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# Make a better later life possible

Supporting your colleagues as they move towards retirement is an important way to show that you value and care about them.

If you're looking to broaden your employee benefits offering for those later in their career, discover how Destination Retirement can transform the way your people can get the financial advice they deserve.



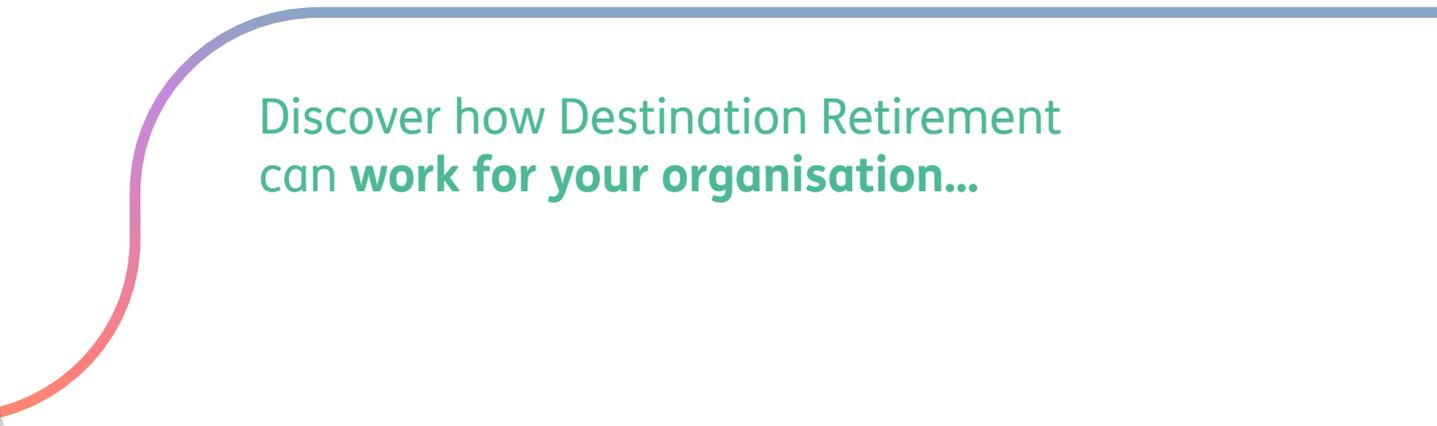
# Together, we can make it happen

Until now, quality financial advice has felt unattainable for so many, too costly and complex. But you have the chance to offer your colleagues a solution that helps them plan for a better later life.

Leveraging the latest technology, powered by consumer insight and intellectual property we've gained from years of experience in UK retirement markets, Destination Retirement provides impartial and professional advice to help people get the most from their pensions, savings and investments.

It's a simple, affordable service that puts your people in control of their work-free future like never before. It helps them make smart choices, can provide peace of mind and shows them how their money could go further in retirement. Just as importantly, it can enhance their sense of wellbeing, so they can make the most of their remaining time at work.

Destination Retirement gives everyone approaching retirement the chance to live the later life they want and deserve. And together, we can make it happen.



