

RETIREMENT INCOME: YOU GOTTA SHOP AROUND!



Getting a guaranteed income for life should be part of your plans for retirement, but it is crucial you shop around before making any decisions. Here's why:

Many companies will pay you a higher income based on your health and lifestyle

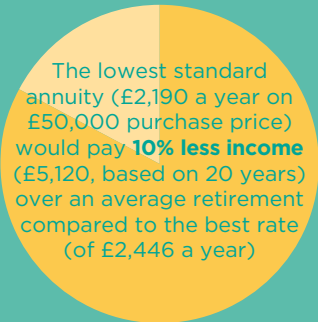
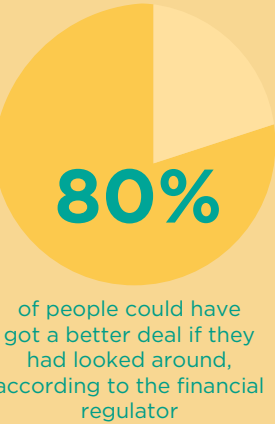
The difference between **best and worst** rates in the open market ranges between **10%-25%**

There are large variations in rates between providers which means getting independent advice and **shopping around** are important

People can retain flexibility through phased annuity purchase using **'retirement accounts'**

The need to shop around before buying an annuity has never been greater, according to provider **Retirement Advantage**

Yet stats from the financial regulator show **64% of people** who bought an annuity between July and September last year **stayed with their original provider**



Retirement Advantage's tips for retirement income:

Always shop around for the best annuity rate (as well as the right guarantees)

Always tell your pension company if you have a health or lifestyle condition, for example diabetes or if you smoke. You will likely qualify for a higher income (through an enhanced/impaired annuity)

Get professional financial advice. The adviser will ensure you have the most appropriate annuity (or combination of annuity and drawdown) for your individual circumstances, as well as the most competitive rate

Often people don't think they qualify for an enhanced rate (often because of the questions asked), so getting advice, and ideally **a phone interview with the annuity provider**, can improve the annuity rate

Think about buying annuities in stages, rather than banking all your money on the rate available on one particular day. New retirement accounts have the flexibility to do this

The **Retirement Account** from **Retirement Advantage** was designed to meet the challenge of the pension freedoms. The **Retirement Account** combines an annuity providing the certainty of income with drawdown and a cash account for flexibility and access, all within one easily managed product wrapper.

Talk to your adviser about your options