



Case Study – Retirement Planning

We are always delighted when our clients recommend our services to others, and in May this year an existing client put his father in touch with us. His father was nearing retirement age and needed some independent advice on looking at retirement options. Peter Stanley, Four Corners Director and Financial Adviser went out to Graham Corbett's home in order to find out a little more about him and his circumstances. Having worked at Speedo in Nottingham for 34 years, Graham had reached the age at which he could have retired but had chosen to stay on a little longer. He had already seen someone from his bank for financial advice, but had decided his next course of action was to seek independent advice, hence Peter's visit.

This first visit was essentially a fact finding mission for Peter, as he would need to gather a lot of information in order to steer Graham through the myriad of options that would be available to him. "Client options can be many and varied and it is important that the correct ones are made" said Peter. "The advice that we give to our clients will always be tailored to suit their individual needs and circumstances, with all of the latest products being made available to them. We do, of course, also take into account any recent or future changes in legislation that may affect the decisions being made".

During this initial meeting Graham's current financial situation was discussed, along with his family status and the need to preserve his estate in the event of his death. Information was gathered regarding Graham's income requirements throughout his retirement and any wishes he may have for tax free cash. Peter also ascertained Graham's state of health and his attitude towards risk in investments as these would be important factors in the decision making process.

Armed with this information, Peter was then able to research the markets for the most appropriate solution to fit Graham's specific requirements; a solution that would take into account all of the Graham's personal circumstances and the life he wanted to lead during his retirement. After completing this task, a second appointment was made in order for Peter to present his independent findings and to offer his professional advice on the best course of action. "Peter's visit came just at the right time, he didn't use any jargon, and he laid out the recommendation very clearly. It really suited our requirements." said Graham.