Discover how Destination Retirement  
can **work for your organisation...**

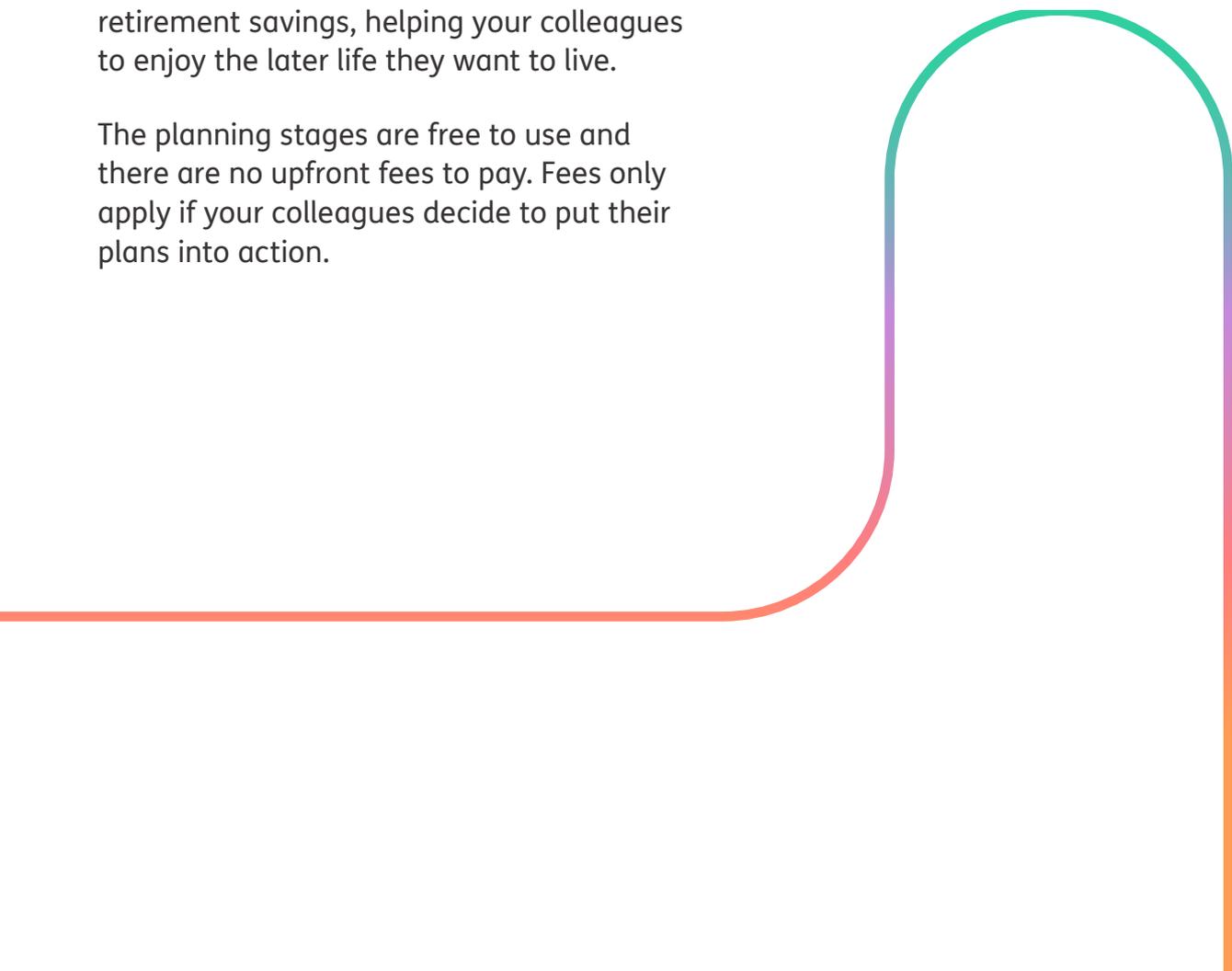
# Personalised retirement plans for **your people**

To see **just how beneficial Destination Retirement can be to your organisation**, and how empowering it can be for your colleagues considering the transition towards retirement, here's an overview of how it works.

In short, Destination Retirement is an automated retirement advice service that provides fully regulated initial and ongoing advice.

But best of all, it puts together detailed personalised retirement plans that help get the most out of people's hard-earned retirement savings, helping your colleagues to enjoy the later life they want to live.

The planning stages are free to use and there are no upfront fees to pay. Fees only apply if your colleagues decide to put their plans into action.





# 5 simple steps to a personalised retirement plan

By breaking down the planning process into five simple stages – **Think, Plan, Find, Buy and Review** – people can move forward one step at a time and at their own pace.

Here's how Destination Retirement helps people put together their own retirement plan, **step-by-step**:

1

## Think

When it comes to planning for retirement, many people don't know where to start. So Destination Retirement starts by helping them through the most important areas to consider.

2

## Plan

Everyone's wants and needs are unique. Which is why your colleagues are asked to consider the future they would like, and to identify and prioritise what they'd like to spend their money on in retirement.

Next, they'll need to securely add details of their pensions, savings, investments and any other sources of income. Those putting plans in place with a spouse or partner will need to add the same information for them too.

Destination Retirement then creates a personalised plan for each individual that shows whether they can meet all of their objectives with the resources they have. They can change their information as many times and as often as they like to see what impact it will have on their plan.

'Think' and 'Plan' can be used by anybody aged 40 and above. They're designed to be used and dipped into as frequently as an individual wishes to in the years leading up to retirement.

3

## Find

Once they have a plan they're happy with, they'll be provided with professional, regulated advice detailing the most suitable financial products to deliver their retirement plan.

The recommendation will often include investment funds held in a combination of a Personal Pension, an Individual Savings Account (ISA) and a General Investment Account (GIA). If it includes a guaranteed income for life solution, fully-underwritten quotes will be obtained from the whole of the open market to secure the very best deal for them.

