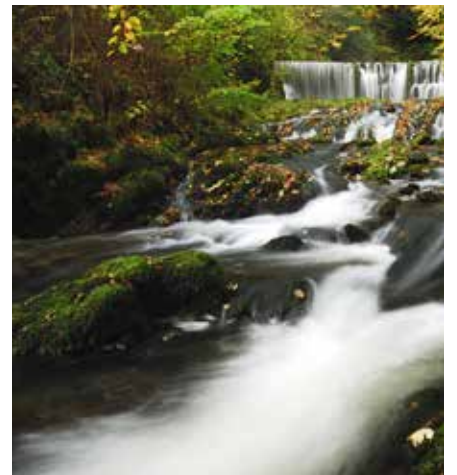


Helping you maximise your retirement income

Jelf Retirement Income Finder





The start of a new chapter

After a lifetime of work here you are, contemplating retirement.

Whilst this is a time of great opportunity it can also bring some uncertainty. We want to help you turn at least one area of potential uncertainty into a positive solution, by securing the best possible income from your pension savings to support you as you make the transition to life after work. You might decide to fully or partially retire and either way it is important that your income supports your future lifestyle.

Buying an annuity is an important decision, as it turns your hard-earned pension savings into a guaranteed income for life. Once you have bought it you can't transfer it or change any of the options, so it's important to get it right first time.

Why shopping around is so important

When purchasing something like a new car or TV, or changing energy supplier, you would naturally shop around for the best deal.

So when it comes to buying an annuity, which is likely to be one of the biggest and most significant financial transactions you will ever make, why just accept the annuity you are offered by your current pension provider? You could be locking yourself into a lower income than you need to for the rest of your life.

As an individual, searching the open market can be time-consuming and complicated so let the Jelf Retirement Income Finder do the hard work for you. Securing even a moderately small improvement in the annuity rate offered can result in a significant increase over time. For example, an increase in your income of £35 per month may not sound a lot but over 30 years, that's an extra £12,600.

The Jelf Retirement Income Finder searches the widest possible number of annuity providers because no single provider will ever give the best rate for all types of annuity. Also, their rates change regularly so a provider that offers the best terms today won't necessarily be the best tomorrow.

How does it work?

1. Our **annuity specialists** spend as much time as you need on the telephone with you to find out your precise circumstances, as well as your objectives and preferences for your future income.
2. We **search the market** and produce a comprehensive, personalised report for you on the best annuity rates and options available for your individual circumstances, so you can make confident and informed choices.
3. We understand you might have built up your pension pot from various sources over your career and the Jelf Retirement Income Finder can secure the best annuity for you using the **consolidated value** of those sources.
4. We ask you for information about your health and lifestyle as this may result in an **increase in the amount** of income you receive.
5. We provide you with all necessary paperwork and **guide you through** each step of the process, and we deal with the annuity providers on your behalf.
6. We give you access to a secure password-protected website where, if you want, you can model how your various options will affect the amount of income you could receive. This uses **up-to-the-minute annuity rates** and can be valuable in helping you make the necessary choices.
7. The **service is confidential**; no details will be given to your employer even if they introduced us to you.
8. We update you at the key stages of the process, and if you need additional help we are available from Monday to Friday, 8.30 am until 5.00 pm. Please email retirements@jelfannuitydesk.com or telephone 0345 863 0490*. This is not a call centre or automated response. There are no sales people; just **friendly expert staff** with your best interests at heart.
9. The choice of which annuity to purchase is yours to make and our expert staff will help you without making a recommendation. If you feel you do need financial advice at any point in the decision-making process, we will introduce you to a specialist financial planner.

*Calls to 0345 numbers from a landline are charged at the same rate as calls to 01 or 02 numbers. Mobile charges may vary but 0345 are often included in the discount schemes or inclusive call minutes.

The Jelf Retirement Income Finder may be the right service for you if you are:

- ◆ likely to buy an annuity in the next six months, and
- ◆ with our information and support, you are comfortable making your own choices.

By exercising their Open Market Option to shop around in 2014 using the Jelf Retirement Income Finder, 68% qualified for an enhanced annuity.

Supporting you with your choices

When purchasing an annuity you have a number of choices to make. We will support you with each of them to explain the benefits and consequences. For example:

1. Never just sign the forms and accept the annuity offered by the provider you built up your pension fund with, without first checking whether these are the best terms you can obtain. The marketing language may be very persuasive but it is unlikely to be the highest annuity you can get. You lose nothing by exercising your 'Open Market Option' and shopping around to find a higher income for life.
5. If you set up a 'single life' annuity the payments will stop when you die, even if this is shortly after it has started. There is a way you can ensure the annuity continues to be paid to your estate or nominated beneficiaries for a period of at least five or ten years from when it starts, but this would mean a slightly lower level of annuity. You need to decide if an income guarantee is right for you.

2. When you retire you can take a lump sum from your pension fund, but this leaves less money to purchase your annuity and therefore less ongoing income. Which is right for you – a lump sum or a higher income?

