2plan®

wealth management

financial Newsletter

Edition 21 – Winter 2016

What is the British Pound worth vs. Euro?

What is the British Pound worth vs. Dollar?

World stock market performance over last ten years.

KEY FACTS & FIGURES – The UK Economy		
BoE Base Rate	0.25%	Sep 2016
Unemployment	4.9%	Sep 2016
Inflation (CPI)	1.0%	Sep 2016

Agenda

- Why it pays to shop around when considering an annuity
- Costs to the consumer
- Market outlook – Fidelity
- Market outlook – Invesco Perpetual
- Market outlook – Rathbones
- Market outlook – Architas
- Six pension mistakes you can't afford to make
- Time is running out
- Planning for long term care

Base rate remain stable

The Bank of England's Monetary Policy overwhelmingly voted to again keep the base rate at 0.25%.

UK economic outlook

- The UK economy was estimated to have increased by 0.6% in quarter 2 (April to June) 2016 compared with growth of 0.4% in quarter 1 (January to March) 2016.
- Gross Domestic Product (GDP) was 2.2% higher in quarter 2 2016 compared with the same quarter a year ago.
- Output increased in two of the main industrial groupings within the economy in the quarter. Services increased by 0.5% and production increased by 2.1%. In contrast, construction decreased by 0.4% and agriculture decreased by 1%.

Inflation

- The Consumer Prices Index (CPI) rose by 1% in the year to September 2016, compared with a rise of 0.6% in the year to August.
- The September rate was the highest since November 2014, when it was also 1%.
- The main upwards contributors to change in the rate were rising prices for clothing, overnight hotel stays, motor fuels and prices for gas, which were unchanged, having fallen a year ago.
- These upward pressures were partially offset by a fall in air fares and food prices.

UK unemployment

- The unemployment rate was 4.9% in the three months to September 2016, unchanged compared with March to May 2016 but down from 5.4% a year earlier.
- There were 31.81 million people in work, 106,000 more than March to May 2016 and 560,000 more than for a year earlier.
- The employment rate (the proportion of people aged 16–64 who were in work) was 74.5%, the joint highest since comparable records began in 1971.
- There were 8.81 million people aged from 16 to 64 who were economically inactive (not working and not seeking or available to work), 65,000 fewer than for March to May 2016 and 231,000 fewer than for a year earlier.

Why it pays to shop around when considering an annuity

The Financial Services regulator, the Financial Conduct Authority (FCA), recently announced the results of its review into annuity sales practices.

The review looked at 1,200 non-advised annuity sales across seven annuity providers and related to concerns that they were failing to inform customers that they may be entitled to a higher rate of income through an enhanced annuity – where you can receive a higher than 'standard' annuity income depending upon certain medical conditions or lifestyle factors.

Although the FCA found no evidence of an industry-wide or systematic failure to provide consumers with sufficient information about enhanced annuities it did highlight a number of areas of concern as part of its review. These include:

- Call handlers sometimes being heavily reliant on call scripts, which meant that they were often unable to respond to the consumers' needs or clarify areas of misunderstanding.
- Customers were not always made aware that they could obtain a higher income by shopping around, even when enhanced annuities were discussed.
- Clear messages about enhanced annuities were sometimes undermined by subsequent comments which included call handlers under-playing the level of increase which a consumer may obtain by shopping around.
- Where firms do not sell enhanced annuities, they did not always inform customers of this or may not even mention enhanced annuities at all when speaking to customers.

What has also been shown with previous FCA research is that a high number of people still do not explore the Open Market Option (OMO) and shop around to get the best possible annuity available. The OMO is the term used to describe the choice an individual has in being able to get the best possible annuity rate for their pension on the open market.