It's then down to the individual whether or not they put their plan into action.

4

## Buy

If they're happy with our recommendations, we can help them make their plan a reality. It's at this stage that we agree any initial and ongoing fees and charges that will be payable with the individual. Our team of experts will then do all the hard work needed to set up their plan, taking care of the paperwork and liaising with the product providers.

5

## Review

Each year, we'll produce a personalised report to show how their plan is performing compared to what they expected. We'll then let them know whether they need to make any changes to their original plan.

But there's no need for them to wait for their annual review. Destination Retirement allows them to make changes to their plans and to see what impact these will have, whenever they like.

'Find', 'Buy' and 'Review' are the follow-on stages and are suitable for those typically aged 55 and above, and closer to retirement.



# Keeping plans on track

We've designed **Destination Retirement** to support your colleagues long after their plans have been put into action.

By monitoring the performance of their investments for them, we make sure their plan is always up-to-date, so they can take a look any time.

Destination Retirement will automatically alert people of any major changes too, and prompt them if any action is required. So, unless they hear from us, they can be confident that their plan is on track to achieve the retirement they've planned for.



## Annual reviews

Your colleagues will automatically receive an annual review showing the performance of their investments, with details of all income they've received and any withdrawals they've made. They'll be asked if anything has changed, and if so, they can make updates to their plan. We will then update our advice and produce a revised plan.



## Change in circumstances

It's easy for people to make changes to their future spending plans, and receive updated advice. This means they can be confident that if things change, their plan can adapt with them, and it can be updated as many times as required at no extra cost.

Destination Retirement not only helps people plan their journey, but **stay on track too.**

