



Money Matters

Tailor made Seminars for Public Sector Employees



Planning your Finances in Retirement

Warning: The value of your investment may go down as well as up.

Warning: Past performance is not a reliable guide to future performance.

Warning: This product may be affected by changes in currency exchange rates.

Warning: If you invest in this product you may lose some or all of the money you invest.



Retirement Planning

1. Building Blocks of Retirement Plan
- Spend, Save, Invest

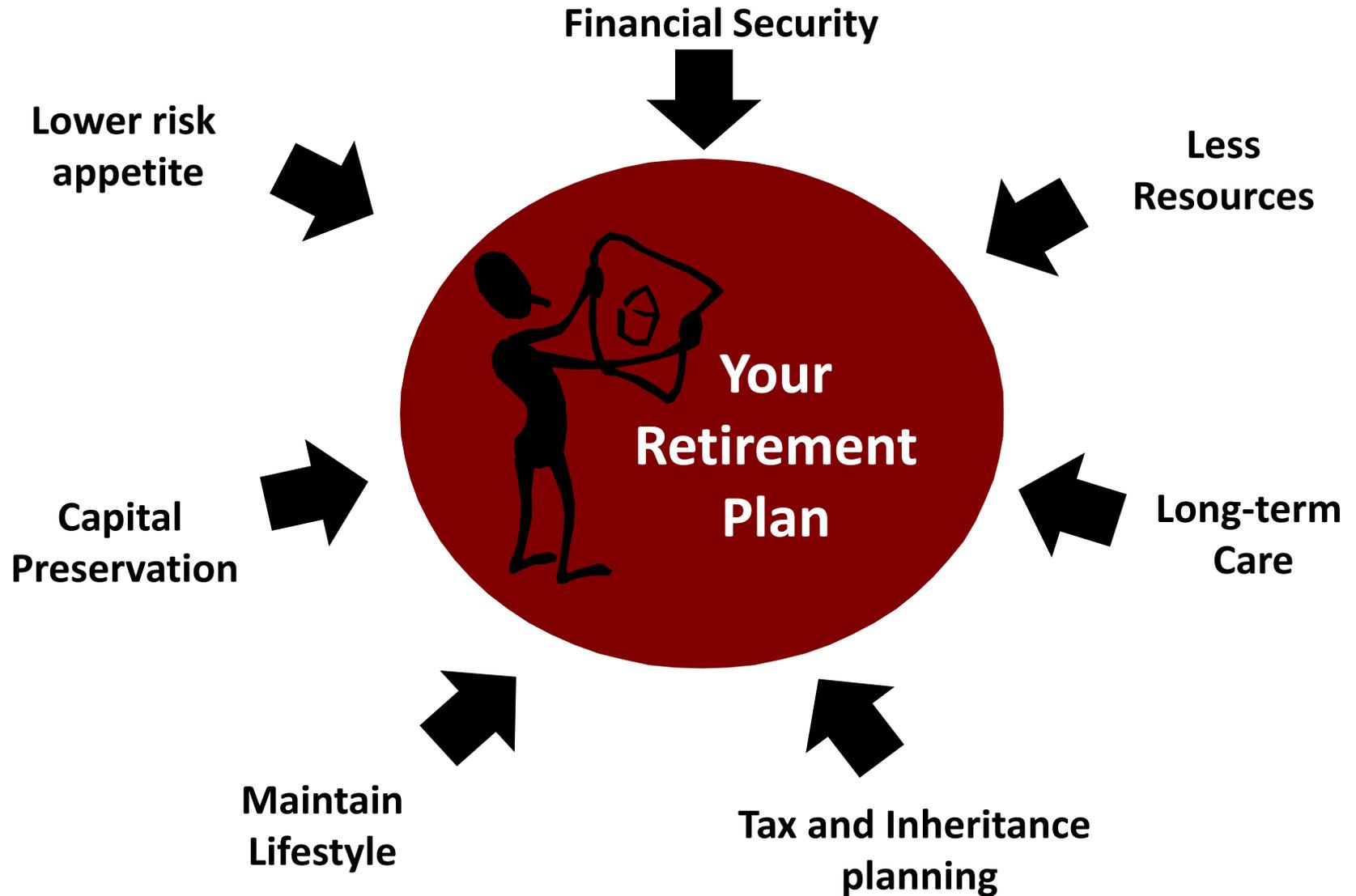
2. The Economic Cycle

3. Understanding Risk

4. Investment Options
- Getting advice

5. Estate Planning.

1. *Building Blocks of your Retirement Plan*



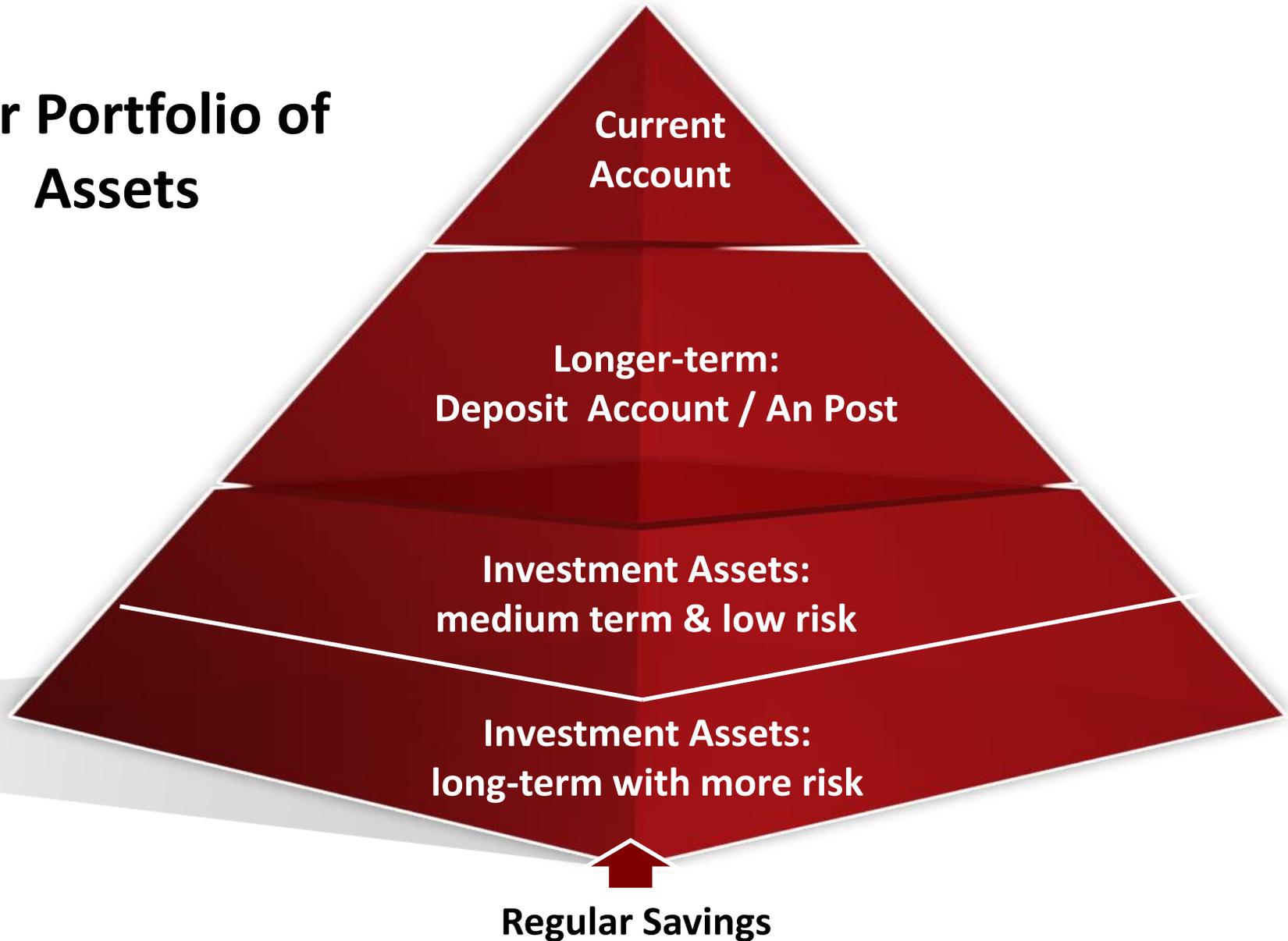


Your Retirement Plan

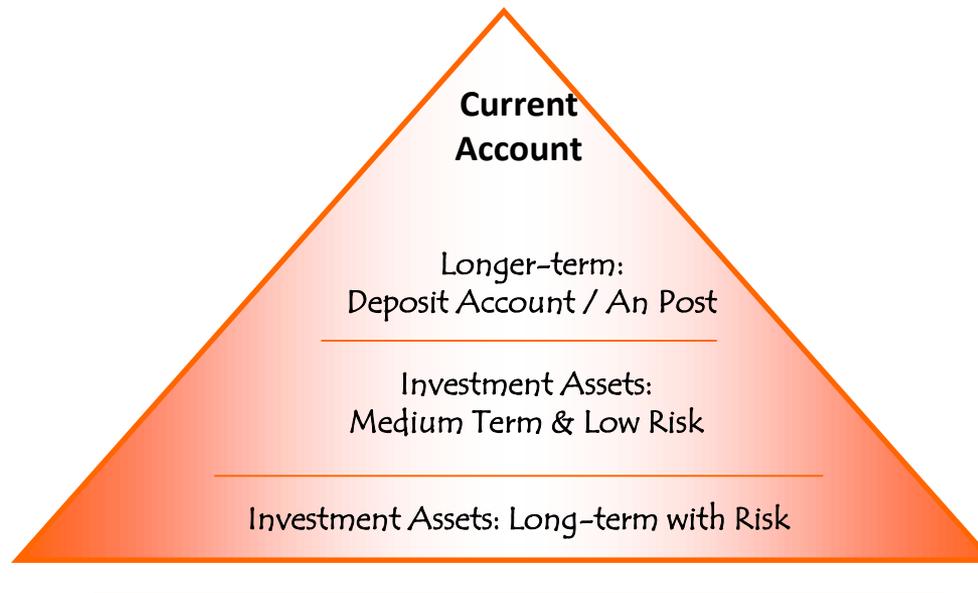
...How would it work?