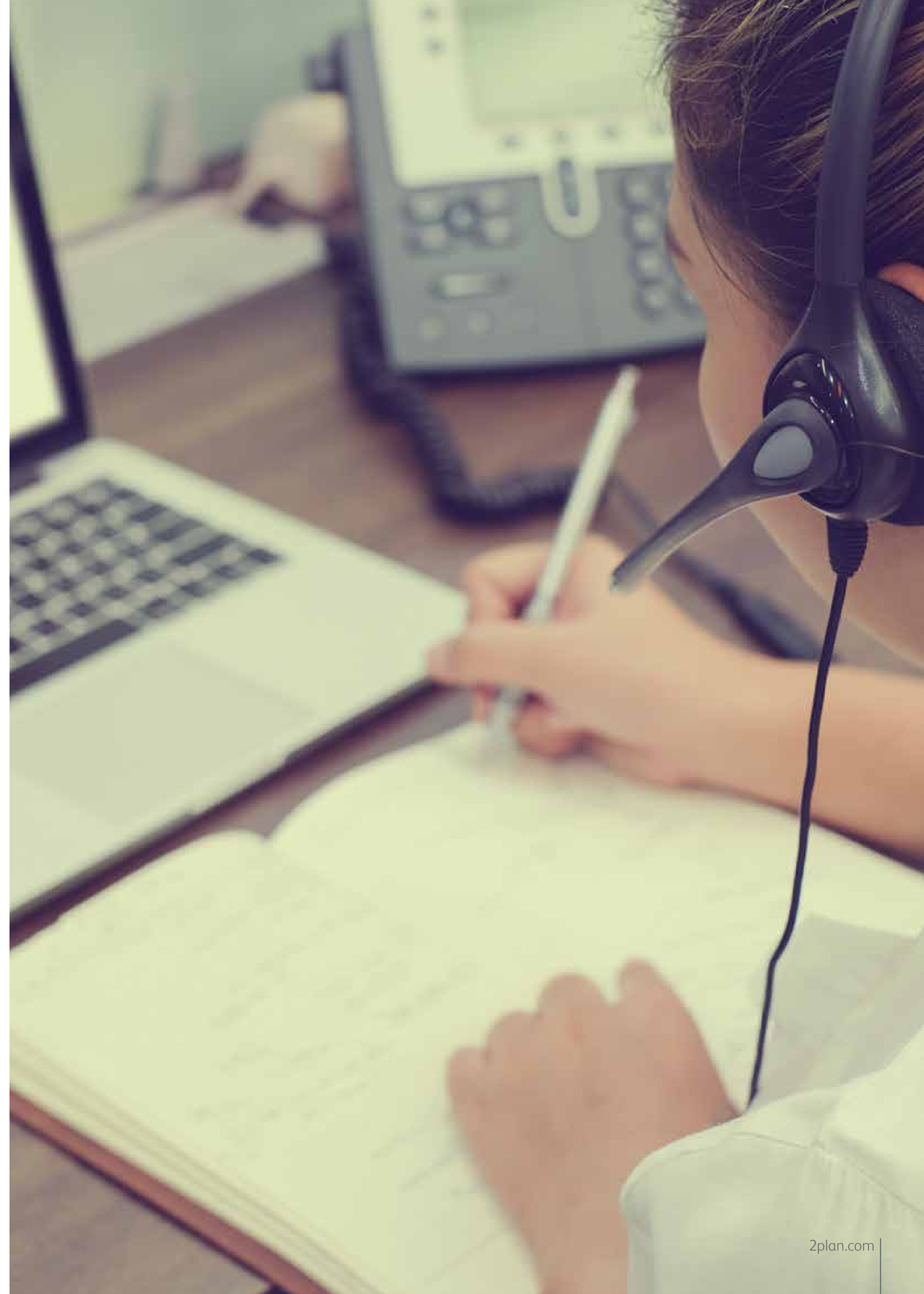
The FCA had previously published its Retirement Income Market Data study in January 2016 (covering the period July–September 2015) which showed that 64% of annuity customers remained with their existing pension provider.

As explained in edition 19 of the 2plan wealth management newsletter (Summer 2016) your 2plan wealth management Independent Financial Adviser can search the whole of the market in terms of the products and providers they can recommend to you.

They will ensure that the most suitable annuity option is sourced for you and not just recommend you remain with your current pension provider. They will also check on your behalf as to whether you may qualify for an enhanced annuity which could result in an even higher level of income being obtained.

Recent research from Just Retirement showed that an individual could even increase the amount of annuity they receive by as much as 25% by obtaining an enhanced annuity.

If you are approaching retirement or simply want to consider the options available to you then speak to your 2plan wealth management IFA.



Costs to the consumer

In edition 18 of the 2plan wealth management newsletter (Spring 2016) the 2plan wealth management CEO highlighted the increasing concerns we have to the rising costs of regulation and particularly those costs associated with the Financial Services Compensation Scheme (FSCS).

In this edition, he goes on to further explain the causes of these costs, why they are increasing and the catastrophic results when things go wrong and consumers lose their money.

The FCA regulatory framework

Advice firms must be regulated by the Financial Conduct Authority (FCA) and pay fees to the FCA for this regulation. As well as FCA protection, consumers also have access to other organisations such as the Financial Ombudsman Service (FOS) and the FSCS. These organisations help settle disputes between consumers and UK financial services businesses, as well as providing a fund of last resort.

Financial advisers fund these bodies through direct fees and levies which also necessitates investment in compliance staff and equipment.

The aim of the FCA is to ensure that the financial markets in the UK work so that consumers 'get a fair deal'.

