

Aspire to<sup>®</sup>  
Retire

## How we helped Kieran to a better retirement

Here's a real-life\* case study demonstrating how **our retirement services team helped Kieran achieve better results** by shopping around for a higher annuity income.

\*Real life example but with name and details changed

## A bit about Kieran

- ▶ Kieran is **64**.
- ▶ He has **three pension plans**, all with the same provider. His total pension pot size is **£360,000**.

## Background

Kieran wants security. He's thinking of a guaranteed income which he would get by purchasing an 'annuity'. He's reluctant to pay any fees and wants to keep things simple, so **would prefer to stay with his current provider**.

His current provider quotes him an annuity of £10,200 a year.

### Kieran's idea

Kieran wants security and thinks this guaranteed income of £10,200 a year gives him it (plus it seems simpler to stick with his current provider).

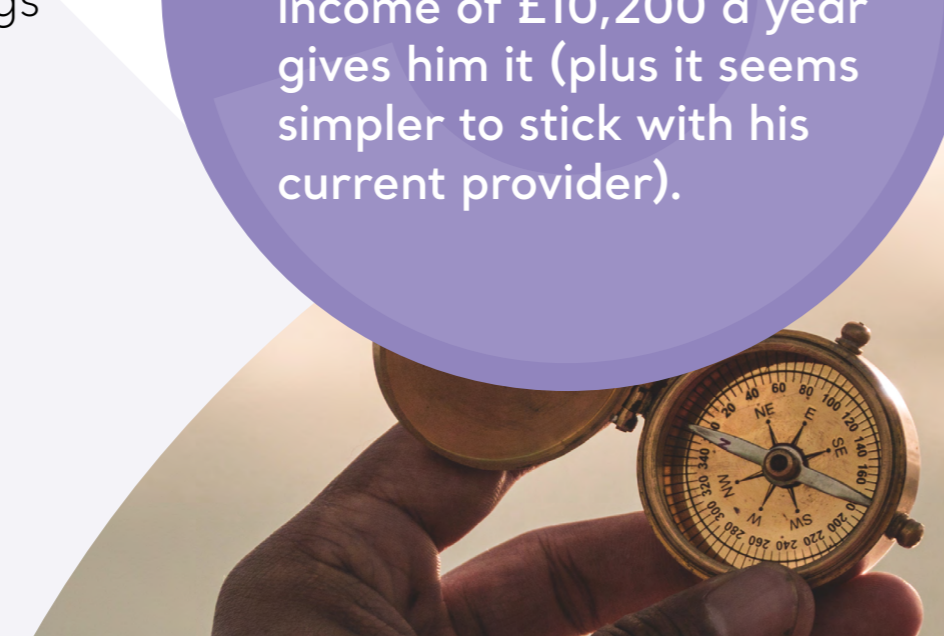
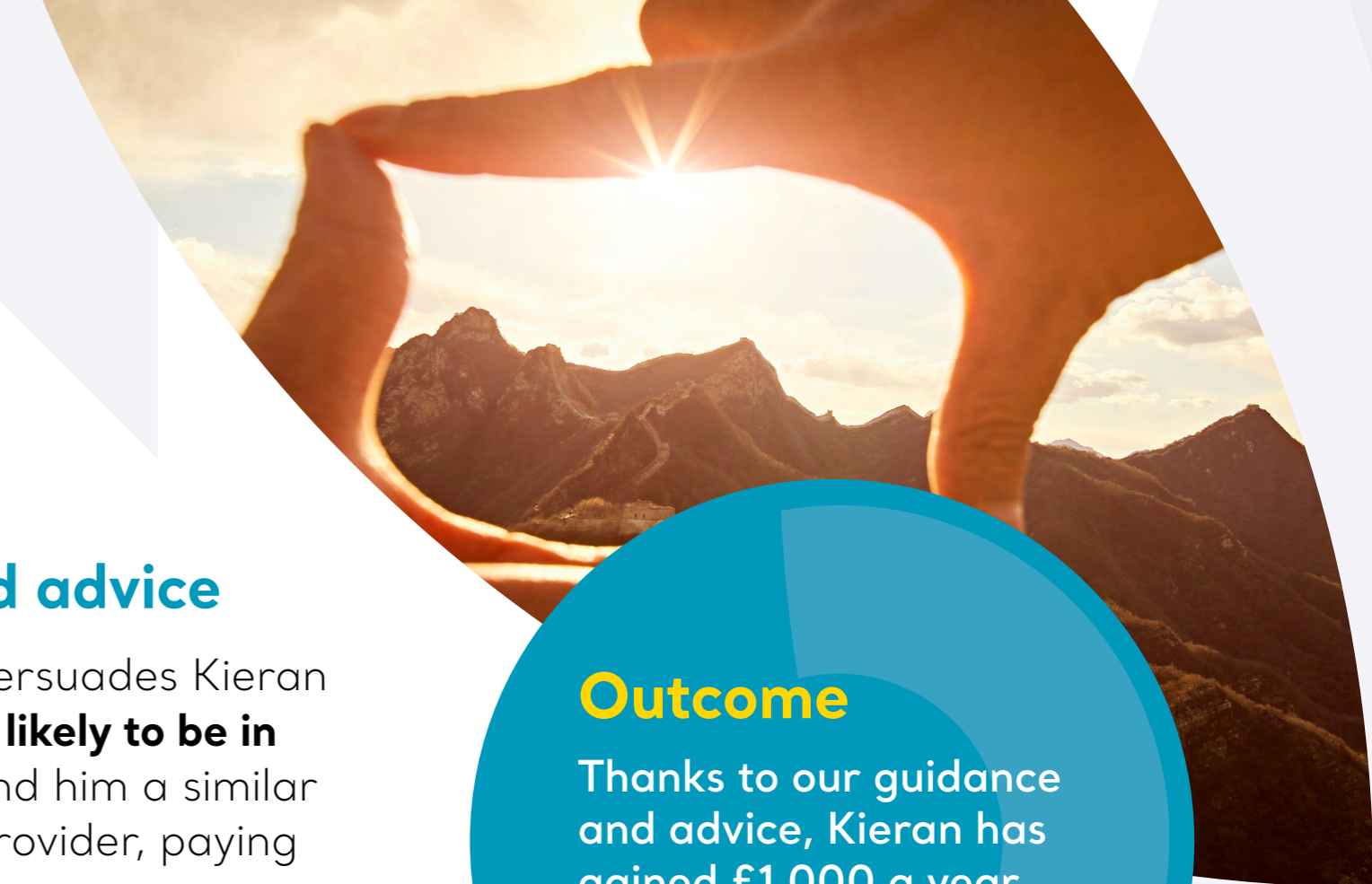
## Our guidance and advice

Our financial planner persuades Kieran that **shopping around is likely to be in his best interests**. We find him a similar annuity from another provider, paying £11,300 a year.

The fee for research and set-up is £1,000, but the provider pays it as commission, **so there's nothing for Kieran to pay personally**.

### Outcome

Thanks to our guidance and advice, Kieran has gained £1,000 a year more than if he'd stayed with his existing provider.





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## Need more information?

Further information can be found on your **Resource Centre**.

You also have access to the **Pension Potential** hub which gives you easy access to personalised information and help with looking into your retirement options.

**Explore your Pension Potential today**

Visit website

## Visualise it, and make it happen

This case study gives an overview only and is based on an example of a provider search exercise and is based on annuity rates in April 2021 which are subject to change. It provides an example only and should not be regarded as advice.

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