- ✓ Reviewed / Keep up to date
- ✓ Easy to understand
- ✓ Flexible
- ✓ Meets your changing needs.

Your Portfolio of Assets

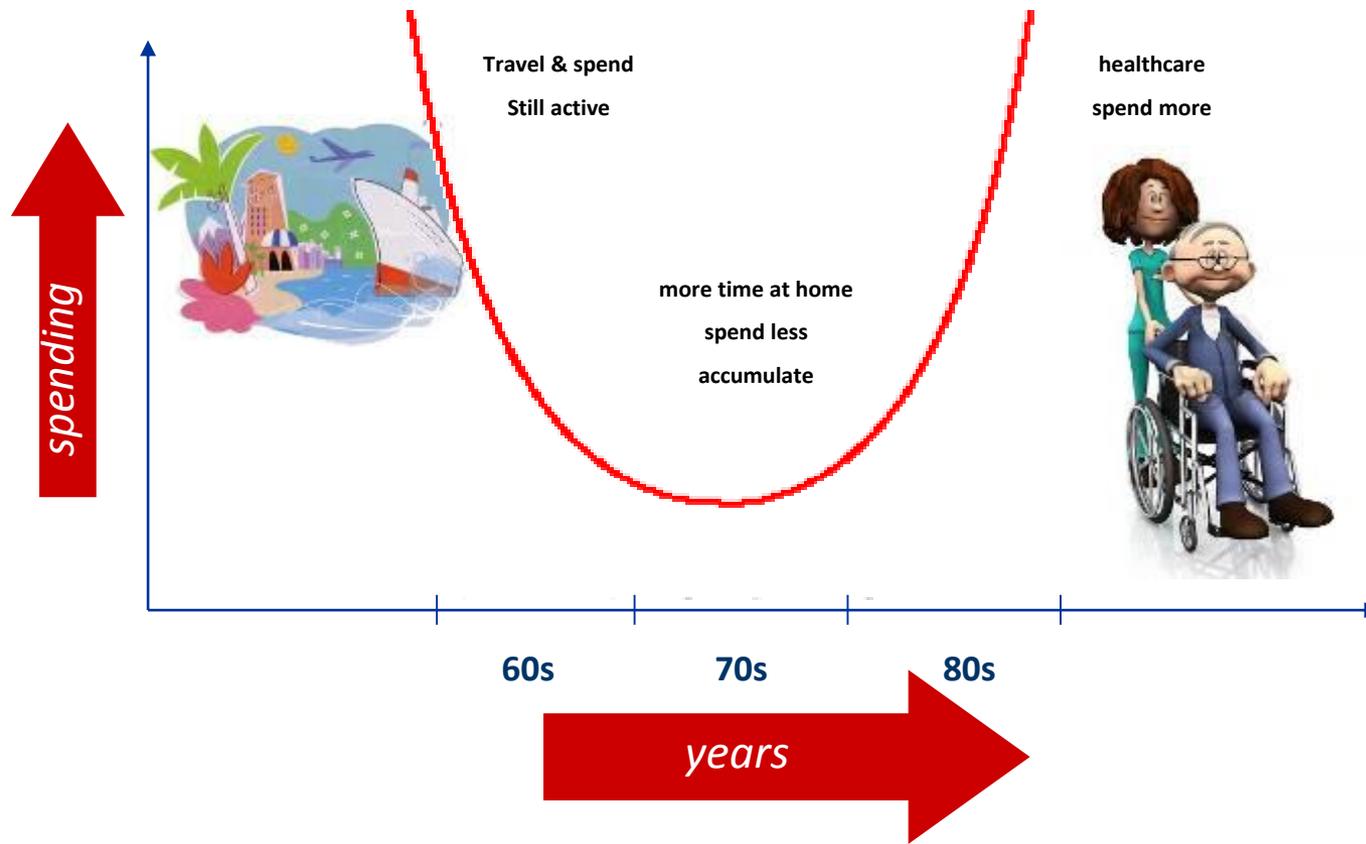


Planning Investments over your entire retirement



People are Living Longer

In retirement, people's spending profile is U-Shaped.



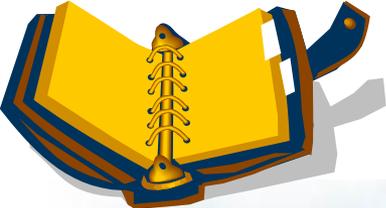
Think Long-Term



Interest Rates have fallen and are losing in real terms.