The promotion, selling, managing and advising on investments are regulated activities, which means firms such as 2plan wealth management must be authorised by the FCA, who, in turn, regulate these firms and individuals that advise on, sell and arrange financial products and services. The FCA provide firms and financial advisers with rules on how to do business, so advisers can give consumers clear and accurate advice about financial products.

What is the FSCS?

The FSCS is the compensation fund of last resort for clients of authorised financial services firms. The FSCS can compensate clients if a firm has stopped trading or does not have enough assets to pay claims made against it. This is called being 'in default'.

If a client has suffered financial detriment from receiving poor advice and the firm is in default then the client may be able to claim against the FSCS to receive some of their money back, up to a limit of £50,000 per claim.

What is the FOS?

The FOS is an independent official body, established by Parliament, for settling disputes between UK based financial companies and their customers. Its service is completely free and available to all consumers.

What is an unregulated investment scheme?

There are many types of investments or collective investment schemes available to investors. The FCA regulate these schemes, including authorised UK schemes and 'recognised' schemes from other countries.

If a collective investment scheme is not authorised or recognised it is considered an unregulated collective investment scheme (UCIS).

Unregulated collective investment schemes are not subject to the same restrictions in terms of their investment powers and how they are run. This brings greater risk to the consumer, and the promotion of these schemes has been banned by the FCA. However, at 2plan wealth management there are appropriate Head Office procedures in place, meaning that for the right consumer, provided there is adequate due diligence conducted and Head Office approval provided, these products can be recommended.

The protection you have

As a client of a 2plan wealth management Independent Financial Adviser (IFA), you not only have the assurance of receiving professional financial advice but also have the protection of such bodies as the FSCS and FOS as your IFA is regulated through 2plan wealth management. We also work closely with The Association of Professional Financial Advisers (APFA). APFA is the trade body for the financial adviser profession and in turn make representation on behalf of the industry at Government, Treasury and FCA.

Usually, retail clients should only find themselves invested in mainstream products, with the non-mainstream, riskier products the preserve of sophisticated or high net worth investors, who can either afford to suffer potential losses or who know enough to evaluate and accept the higher risk that is involved.

Your 2plan wealth management IFA will assess your attitude to investment risk and discuss with you such things such as your capacity for loss and the amount of risk you are willing to take. Where you are willing to take very high risks, your adviser is able to assess the whole of the market on your behalf and recommend a suitable solution.

2plan wealth management IFAs would not recommend a product to a consumer that was not appropriate for their needs.

If consumers still want to invest in unregulated investments, then it would then be their own decision to take this risk.

Consumer awareness

Unfortunately most costs do go up. For example, in the 2015 Budget the rate of Insurance Premium Tax (IPT) was increased from 6% to 9.5%. Then, in October 2016 there was a further increase, taking the rate to 10%. Due to the size and increasing costs of regulation to advice firms, 2plan wealth management (along with the rest of the industry) are exploring ways in which we can alleviate some of the financial pressure on advice firms.

We are producing information to help clients understand the facts and issues we all face regarding the increasing costs of regulation, in particular what we need to do to stop unregulated investments falling into the wrong hands.

By working closely with your 2plan wealth management IFA who has strict controls over them by a regulated firm in 2plan wealth management (who in turn work closely with the FCA and APFA) we aim to bring you this comfort.

Article written by Chris Smallwood, CEO – 2plan wealth management.

Market outlook – Fidelity

Investors may feel optimistic now that the FTSE 100 recently broke through the 7,000 barrier and moved above its record intra-day all-time high, but we might not want to crack open the champagne yet.

The market has primarily been boosted by the sharp depreciation in sterling post-Brexit, with the pound having fallen by around 13% from its pre-referendum highs. Around 75% of the earnings from FTSE 100 companies come from outside the UK, so sterling depreciation effectively makes these earnings worth more. In essence, the boost to the FTSE 100 has come about because investors believe the UK economy is in a worse place.

Investors may also be buying the FTSE 100 for its yield, which at around 4% is significantly higher than the yield on UK Gilts, with the benchmark 10 year measure having fallen below 0.60% for the first time in August.

There's also been a sharp divergence within value names in the FTSE 100. Sectors like miners and oil explorers have boosted FTSE 100 performance this year, primarily on the back of higher commodity prices, with some like Anglo American having seen their share price more than triple. Banks, however, have performed badly, with investors fearful over the consequences of slowing economic growth in the UK and lower net interest margins.

Going forward, sterling is likely to depreciate further so we could see the FTSE 100 head higher still. Other potential positive drivers include the oil price moving towards our expected $50–60 range. This will obviously boost the earnings of the likes of index heavyweights such as BP and Shell. Another perhaps medium-term driver would be signs that monetary policy and (much hoped for) fiscal policy lead to a pick-up in economic growth. A subsequent pick up in interest rates and rebounding bond yields would be a significant boon for the financials which make up a significant part of the index.