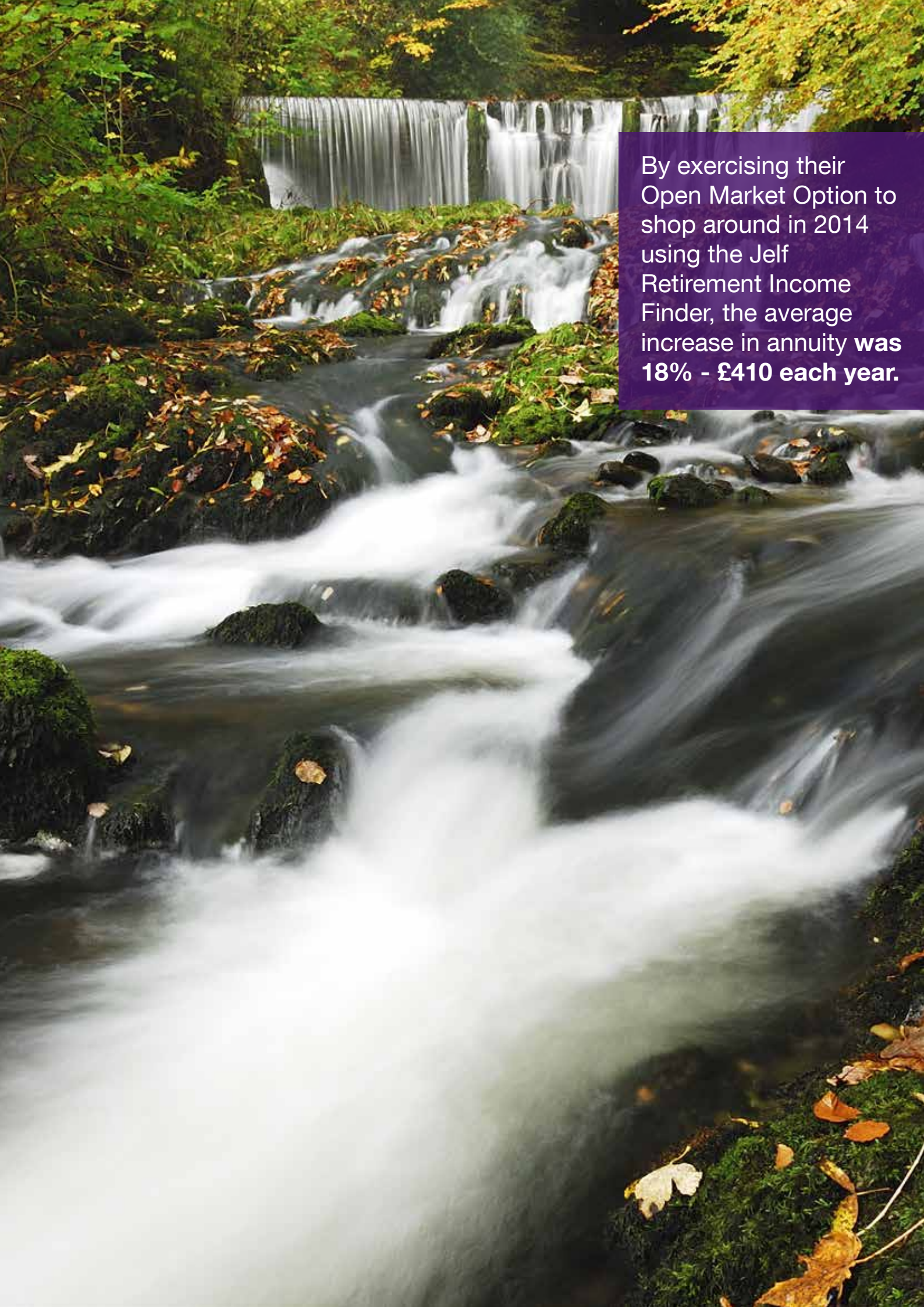
3. Inflation can erode the value of your annuity over time. You can arrange for the annuity to increase annually to help offset this, but it will result in a lower income at the start. How worried are you about inflation?

4. Do you have a financial dependant who will rely on your annuity income after your death? If so, you can arrange for a proportion of the annuity, 50%, 66% or 100% for example, to continue to be paid to your financial dependant after your death, but this will mean a lower income during your lifetime. Would such an annuity be right for you?

6. Do you smoke or have any ongoing health conditions like diabetes or raised blood pressure? If so you could qualify for an enhanced annuity income. Your choice here is simple. Are you prepared to take a few moments to provide personal and medical information, which will of course be treated in the strictest confidence, in order to find out if you can obtain a higher income for the rest of your life?

You might not think you qualify but we believe that you lose nothing by providing the necessary information and then leaving the annuity providers to decide.





By exercising their Open Market Option to shop around in 2014 using the Jelf Retirement Income Finder, the average increase in annuity was **18% - £410 each year.**

There is no fee payable

There is no fee for using the Jelf Retirement Income Finder, because if you buy an annuity through this service we will receive commission from your chosen annuity provider. If for any reason you don't buy an annuity there is still no fee.

The service provides information and support that enables individuals to make confident, informed choices about their annuity purchase. It does not provide advice on which annuity is the most suitable.

Do you need advice?

You might need advice if, for example, you have a large pension fund, complex financial planning requirements, wish to investigate alternative methods of providing an income in retirement, or were a member of a pension scheme which might have guaranteed annuity rates.

If you feel you need advice we would refer you to Jelf Financial Planning which has a team of fully qualified, specialist financial planners who are able to provide in-depth retirement planning advice. This service is subject to an advice fee that will be quoted in writing once the amount of advice and support you need has been assessed. Jelf Financial Planning also offers a wider range of financial planning expertise including investments, pensions, mortgages, estate planning and life assurance.

What to do next

We appreciate that the purchase of an annuity to provide your income in retirement is a significant event. The Jelf Retirement Income Finder exists to support you every step of the way, and help find the best annuity to meet your particular circumstances and needs.

For a no-obligation discussion with a friendly specialist to explore the annuity options that might best suit your needs, and to request a personalised report showing the latest annuity rates available, please telephone 0345 863 0490*.

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Contact details

www.jelfgroup.com

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0345 863 0490*

Email retirements@jelfannuitydesk.com

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