Other assets have become more attractive for the long-term Investor.

2. *The Economic Cycle*

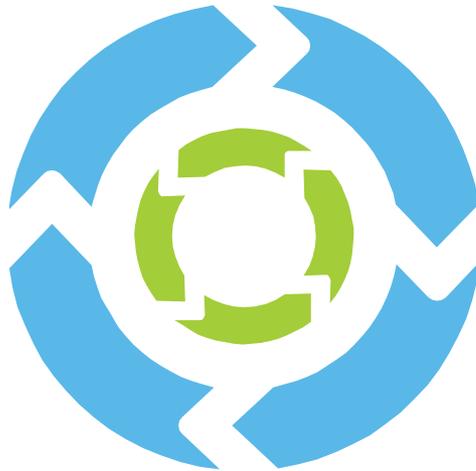


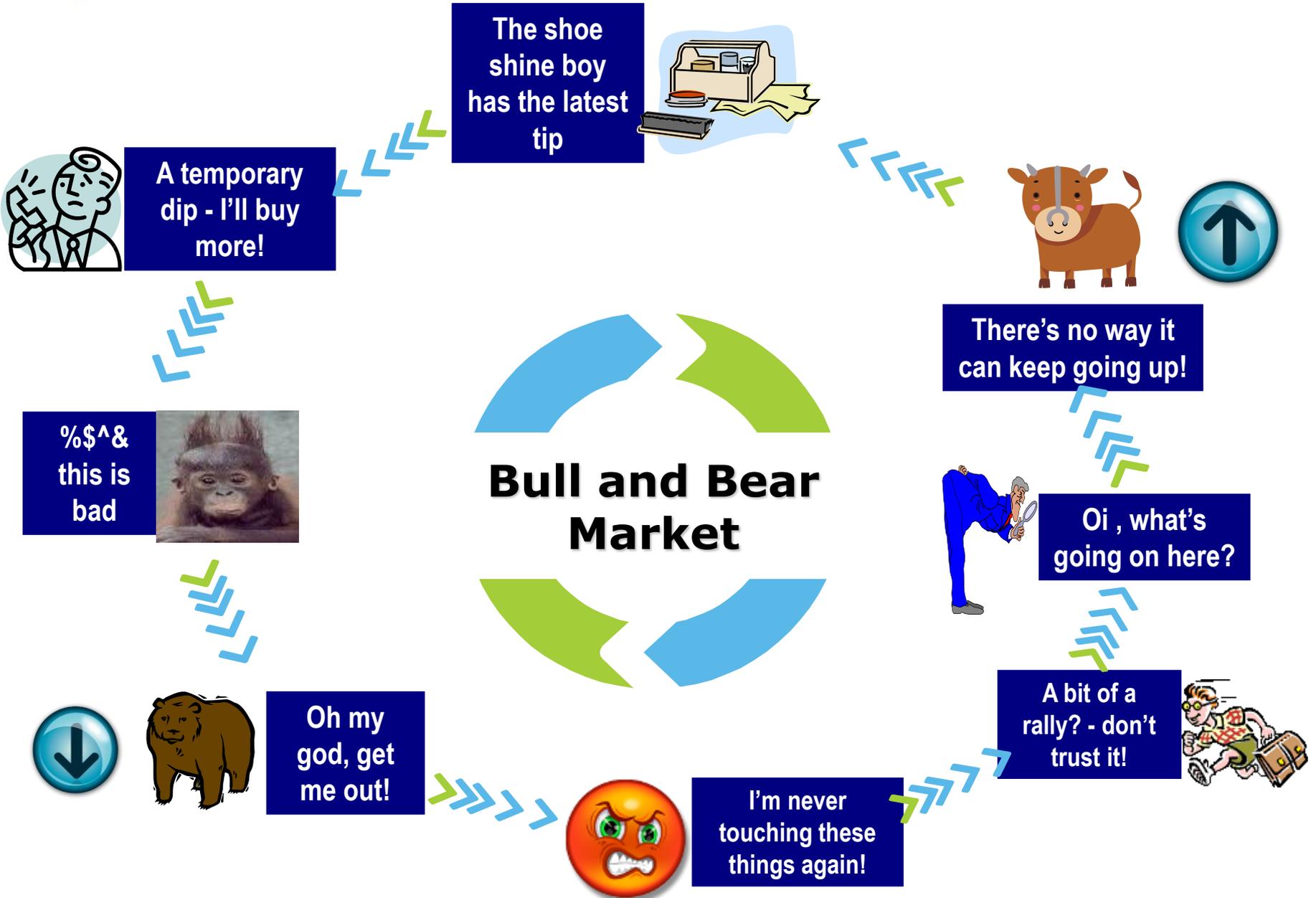
1926 to 2012 annualised returns

Standard and Poors equity index

Year									
1926	11.62	1945	36.44	1964	16.48	1983	22.51	2003	28.68
1927	37.49	1946	-8.07	1965	12.45	1984	6.27	2004	10.88
1928	43.61	1947	5.71	1966	-10.06	1985	32.16	2005	4.91
1929	-8.42	1948	5.50	1967	23.98	1986	18.47	2006	15.80
1930	-24.90	1949	18.79	1968	11.06	1987	5.23	2007	5.49
1931	-43.34	1950	31.71	1969	-8.50	1988	16.81	2008	-38.50
1932	-8.19	1951	24.02	1970	4.01	1989	31.49	2009	23.50
1933	53.99	1952	18.37	1971	14.31	1990	-3.17	2010	12.8
1934	-1.44	1953	-0.99	1972	18.98	1991	30.55	2011	0.0
1935	47.67	1954	52.62	1973	-14.66	1992	7.67	2012	4.19
1936	33.92	1955	31.56	1974	-26.47	1993	9.99		
1937	-35.03	1956	6.56	1975	37.20	1994	1.31		
1938	31.12	1957	-10.78	1976	23.84	1995	37.43		
1939	-0.41	1958	43.36	1977	-7.18	1996	23.07		
1940	-9.78	1959	11.96	1978	6.56	1997	33.36		
1941	-11.59	1960	0.47	1979	18.44	1998	28.58		
1942	20.34	1961	26.89	1980	32.42	1999	21.04		
1943	25.90	1962	-8.73	1981	-4.91	2000	-9.10		
1944	19.75	1963	22.80	1982	21.41	2001	-11.88		
						2002	-22.09		