Article written by Nick Peters, Portfolio Manager – Fidelity Multi Asset

Market outlook – Invesco Perpetual

Following their strong rise of the past few years and against a backdrop of slowing global economic growth, UK equity markets are currently trading at valuations which, in my view, look inflated.

Fundamentally, the UK equity market remains dominated by a collection of very international companies whose fortunes and share prices (currency adjusted) are closely correlated with global markets. As we head into year-end, I maintain the view that downward pressure on corporate profitability and subdued global growth will present a challenge to the UK equity market's long-term growth potential.

The slump in government bond yields and currency movements since the EU Referendum have driven up the price the market is willing to pay for equities with more stable cashflows and overseas earnings, while sectors regarded as exposed to domestic uncertainty have fallen sharply in value.

Since the vote and the violent sector rotations that followed, I have continued my bottom-up approach to stock selection, focusing analysis on identifying opportunities in those areas suffering the worst of the sell–off and where I have seen value emerging. I have, however, continued to favour companies which offer visibility of revenues, profits and cash-flows and which are managed for the primary purpose of delivering shareholder value in the form of a sustainable and growing dividend. I believe that such companies will continue to deliver positive returns to shareholders over the longer term.

Article written by Mark Barnett, Head of UK Equities – Invesco Perpetual.

Market outlook – Rathbones

Investors should be prepared for periods of volatility in the months and years before Brexit becomes a reality.

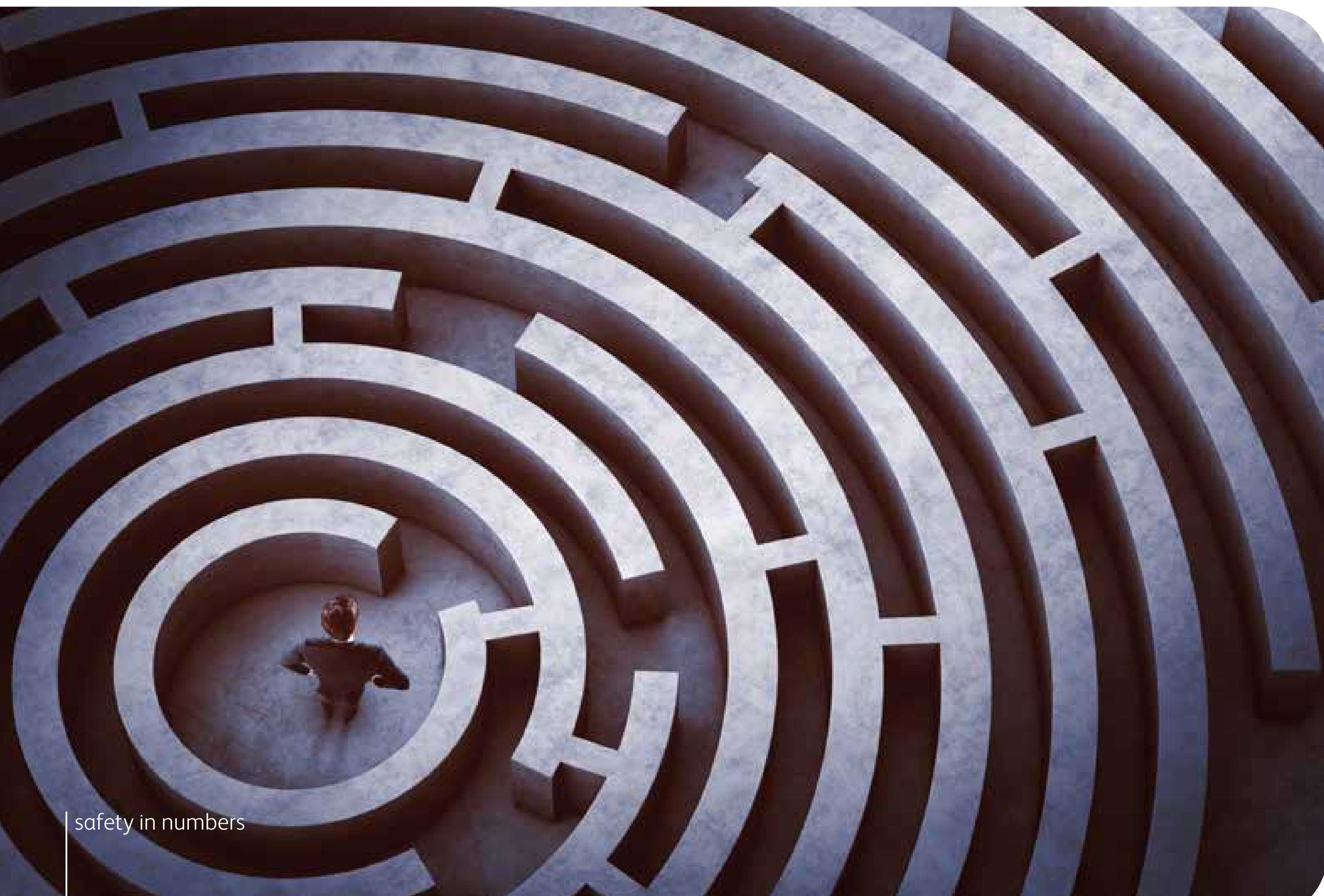
We are now three months into a post-referendum world – not post-Brexit, as some people have slipped into thinking.

