

# Pre-retirement planner of the year

## BACKGROUND

Charles (aged 55) and Jennifer (aged 45) have been married for 15 years. Both were married previously but there are no children from those previous relationships. Charles and Jennifer have two children, Ian aged 12 and Robert aged 14. All are in good health. Charles is a senior manager at the local branch of a large chain of supermarkets. He earns £60,000pa gross. Jennifer is employed by the local private school and works in the kitchens cooking meals for the children. She earns £15,000pa gross and only works during term-time. Both pay 5% of their salaries into personal pension schemes, the contributions both being matched by their respective employers. Charles's pension is valued at £220,000 and Jennifer's pension is worth £85,000. They jointly own their own home worth £500,000 with a repayment mortgage of £100,000 outstanding. The mortgage costs £350pm and is on a 3.69% variable rate with ten years left to run. They have a joint life first death level term assurance policy which will pay £150,000 and runs for the next eight years. The policy costs £20pm. Their current expenditure is only £100pm less than their total net income after deducting pensions, insurance policy and mortgage costs. They describe themselves as moderate investors and understand the basics of how equities work. They have not made wills.

## PROBLEM

Their expenditure is only just being covered by their incomes and they anticipate the school fees to increase by 5% each year so shortly they will not be able to afford them. However, Jennifer has just received a £50,000 cash inheritance from a beloved aunt who passed away in January. The couple would like to use this money to guarantee that the future school fees will be met. They currently cost £4,000 per term per child (three terms in a year). They have made no allowance for university fees should the boys wish to go; however, they will do what they can to help with the costs if the need arises in the future. The couple would also like to plan for their own retirement. Charles intends to retire when he reaches 65 and Jennifer will retire at the same time. They are happy to sell their house and downsize if necessary but only when the boys finish school at age 18.

## ADVICE

Charles and Jennifer would like you to analyse their circumstances with a view to meeting their objectives. In all circumstances they wish to maintain their current standard of living. The boys' education is the most important objective and must come first, before any retirement planning. You should analyse their attitude to risk in comparison to their existing assets and objectives and state the best way that their objectives can be achieved. If there are any assumptions that you need to make, then state and clearly explain them and the reasons why you have used them. If there are any other observations or comments you would like to make about the impact of these objectives on other aspects of their lives, then please do so.

£500  
First prize

£200  
Runner up

Your answers should be no more than 2,500 words. Please ensure that you state the number of words used for each case study entry.

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# Rules

The Financial Planner of the Year Awards are open to all financial advisers, including IFAs, whole-of-market advisers, multi-tied advisers, financial planners and paraplanners. You may enter as many categories as you wish, or just the one/s that most closely reflect your own area/s of specialisation.

- Individual case study entries should be **no more than 2,500 words. This word count is inclusive of any or all appendices.** Although this may not seem many, entries do not need to include all the caveats and other support material that advisers normally send to clients when making recommendations. 2,500 words are therefore sufficient to answer the requirements of each case study, especially if you use bullet points to summarise points. **Any appendices attached to entries** will be automatically detached before onward transmission to the judges if they bring the word count to more than 2,500 in total.
- Entrants for the Overall Financial Planner of the Year Award must present at least three individual case study entries. If you enter more than three, your three highest scoring entries will go forward for consideration for the Overall Award.
- Your entry must be accompanied by an entry form. Photocopies of the entry form are perfectly acceptable.
- All entries must be typed on plain A4 paper with **no entrant identification.**
- Each case study should be started on a separate sheet of paper. At the end of each entry you must also state the total number of words used.
- Entries should be posted to the address shown on the entry form; faxed entries will not be accepted. Alternatively, you may email your entry as a Word document to [MMAwards@ft.com](mailto:MMAwards@ft.com). A copy of the entry form is shown on [www.MMAwards.co.uk](http://www.MMAwards.co.uk) and should be completed and sent with your email entry.
- All shortlisted entrants will be either winners or runners up. Shortlisted entrants will be required to attend an interview in London at the beginning of October 2012 to present their case studies. Category winners' case studies will be posted on the Money Management website after the awards ceremony.
- After the awards ceremony, case studies will be passed to the IFP for use in training. These will remain anonymous. Please state in your application form if you object to this.
- The judges' decision is final and no correspondence will be entered into.
- Your entry must be entirely your own work.

# Entry form

Please tick the category/ies that you have entered

**Overall Award – Financial Planner of the Year**

- Case Study 1 – Wraps and platform planner of the year
- Case Study 2 – Investment company planner of the year
- Case Study 3 – Inheritance tax planner of the year
- Case Study 4 – Investment planner of the year
- Case Study 5 – Equity release planner of the year
- Case Study 6 – Retirement planner of the year
- Case Study 7 – Pre-retirement planner of the year
- Case Study 8 – Protection planner of the year

Your name: \_\_\_\_\_

Your job title: \_\_\_\_\_

Company's name: \_\_\_\_\_

Address for correspondence: \_\_\_\_\_

\_\_\_\_\_

\_\_\_\_\_

Postcode: \_\_\_\_\_

Email: \_\_\_\_\_

Daytime telephone number: \_\_\_\_\_

**Closing date for entries: Monday 3rd September**

Send your completed entries to:

**By post: Jon Cudby, Editor, Money Management Magazine, One Southwark Bridge, London SE1 9HL.**

**By email: [MMAwards@ft.com](mailto:MMAwards@ft.com)**

Email entries should be submitted as word documents and must be accompanied by a completed entry form, which you will find on [www.MMAwards.co.uk](http://www.MMAwards.co.uk)

**Online at our website: [www.ftadviser.com/mmawards](http://www.ftadviser.com/mmawards)**

Sponsor of the overall winner category:



All entrants will receive an acknowledgement of receipt e-mail.

All entries, once submitted, will be the property of Money Management magazine and will be treated in strictest confidence. The information that you provide will be held on our database and may be used to keep you informed of our and our associated companies' products and for selected third party mailing.

Please tick here if you do not wish the IFP to receive your anonymous case studies