Bull and Bear Market





3. *Understanding Risk*

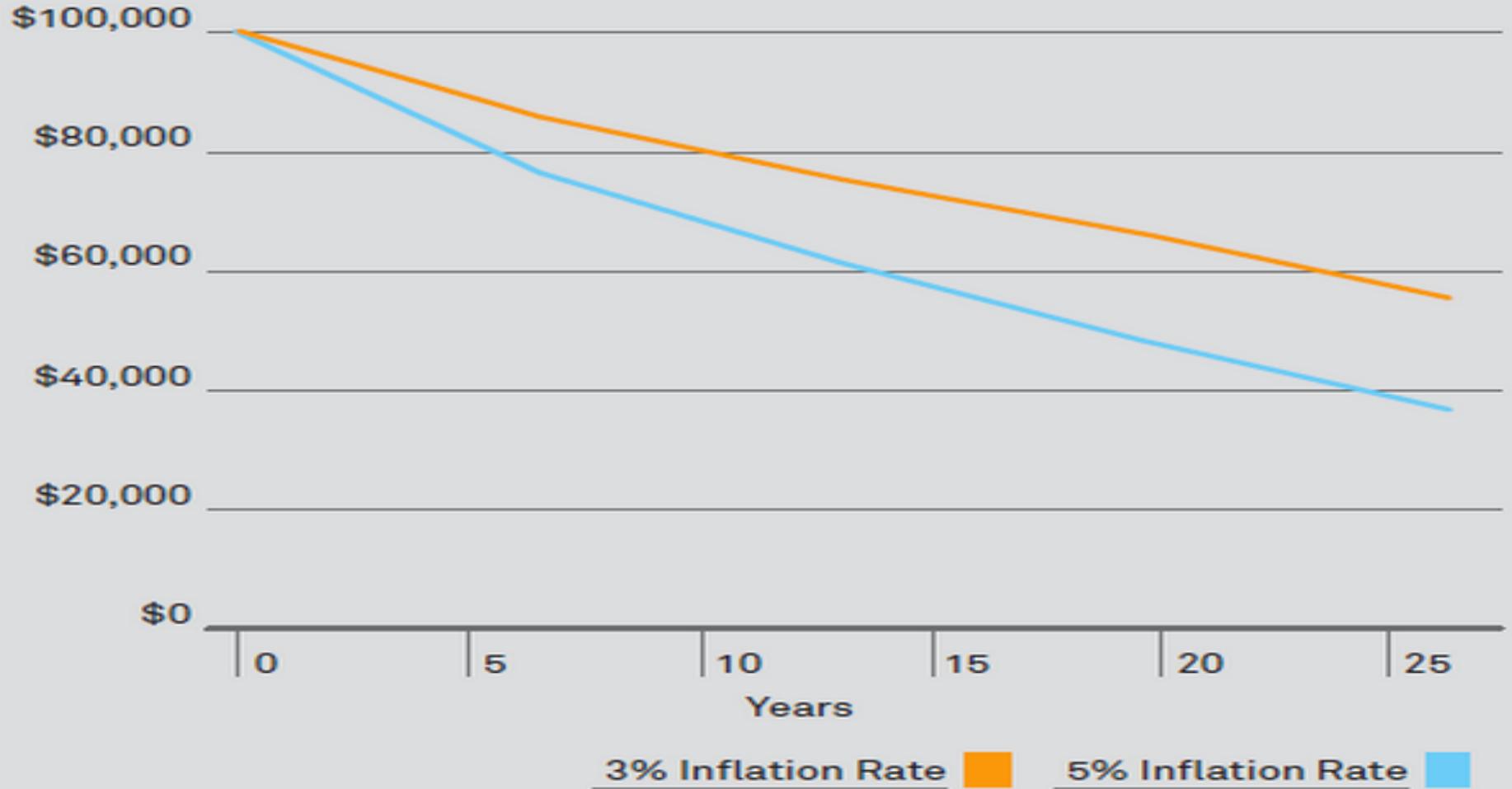


- **Inflation Risk**
- **Return Risk**
- **Capital Risk**
- **Currency Risk**

Inflation

A Savings Killer

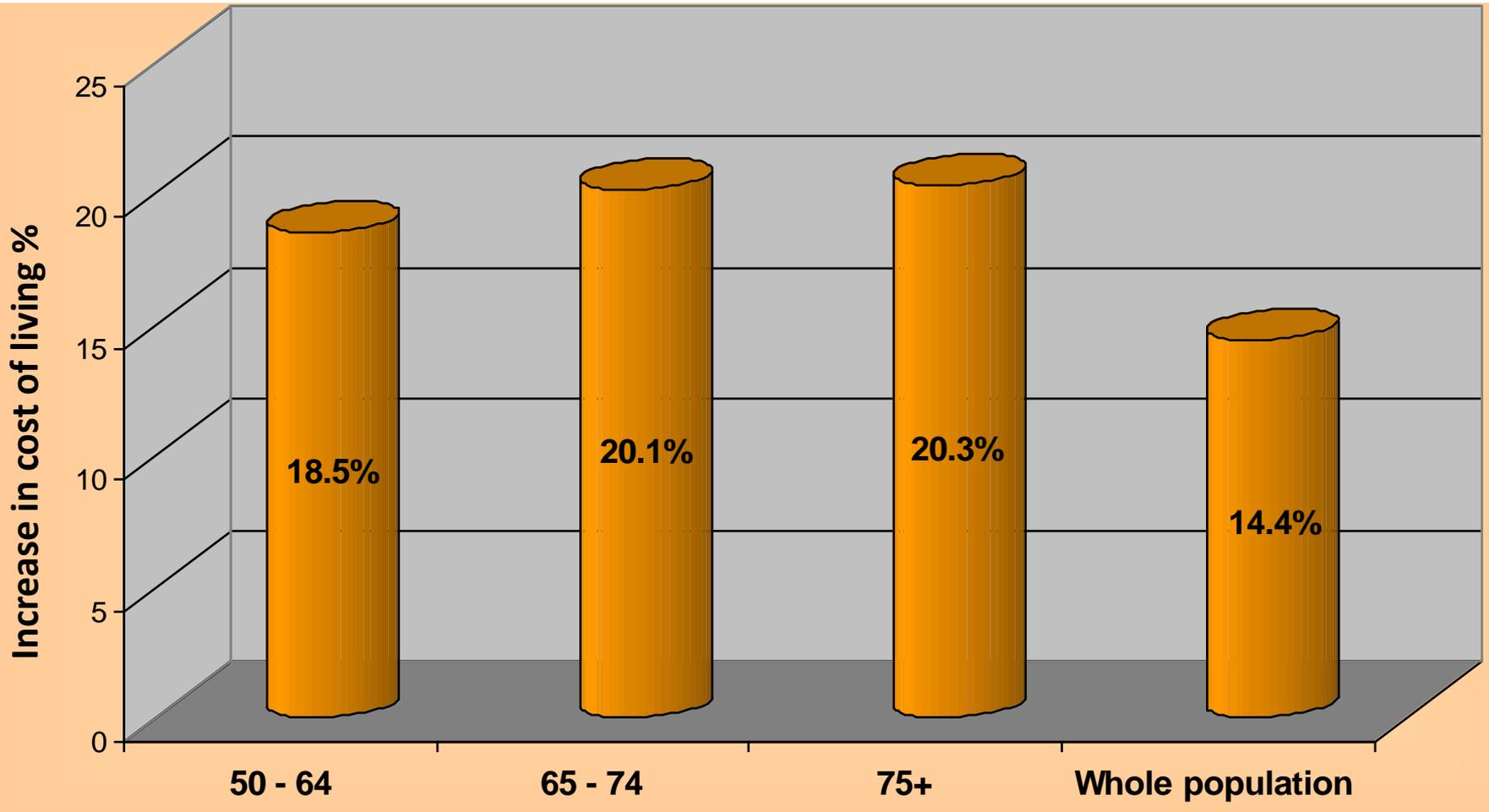
Purchasing Power of \$100,000 Over 25 Years in Two Inflation Scenarios



Inflation

Sept '07 – Oct '11

On the RPI measure, the cost of living has risen for different age bands.



Caveat Emptor

It's Your Money

It's Your Risk



4. *Investment Options*

Caveat Emptor

It is essential that you establish your own parameters for your capital **before** making any investment decision.