The becalmed state of the UK economy is analogous to the 'phoney war' in 1939–40. This could continue until there is clarification on the terms of the UK's exit from the EU and, potentially, the single market. This could take two to three years, although there are likely to be bursts of volatility along the way.

As a result of the uncertainty, economic growth may slow, but we do not anticipate a recession. The latest survey-based leading indicators of economic activity appear to confirm this and are well above levels associated with recession. Consumer confidence and manufacturing and services order books point to a period of stagnation similar to that experienced by the UK in 2011–12 when the eurozone crisis was in full flux; they do not point to a contraction.

Meanwhile, the Bank of England (BoE) has unleashed a level of monetary stimulus appropriate for a serious deterioration in forward-looking data. We question the efficacy of purchasing an additional £60bn of gilts by creating new reserve money, given that interest rates are so low and the yield curve is so flat. Also, given that most investors still holding gilts are probably doing so for regulatory reasons, it seems unlikely that they will sell and buy riskier assets. Nevertheless, the magnitude of the stimulus – and the commitment to ease even more at the November meeting – is likely to bolster economic confidence, which in turn will benefit asset prices.

Article written by Julian Chillingworth, Chief Investment Officer – Rathbones.



Market outlook – Architas

Out of sync

It is now more than eight years since the global financial crisis and the developed world is still dogged with low growth and an absence of inflation. Many hoped that central banks could save the day through a combination of low interest rates and quantitative easing (QE). While it's impossible to know how bad things could have got in their absence there is certainly disappointment in the pace of recovery.

Central banks' monetary policy of printing money to buy financial assets and governments pursuing austerity has widened inequality between the rich and poor. Anger at this outcome seems to be contributing to the rise of political movements promising a change from the status quo.

The next steps

In the UK post Brexit, the Bank of England has cut interest rates to unprecedented lows and re-launched its QE programme. There isn't much more they can do to support the economy so now attention has turned to the UK government. Brexit creates the opportunity or necessity for the Conservative party to dial-down austerity and invest for growth though infrastructure projects. The Chancellor has promised to take "whatever steps are necessary to protect this economy from turbulence". This is very reminiscent of ECB President Mario Draghi's successful "whatever it takes" speech from 2012. So what will that mean?

UK Government options

After many years of austerity, this opportunity to boost growth through infrastructure investment which is often called fiscal stimulus like building new roads and hospitals could be a game changer. The UK is crying out for improvements to broadband, railways, roads, power networks and an elusive extra airport runway in London.

Spending on these projects, which can be financed at historically low interest rates, could address longer-term structural bottlenecks in the economy. This should tackle fears about productivity with the aim of creating world class infrastructure for the UK, stimulating the economy and ensuring the UK remains attractive to overseas investors.

So what does that mean for investments?

An increase in fiscal stimulus should lead to higher inflation. Asset classes with positive inflation sensitivity, such as property and infrastructure, could perform well whereas richly-valued fixed income investments could struggle against this backdrop.

It may be too soon to say what the impact of Brexit will be for the UK. What seems more certain is the waning influence of central banks and the willingness of governments to invest for growth and inflation means a difference in asset allocation may be required to outperform in the changing landscape.

Article written by Solomon Nevins, Senior Investment Manager – Architas.

Six pension mistakes you can't afford to make

Yep, we've all made some whoppers. But there's mistakes and there are mistakes. Putting a scarlet sock in the white wash might be crushing for a week, but make a mistake with your pension and you could pay for it for the rest of your life.

Here's the lowdown on what not to do.

1. Putting it off
Mañana, mañana! You know you should start saving for your future and you fully intend to but just not today.

You might want to rethink this one. Because if you put it off, it's not just what you could have saved that you'll miss out on. You'll also be kissing goodbye to any tax relief you'd get on your payments plus any money your employer might pay in too – and both of these can really help boost your pension fund.