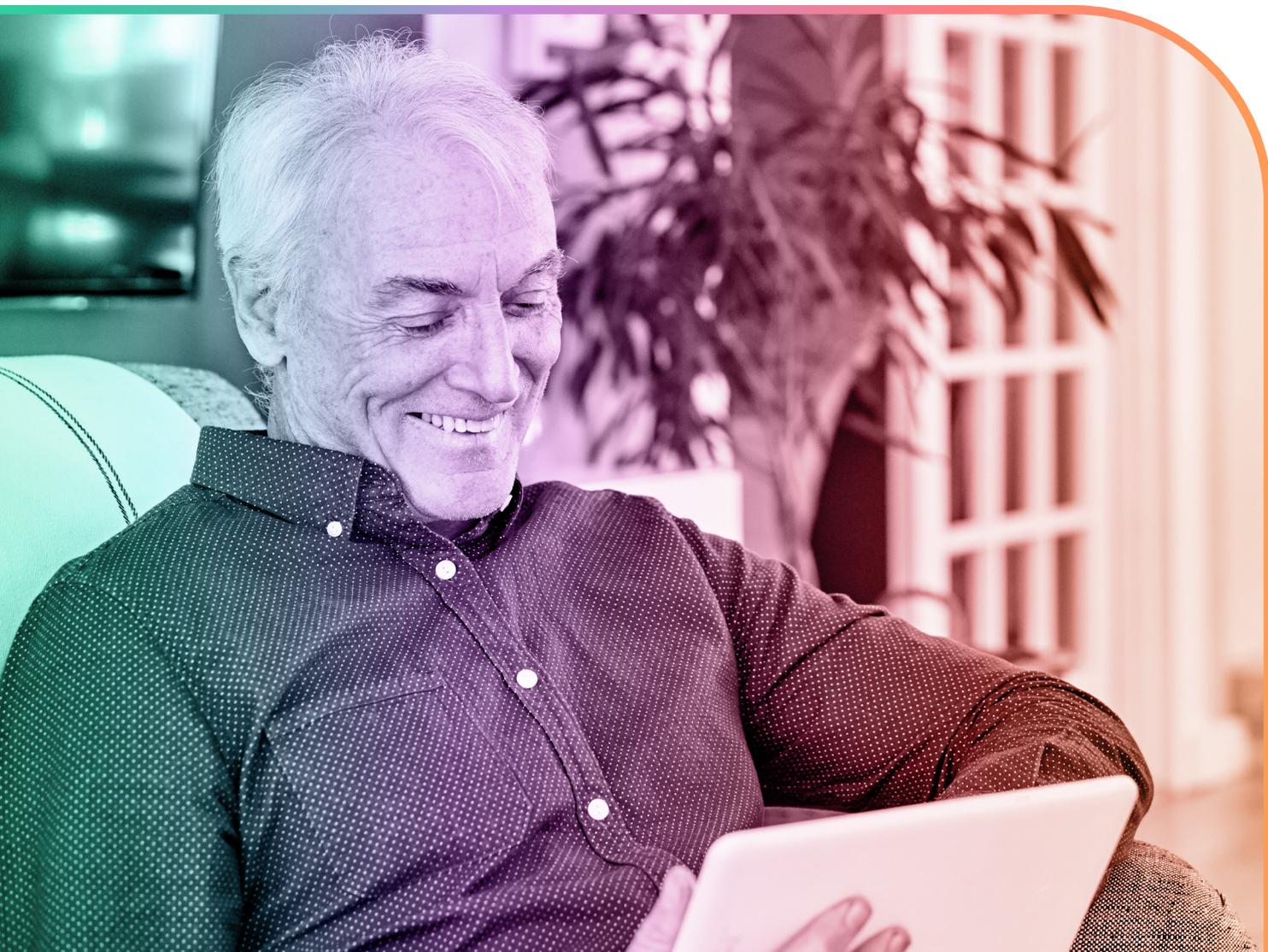
# We make it easy to take control

Through extensive user experience testing, we've made sure Destination Retirement is as easy as possible to use for people with all levels of financial experience.

It gives your colleagues control over their finances and their future by simplifying the complex world of retirement to help ensure no one feels overwhelmed or intimidated.

All information and advice is written in plain English, avoiding jargon wherever possible. But where we do have to use jargon, we always try to explain it.

And if someone needs help at any point, we have a team of retirement specialists on hand to provide assistance by phone, screen-share or webchat.



# Smart advice for confident planning

The best retirement plans offer peace of mind by helping people feel financially secure. They help empower people to have the confidence to enjoy spending their money during retirement.

To achieve this, Destination Retirement gives people control of their finances through quality advice and a personalised plan, designed to help them afford to do the things they want in retirement.

It performs millions of calculations, working out how best to use an individual's retirement savings, to maximise the income they'll receive.

It also works to minimise the amount of income tax they'll pay, making the best possible use of tax-free cash and personal tax allowances. For those planning with their spouse or partner, it'll look at each of their personal tax allowances, finding the best order to use each of their pensions, savings and investments.

By working out how to use retirement savings in the most efficient way, and without paying any more tax than needed, an individual could find themselves with tens of thousands of pounds more to spend over the course of their retirement.

And although some people will still need to adjust their spending plans to match their spending power, Destination Retirement will always do everything it can to help give them the retirement they want.



# Quality, assured

To give you peace of mind that the advice we provide to your colleagues is of the highest standards, we have systems in place that enable us to **deliver robust advice**, and give us the confidence to fully stand behind it.