Investment Options

Your Parameters:

- **Income or capital growth**
- **The need for liquidity or access to funds**
- **Impact of early exit penalties**
- **Appetite for Investment Risk**
- **Your capital security needs.**

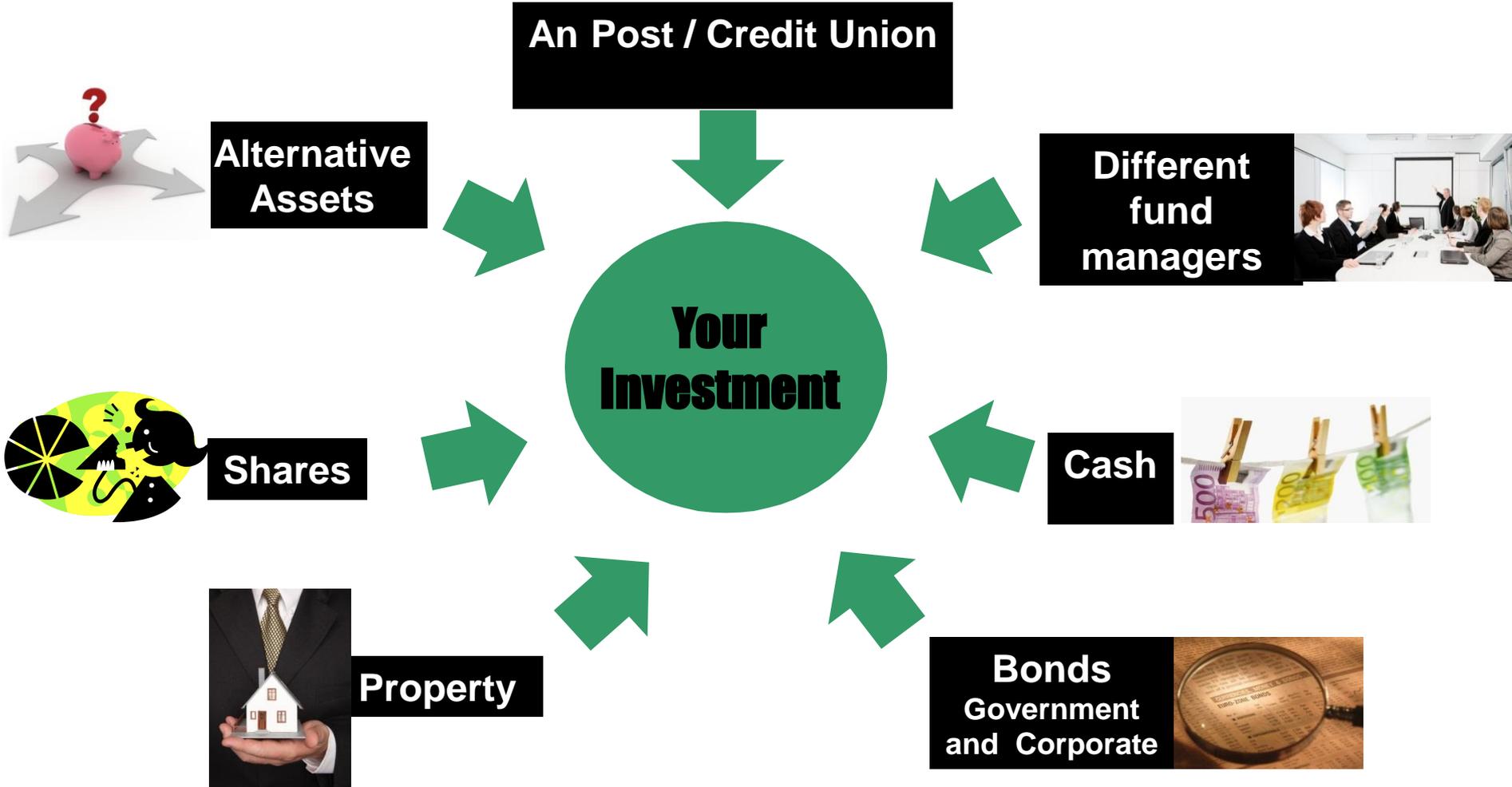
Investment Options

Your Choice & Your Risk

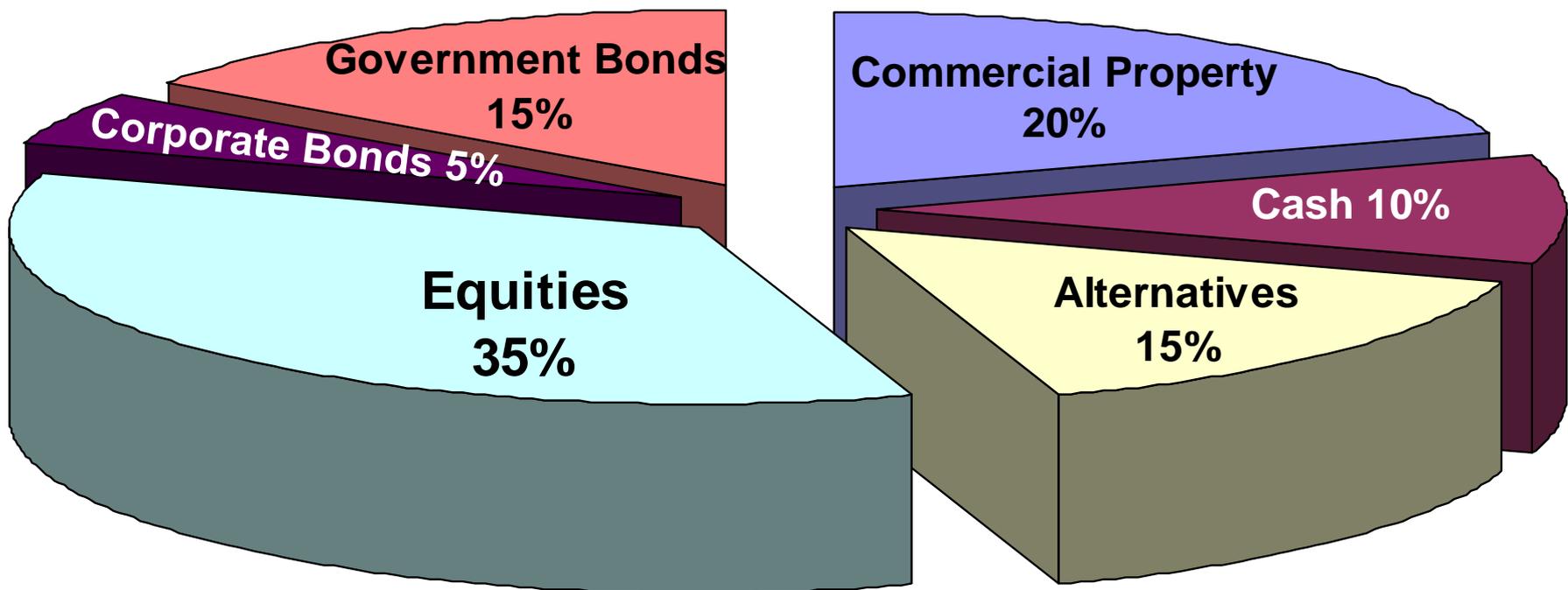
Guaranteed*	Partial Guarantees	No Guarantees
Deposits	Government Bonds*	Equities
Credit Unions	Tracker Bonds*	United Linked Funds
Guaranteed Investments	With-Profits Funds	Commercial Property
Post Office Products		

***Guarantees are only as strong as the Guarantee Provider!**

Being Diversified is Key



What is a Managed/Multi Asset Fund?



Issues to consider

- Allocation rate
- Access
- Income Facility
- Annual Management Fee
- Open or closed ended term
- Diversification
- Provider/Advisor status.

Diversification

Doesn't just minimize your odds of being wrong.

It also maximizes your chances of being right!



Where Else Can You Invest?



- Art
- Furniture
- Stamps/ Coins
- Memorabilia
- Wine

Each of these may appreciate in value

Responding to Other Calls on Your Capital



Cars



Deposits for property purchases



Clearing a Mortgage.

**Why not consider the option of
taking
an income from your
investments
to top-up repayments?**

To sum up

- **Set your own goals for your capital - do you need an income?**
- **Determine your risk tolerance - eggs in baskets!**
- **Retain as much flexibility as you can**
- **Be Diversified**
- **Seek specialist advice**
- **Consider all of the options before deciding**
- **Examine the tax implications**
- **Think long-term.**



Caveat Emptor

A retirement free from Financial worry



Pre-Retirement review

- To ensure you are ‘retirement ready’
- Ideally 5/6 years before Retirement



At Retirement review

- So you can make the right decisions
- 2 months before and at your retirement



In Retirement reviews

- To keep your finances on track
- Various intervals during your retirement.

Public Sector retirees find advice helped prepare them for retirement

- ✓ **Those who took advice from professional experts were better prepared financially for retirement.**
- ✓ **55% of those surveyed still require reviews post-retirement e.g. social welfare/investment updates/planning for long term care.**



Survey carried out by independent research company “Behaviour and Attitudes”

what customers said about Cornmarket's Retirement Planning Service

"I found them very honest direct and straightforward. They were very friendly and went out of their way to explain things"

"I found them very efficient especially the girl who dealt with my retirement"

"Very good advice from the person from Cornmarket. I didn't know a lot about it myself so I trusted Cornmarket to point me in the right direction"

"They were available and excellent, they knew what they were talking about, they were charming and nice, very organised, quick and efficient"

"They have been very good in keeping in contact and have given me different advice and options and they have expertise to round it off"

"The person I dealt with was helpful. They were patient when I asked questions because I wasn't as au fait as I should have been and they explained everything clearly"

"The guy who came out was very helpful, excellent service, very good for things like car insurance, saved money on that and on house insurance"

Further Information



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Compliance Notice

Important Note

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Thank You. Any Questions?

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