But it's not just how much is paid in that determines your pension at retirement. It's also how your investments perform and, importantly, how long you've been saving for.

So, if you put off saving in a pension, you'll have to pay a lot more in to make up for lost time and you'll miss out on the effects of potential compound growth.

Compound growth, eh?
It all sounds a bit complicated and we won't go into the formula of how it's worked out, but put simply, compound growth is the force that can help grow your pension fund. Think of it as growth on the growth that helps savings grow at a faster rate than simple growth.

Be aware though, your pension fund can also fall in value, meaning you'll have less to work with to provide you with benefits in retirement.

Don't delay
So, delay saving in a pension and you may miss out on the effects of compound growth, it will cost you more to build a decent sized pension pot and you won't benefit from tax relief and any payments your employer might make.

Need we say more?

2. Not saving enough
Well you're not alone on that front. According to Money Advice Service "more than half of people in the UK either aren't saving at all for their retirement or they aren't saving nearly enough to give them the standard of living they hope for when they retire."

But how much is enough? Well it depends on what you want in retirement and what other savings you've got squirrelled away. To get an idea of how much you might need and how much you might get, speak to your 2plan wealth management Independent Financial Adviser (IFA).

Remember, your pension fund can also fall in value, meaning you'll have less to work with to provide you with benefits in retirement.

3. Thinking your home is your pension
Come retirement, you may find yourself in the lucky position of living in a mortgage-free house that's too big for you. You might be thinking about selling up to buy something smaller and using the equity released from the sale of your house to fund your retirement.

But your home is for living in. Should it really be your retirement fund as well as your castle?

For a start, you may not be ready to sell up – and even if you are, it could take time to find a buyer at the price you need. Then there are the moving and legal costs.

We don't really need to tell you all this. It's common sense. But do ask yourself this: might it be sensible to save now so you can enjoy your retirement in the comfort of your own home, with your friends and neighbours around you?

4. Opting out of your employer's pension
Did you know that if you opt out of your employer's pension scheme, you could also be waving goodbye to potentially thousands of pounds?

That's because when you pay in, your employer will usually pay in too – as long as you're still employed there. And they might match your payments, so the more you pay in, the more they might pay in too – check your pension plan documents to find out what your employer will pay.

So before you opt out, can you really afford to say 'no' to this extra money?

5. Not keeping track of your pensions
It's question time. Here's your starter for ten:

- Do you know how much your pension is worth?
- Do you know how many pensions you have or where they are?
- How about the type of funds they're invested in or how much risk is involved?

If you passed on any of these questions, it's time to take stock and review your pension. A good rule of thumb is to check your pension savings at least once a year, or more if things change in your life.

Find out if your pension is on track to give you a retirement you'll love by speaking to your 2plan wealth management IFA.

6. Paying too much in charges
High pension charges can eat away at your pension pot. But good news! Today's pension plans typically have much lower charges than older ones.

In fact, according to a 2014 report, average pension scheme charges over the ten years studied decreased by 30%.
So, as a rule of thumb, if you have a pension plan taken out before 2001, it's possible you're paying higher charges than you need to (check your statement to see what you're paying).

But there is something you can do. It may be possible to transfer your pension to one with lower charges, saving you money which means you could get more back when you retire.

How good is that!

Article written by Zurich.

Time is running out

Trying to find a decent rate of return with no risk is a conundrum facing many retirees in today's low interest economy.

With savings interest rates at virtually zero percent, the search for something that can offer reasonable value in the form of an open-ended arrangement and with cast-iron guarantees is a tough challenge. Add to this the amount of choice now available for what to do with retirement savings, trying to generate an income in a safe way is quite daunting.

However, there is a state pension top up scheme for providing additional income at rates far higher than any savings accounts or most annuities, and is available to anyone who has reached state pension age at the moment…but…time is running out to take advantage of the offer.

Now, let's be honest, any mention of state pension and government schemes is likely to make most people's eyes glaze over and turn the page, but this is one of those occasions where, if you qualify, it's a deal that's too good to miss.

What we're talking about is 'Voluntary National Insurance Class 3A contributions'. Not a snappy title admittedly, and quite possibly one of the best kept secrets out there.

How does it work?

Firstly you need to be entitled to a state pension, and have reached your state pension age before 6th April 2016. So this means men born before 6th April 1951, and women born before 6th April 1953.

The idea is that the government are allowing those eligible people to 'top up' their additional state pension income, but at preferential rates.

It works by purchasing extra state pension income, from £1 up to £25 per week using a lump sum of money. The rate that you would receive depends on your age, and is higher the older you are. This is worth bearing in mind for timing your purchase if you are about to have a birthday. The table on the right shows what rates are available.

