made the experience surprisingly enjoyable. Jen shows pride in her work and has an eye for detail – I completely trust her advice and would have no hesitation in recommending her to family and friends."* David Phillips, Abingdon

David is in the **Accumulation** phase of his financial life cycle and wanted to make sure he was doing the right thing with his existing pensions, which had not been reviewed by a financial adviser since they were set up.



The value of the investment can go down as well as up and you may not get back as much as you put in.

David was in a similar position to most people; he had set up a number of pension plans with good intentions and through following advice, but had not reviewed them – no wonder, when they can be so complicated and come with reams of paperwork!

Having met me through his wife, David asked me to review his pensions. We followed the **Bay Tree Financial Planning Six-Step Process**, which enabled me to get to know David,

his goals, his views and fully understand the family's current financial situation.

David was paying into one of his pensions and the others had been left paid up. David felt the funds his pensions were invested in were either medium or low risk.

Although David was benefiting from pension tax efficiencies, during my research I found the funds were not suitable and were in fact a much higher risk than David had anticipated. The charges in the pension plans were no longer competitive either.

I designed and proposed a new retirement plan for David, which involved transferring all his pensions into one plan. The new plan resulted in charge efficiencies and the correct funds to suit David's risk profile. It would also simplify David's pension paperwork to one provider and one file – much easier to manage going forward.

David was so pleased with the proposal he asked me to implement my recommendations, which will help him get closer to his retirement goal. With our regular reviews I will ensure David's pension plans will remain suitable for any change in future circumstances. At our first review I was delighted to inform David that the new pension funds had performed 8.6% better than the main fund he was invested in previously.