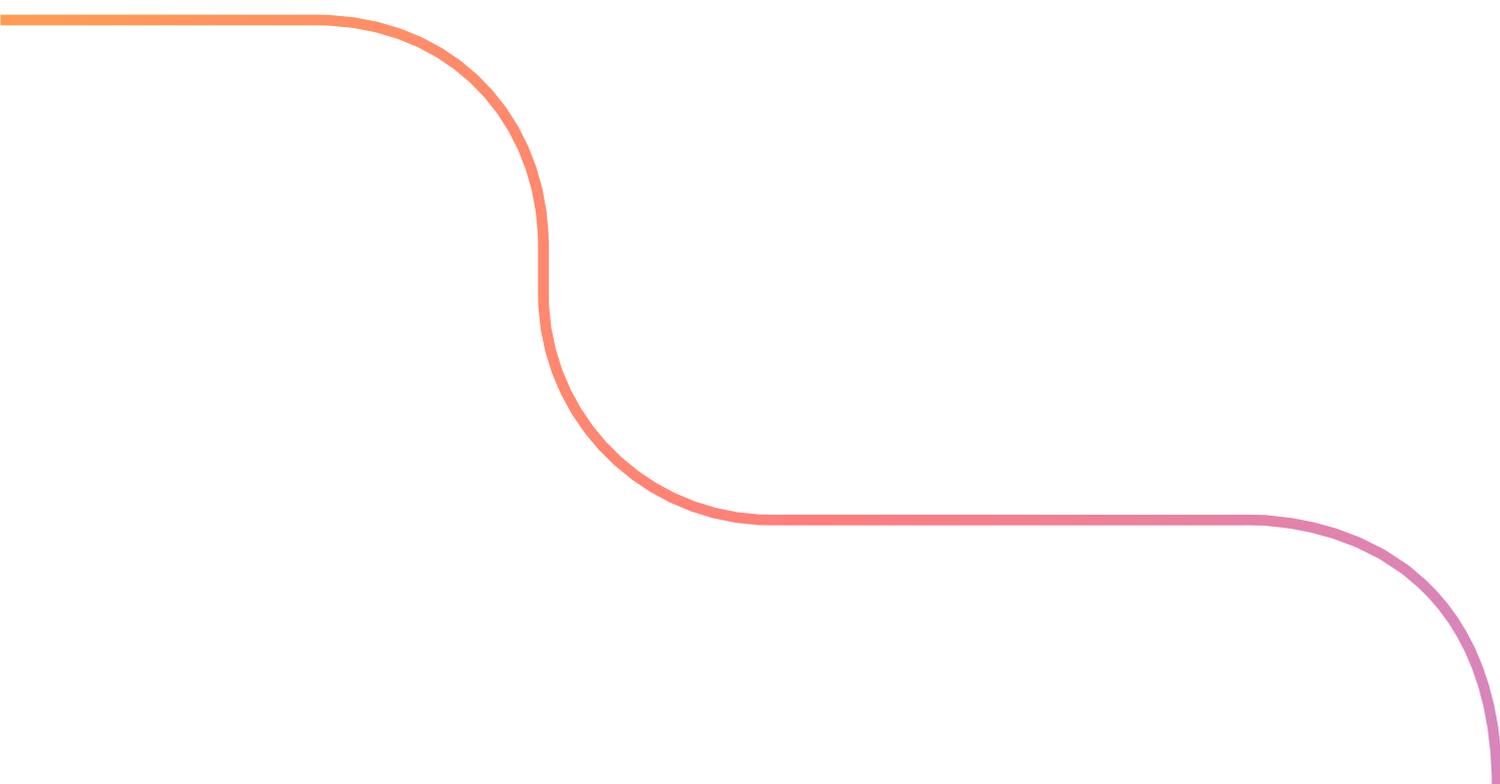
We're authorised to provide regulated advice by the UK's financial watchdog, the Financial Conduct Authority. This means that we're liable for the advice we provide through Destination Retirement and can be held to account for the advice we deliver by a third party, the Financial Ombudsman.

So, should a customer feel we've given bad advice, they have the right to make an official complaint to us and then the Financial Ombudsman. The Ombudsman will complete an independent investigation and make a judgement that we must follow.

Of course, we never want to give anyone bad advice. We have strong advice principles and a clear customer focus, which ensures we give the best possible advice to everyone and have the complete confidence to stand behind it.

What's more, Destination Retirement has been thoroughly stress-tested by our in-house multi-skilled advice team.

All of this means that you can rest assured that Destination Retirement will provide your colleagues with high-quality advice.



# Developed by retirement specialists

To give you peace of mind that Destination Retirement is the **right solution for your organisation**, here's a little more information about the people behind it.

At HUB Financial Solutions, we are retirement specialists. We focus solely on retirement markets, which means we have a deep understanding of the needs and aspirations of customers in later life.

Destination Retirement was developed in-house by our own specialist fintech company. The digital development team is made up of more than 30 colleagues, spread over development, analytical, test, design, user experience and actuarial disciplines. They've been developing market-leading financial technology in the at-retirement space for over 20 years.

Today, our retirement income software is widely used by employee benefits consultants, financial solutions companies and trustees, and we're currently the UK's biggest retirement income broker. And, as you'd expect, it adheres to the very highest security standards, with all data stored privately and securely in the UK.



# Professional deployment

Destination Retirement has been designed to work for a wide range and size of organisations, and to **adapt to work seamlessly** with whatever technology you're using.

Our experienced team at HUB Financial Solutions has completed numerous software and services installations for businesses ranging from small entrepreneurial companies to the largest blue-chip brands. So if you decide that Destination Retirement is the right solution for your organisation and your people, we'll make sure set-up and delivery is seamless.

What's more, we have a dedicated support team on hand to help you with any questions.





# Better retirement planning is in your hands

You have the power to make a better later life possible for your people. To help show them that making decisions about their pensions, savings and investments isn't scary, to empower them to make positive choices and to give them the freedom to transition to life after work.

**If you'd like a demonstration of Destination Retirement, or to find out more about how it could work for your organisation, please get in touch.**



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**For more information about HUB Group and the corporate solutions we offer, please visit our website.**



**hub-group.co.uk**