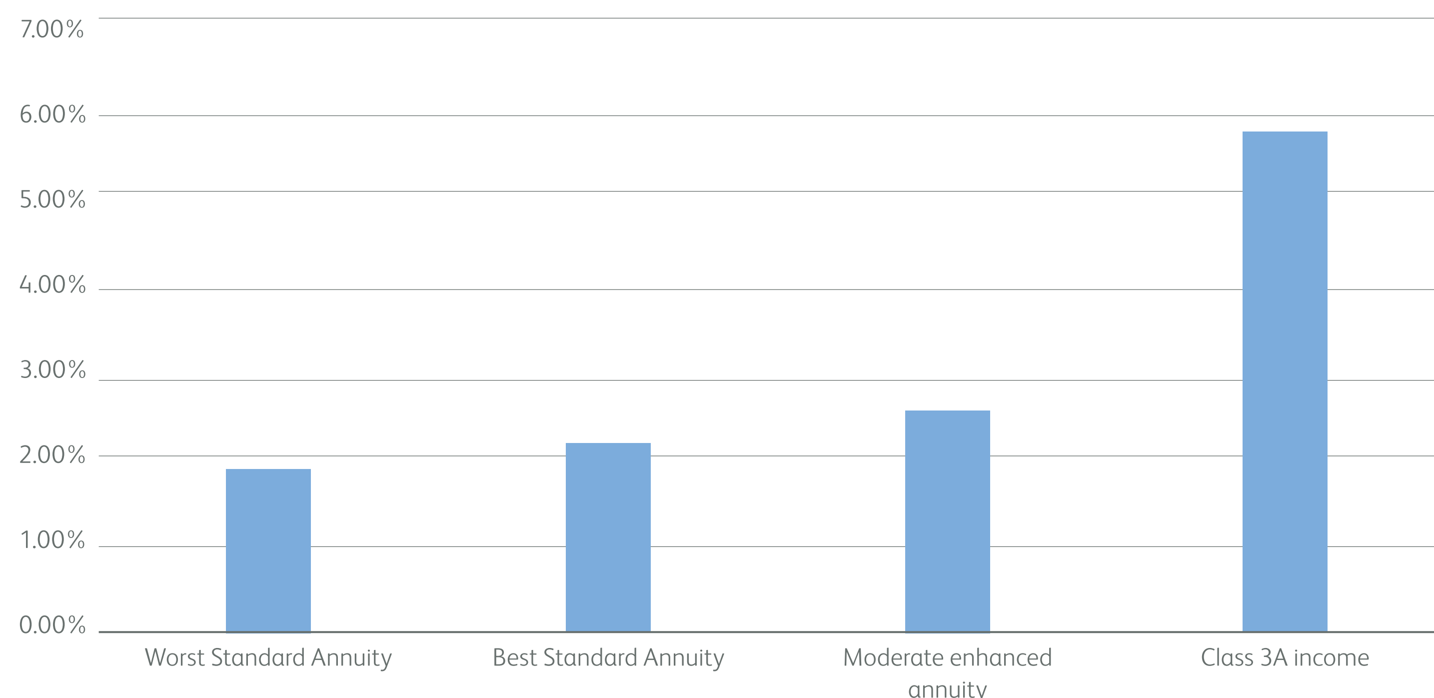
To calculate how much it would cost, firstly find your age on the table, then multiply the amount of income you require by the 'rate per £1'. So for example, a 65 year old buying £15 of additional income per week would be: £15 x £890 = £13,350.

The natural question is how this compares with what is out there on the market. In the example of the 65 year old, the equivalent rate is 5.84%, which is fairly safe to say will beat anything held in cash at the moment.

Age	Rate per £1 unit	EAR %
63*	£934	5.57%
64*	£913	5.70%
65	£890	5.84%
66	£871	5.97%
67	£847	6.14%
68	£827	6.29%
69	£801	6.49%
70	£779	6.68%
71	£761	6.83%
72	£738	7.05%
73	£719	7.23%
74	£694	7.49%
75	£674	7.72%
76	£646	8.05%
77	£625	8.32%
78	£596	8.72%
79	£574	9.06%
80	£544	9.56%
81	£514	10.12%
82	£484	10.74%
83	£454	11.45%
84	£424	12.26%
85	£394	13.20%
86	£366	14.21%
87	£339	15.34%
88	£314	16.56%
89	£291	17.87%
90	£270	19.26%
91	£251	20.72%
92	£232	22.41%
93	£216	24.07%
94	£200	26.00%
95	£185	28.11%
96	£172	30.23%
97	£159	32.70%
98	£148	35.14%
99	£137	37.96%
100	£127	40.94%

*Women only.
EAR = Equivalent annuity rate based on annualised amount of £52 worth of pension units

However, comparing this to the current best and worst standard annuity rates as well as an underwritten enhanced annuity will help if we provide some context:



Based on: £50K purchase price, RH2 7RT post code, RPI escalation, 10 year guaranteed period, paid monthly in arrears without proportion, 50% spouse's pension for a currently healthy spouse 3 years younger. Enhanced basis: Diabetes Type 2 diagnosed 5 years ago, supplied HbA1c readings takes 1 med daily, 20 units of alcohol weekly. All quotes 16/9/2016

Now, it should be pointed out that there are several options that have been deliberately included on the annuities which affects the rate offered.

