

Retirement Attitude Questionnaire (SQ2B)

Client(s) Name:	
Date:	

Previous Occupational Pension Investment Options

This section of the supplementary questionnaire is intended to establish your attitude to risk and how much importance you are placing on the benefits provided by your ex-employer's pension scheme.

1. Security of Pension Funds		2. Percentage of Benefits	
The benefits of a pension fund are under trust and are not held in your ex-employer's bank account	Tick one box	Most people anticipate that they need to work for a full 40 years to achieve the maximum level of pension benefit. Bearing this in mind, how do you consider the benefits under discussion?	Tick one box
1. I wish to break all ties with my ex-employer and would prefer to move my funds to an individual plan, which is under my control.		1. A major proportion of my pension funding.	
2. I left my previous employer on good terms and have no reason to question the security of the company or the manner in which the pension fund is being run.		2. A significant portion of my pension benefits.	
3. I have serious concerns regarding the financial stability of my ex-employer and do not wish to retain my benefits under their control.		3. These benefits do not represent a significant proportion of my potential pension at retirement.	
4. Whilst I was made redundant, I have no reason to question the financial stability of my ex-employer and do not mind whether my benefits remain under their control or not.		4. An insignificant part of my overall potential pension.	
5. I wish my ex-employer to retain full control over my pension funds.			
6. OR a summary of my feelings:		5. OR a summary of my feelings:	
3. Lump Sum Death Benefits before Retirement.		4. Spouse's and dependant children's pensions	
It is recognised that, apart from cover for mortgages and loans, the majority of people in the UK do not have significant life assurance cover. If you were to die before retirement, would a lump sum death benefit be an important consideration for your dependants you leave behind?	Tick one box	Company pension schemes normally provide a spouse's pension which is payable after your death. However, if you do not anticipate being married during retirement or feel that your spouse already has an ample pension funding; it may be possible to exchange the Spouse's pension for an increased pension during your lifetime.	Tick one box
1. I have no dependants and therefore a lump sum on my death is not important.		1. I wish to maximise the benefits payable to me during my lifetime as my spouse has significant pension benefits in his/her own right.	
2. My dependants will receive significant sums upon my death and whilst a greater amount might be beneficial, it is not an absolute priority for me.		2. I wish to maximise the benefits payable to me during my lifetime, as I do not think I will be married when I retire	
3. I have very little life assurance cover and my dependants could do with extra sums if they can be made available.		3. I would like the flexibility at retirement to control the way benefits are paid and wish to have the flexibility to decide depending upon my circumstances at the time.	
4. Because of health worries, I might have difficulty in arranging life assurance cover and additional benefits are of interest to me.		4. The spouse's pension benefits under the ex-employers scheme are most important to me and I feel that these should continue both before and after retirement.	
5. OR a summary of my feelings:		5. OR a summary of my feelings:	

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5. Cash Sums at Retirement		6. Retiring Early	
Most pension schemes allow the option for you to exchange part of your annual pension for a tax-free lump sum and a reduced annual pension. Pension payments are taxable, whilst the lump sum is tax-free. It is often in your best interests to take the maximum lump sum and invest this to provide an additional income.	Tick one box	It might be possible to take your benefits early; however, this would ultimately reduce the pension payable to you.	Tick one box
1. I require the maximum possible lump sum upon retirement.		1. I do not consider that I will ever be able to afford to retire early if my benefits are reduced.	
2. Whilst a higher lump sum would be nice, it is not a priority for me.		2. I anticipate retiring early and am happy to accept a lower pension.	
3. I have no need to maximise the lump sum available to me upon retirement.		3. I do not think that I will be able to afford to retire early but would like the option of flexibility in case my circumstances change in the future.	
		4. I would like to risk some benefits in the hope of good returns and the prospect of retiring early.	
4. OR a summary of my feelings:		5. OR a summary of my feelings:	

7. Attitude to Investment Risk	
1. You are happy to accept a greater degree of risk in exchange for the possibility of higher pension in retirement.	
2. You do not mind a reasonable degree of risk in the hope that your benefits could be higher in retirement.	
3. You do not consider it appropriate to expose yourself to anything other than a minimal amount of risk in the hope of increasing your pension benefits.	
4. You require no risk and maximum guarantees.	
5. Or a summary of my feelings:	

8. Priorities

Please indicate which of the following headings is of the highest priority to you by numbering them from 1 to 6 (1 should represent the most important feature and 6 should be the least important to you).

A To increase my pension.		D Lump sum benefits upon my death before retirement.	
B The security of my pension fund.		E Tax free lump sums at retirement.	
C Provision for a spouse's and dependant's pension.		F The ability to retire early.	

Notes: