

SECURE LIFETIME INCOME

Retirement income segmentation and target market



Typically, advisers segment their clients by demographics, financial characteristics, life-stages, needs basis and value to business.

This example of a retirement income segmentation considers clients' evolving needs as they transition from savers to spenders.

The segmentation is designed to help advisers identify Secure Lifetime Income target market clients, the details of which are listed on the next page.

55+ Not drawing income, crystallised funds

Identify:

- What the objective of the SIPP is.
- If the client is drawing from other wrappers first.
- What the objective is for the pension commencement lump sum (PCLS).
- If the client would benefit from improving SIPP resilience, to help protect against foreseeable harm, by including guaranteed income provided by Secure Lifetime Income.

Secure Lifetime Income

For clients looking to include a proportion of guaranteed income alongside their other drawdown assets as part of a holistic, tax efficient retirement income strategy.

55+ Drawing income, crystallised funds

Including Secure Lifetime Income can help manage both sequence risk and longevity risk within a portfolio, freeing up capital which can be directed towards other objectives such as enabling the portfolio to potentially produce:

- higher long-term values to increase legacy provision, and/or
- more sustainable or higher income.

Secure Lifetime Income may not be suitable for clients in the below segments

Pre-retirement, accumulation

- Discuss the potentially evolving need to manage risk capacity within their current invested solution.
- When clients turn 55, discuss how including Secure Lifetime Income in their retirement income strategy could help address current and future goals or objectives.

55+ Not drawing income, uncrystallised funds

Identify:

- If accessing their pension commencement lump sum (PCLS) could help the client achieve any goals or objectives.
- If the client is drawing from other wrappers, or, considering taking a cash lump sum (UFPLS).
- That the client doesn't have a need to take income from their funds.
- If the client is still contributing to their pension fund and what the required value is.

Secure Lifetime Income target market

Secure Lifetime Income is designed for clients looking to include a proportion of guaranteed income alongside their other drawdown assets as part of a holistic, tax-efficient retirement income strategy.

Secure Lifetime Income could be suitable for clients who:

- Have flexi-access drawdown funds within a SIPP.
- Are considering taking or are currently taking income from their drawdown arrangements to help cover their expenditure in later life as part of a wider retirement income strategy.
- Value the stability of guaranteed income alongside traditional investments.
- Seek personalised retirement solutions based on individual circumstances.
- Desire the benefits of generating a retirement income on a single platform.
- Value flexibility to adapt to significant life changes.

Secure Lifetime Income is unlikely to be suitable for clients who:

- Don't have a need to take income from their funds.
- Don't currently have crystallised assets within their personal pension plan.
- Are only seeking a short-term income solution.
- Don't require any flexibility in the delivery of their income, now or in the future.

Eligibility criteria

To be eligible for Secure Lifetime Income your client must:

- have crystallised funds held within a personal pension
- be between 55 and 90-years-old (90 at purchase)
- be resident in the UK (not including the Channel Islands or Isle of Man)
- be purchasing Secure Lifetime Income with funds from a UK registered pension scheme, and
- invest a minimum of £10,000 up to a maximum of £1 million.

For more information

Call: **0345 302 2287**

Lines are open Monday to Friday, 9.00am to 5.00pm

Email: **SLInquiries@wearejust.co.uk**

Or visit our website for further information: **justadviser.com**

We're working with a range of partners to bring you Secure Lifetime Income.

Find out more here:
justadviser.com/SLIpartners