These have been based on a joint life (a 65 year old with a 62 year old spouse), with 50% of the income continuing in the event of the death, as well as including RPI inflation proofing. These are valuable options to include, but do come at a cost of a reduced income when compared to a single life annuity with no added options.

The reason for doing this is that the Class 3A income also comes with a similar set up, so it is inflation proofed (with the Consumer Price index, the annuities are based on the Retail Price Index which is higher), and the spouse would receive no less than 50% of a continuing income in the event of death.

Now the value of this scheme starts to make sense, and shows how good the rate is by comparison. To top things off, even if you buy this now you can still defer actually taking the income, which still attracts the pre-April 2016 interest rate of 10.4%.

This is still understandably a large sum of money for anyone to invest in exchange for an income, so it's worth remembering that, like an annuity, this state pension top up provides a guaranteed income for life, no matter how long that is. According to the Office of National Statistics, a 65 year old male's average life expectancy is age 86, so a further 21 years. This means that in our previous example, the £13,350 investment to buy £15 per week of income would actually return £16,380 of cumulative income if they lived to their life expectancy.

This is an advantage for women, who tend to live longer on average. In this case, a 65 year old woman has an average life expectancy of 89, which would result in £18,720 worth of cumulative income if they lived to this age.

What's the catch?

As mentioned previously, you have to have already reached state pension age, plus there is also a maximum amount of £25 per week of income that you can buy. And the income will also be subject to income tax, which should be factored into any financial planning.

Conclusion

Now that pension freedoms are firmly in place, the sheer amount of choice for retirees can be overwhelming, and it can be easy to overlook some of the simpler and more straightforward offers that are available.

Even if you are a seasoned investor, or just simply looking for a safe bet, it is worth considering this state pension top up, as rates like this don't come along every day.

However….the deadline is the 5th April 2017, which is going to come round far too quickly! So don't put it off for a rainy day. If this is something that you are interested in, look into it today, or speak to your 2plan wealth management Independent Financial Adviser.

Article written by Tony Clark, Proposition Marketing Manager – Just Retirement.

Planning for long term care

Research shows that one in four people are likely to need long term care at some stage in their lives and with the UK becoming an increasingly aging population the likelihood is that there will be even more individuals needing some help with their care or becoming carers for their loved ones.

You can never know for sure if you will need long-term care. Maybe you will never need it. But an unexpected accident, illness, or injury can change your needs, sometimes suddenly.

What isn't always clear though is how much support the local authority and the NHS will be able to offer to provide the kind of care you may want for yourself or a loved one.

Currently around 4 million older people, nearly half of those aged over 65 in England, have care needs, which includes the cost of paying someone to help in the home or moving into a residential or nursing home.

And a recent study from Citizens Advice showed that three in five people who have taken money out of their retirement savings under the pension freedoms have not planned for how they would meet any future care costs.

The survey also showed that only 16% of people who have accessed their pension since freedoms were introduced in April 2015 have budgeted for care costs that they may face as they grow older, with a further 23% stating that they have given some thought to this and have a backup plan, such as equity release or selling their home.

Of those who don't have a plan for paying for future care costs, the survey found that:

- 1 in 10 (10%) would rely on others, such as family or the government.
- Almost 1 in 3 (29%) said they have thought about future care costs but have no plan about how to meet them.
- 3 in 5 (60%) say they have thought about future costs but have no plan about how to meet these.

Gillian Guy, Chief Executive of Citizens Advice, said:

"Care costs can be a heavy financial burden that many people are unprepared for.

"It is unsurprising that many people in their fifties are not thinking about how they will pay for care costs when the need for this could be 10, 20 or even 30 years away. But this issue does need some attention, otherwise people risk dipping into their pension now only to find they need some of the money later."

If you wish to discuss the options available to you to help fund and plan for long term care needs contact your 2plan wealth management Independent Financial Adviser.

If you would like to discuss any of these topics in more detail, please feel free to contact me to make an appointment. If you have friends, family members or colleagues who you think would be interested in these topics, please pass this newsletter to them.

safety in numbers
2plan.com

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