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# Post-retirement

We help retirees to be confident their money will outlast them and ensure their families are protected in a tax efficient way.

## Key questions for Retirees that we can answer

The financial advice industry is often associated with complexity and, some might say deliberate, smoke and mirrors. It is therefore little wonder that many remain cautious about employing a financial adviser.

Perhaps this can also be traced to a lack of understanding as to the problems that good financial planning advice can solve.

We think it's simple.

We provide advice to a wide range of retirees and their families. Whilst individual circumstances need consideration, there are five key issues that occur time and time again:

### 1, How much is enough?

Whether it is capital or income, it is important to address how much is enough.

The journey to understand how much is enough should have begun a long time before retirement. Once in retirement, many will be concerned whether they will run out of money or if what they have built up will outlast them and therefore how it will be passed on.

Careful questioning can establish what is important and how much is enough. Once established, a good financial plan backed up with cashflow modelling, will ensure you do not run out of money.

Proper measurement and assessment will often lead to decisions to increase spending or gifting to family during the retirees lifetime, but only through an ongoing review process can true financial freedom be obtained.

### 2, I Don't want to lose my capital

A lifetime of hard work should lead to a pleasant retirement, safe in the knowledge that there is enough money to do the nicer things in life. This will often mean protection of capital is likely to be a high priority.

However, wealth preservation can mean several different things. Protecting capital is not as straightforward as one might think. Interest rate, inflation and market risks, amongst many others, need to be assessed and planned for.

Understanding and managing taxation can be key to ensuring that capital is protected. Smart tax planning can make your money last longer, providing more income each year, so that you can enjoy the retirement lifestyle you've worked hard for.

We take away the worry by ensuring a plan is created that includes short, medium and longer term considerations to balance risk and reward with your overall goals.

### 3, I want my money to work hard

You have worked hard for your money, so in retirement, it now must work hard for you. This means more than just achieving the maximum return. It means an appropriate asset allocation strategy, performance and risk monitoring, rebalancing along with managing tax liabilities.

Your money needs to work hard for you beyond the initial excitement of retirement, when things like world travel might be important. It also needs to help much later in life for things like long term care. You may also want to be able to help your family during your lifetime.

We can shape a plan that will make your money work for you.

### 4, I want to look after my Family

You will want to ensure that the right funds end up in the right hands at the right time, without paying a fortune in tax to the government.

The rules of estate planning are complex and there are many ways of protecting family members. We can provide guidance on estate and Inheritance tax planning to identify opportunities for passing on wealth efficiently.

### 5, I don't want the stress

We simplify everything that can be simplified, speaking to you in a way you can understand without any jargon.

We will deal with the administration of your financial affairs, so you can focus on enjoying your retirement.

A financial plan, created by an experienced financial planner, will help to eliminate the stress of uncertainty. Careful creation of a plan, which is regularly tested, will ensure peace of mind.

## Financial planning Post-retirement

One of the highest value added tasks we can perform is to ensure you stay focused on your goals and objectives. We help provide you with the income, capital and peace of mind to enjoy your retirement.

Retirement may no longer be a one off event and the transition may come in stages. This means that your plans need to be flexible.

We work with retirees who want clarity and a financial plan that adapts to their changing needs. We use our experience to create a plan that ensures you will not run out of money, but also to ensure the plan is flexible and regularly reviewed.

Our service is tailored to each client's needs and includes the following areas:

- **Income management** – making sure that your income is stable and secure, creating a strategy that means your money lasts as long as you do.
- **Investment advice** – making sure that you only take the risks necessary to achieve your goals
- **Short term cash and expenditure planning** – making sure that you have funds available as and when needed
- **Tax mitigation** – making sure your money lasts longer by saving tax
- **IHT and estate planning** – making sure that your estate is passed to your loved ones efficiently

Our service incorporates a comprehensive selection of initial and ongoing services, which include the following:

Telephone and e-mail access to adviser for ad-hoc queries.

Financial planning reviews (Quarterly, Six Monthly or Annually) covering the following:

- 1, Changes in circumstances and reviewing objectives
- 2, Building and maintaining a strategy towards meeting objectives
- 3, Full retirement and pensions advice, review and consultation
- 4, Savings and Investment advice, review and consultation
- 5, Discussions and recording of Attitude to Risk and capacity for loss
- 6, Maximising tax investment allowances in respect of Pensions and Individual Savings Accounts

Advice on Income Tax, Capital Gains Tax and Inheritance Tax, from a financial planning perspective.

Review of Protection needs and objectives.

Liaising with professional connections, such as Solicitors and Accountants.

Facilitating withdrawals / income to meet needs and requirements.

A regular newsletter providing updates and commentary on Financial Planning, tax and other topical issues.

Full estate planning advice, review and consultation.

Full pension advice both in funding and at time of retirement.

Cash Flow Modelling – Completing a bespoke financial timeline incorporating 'What If' scenarios.



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