



## Life Planning Report

### Understand longevity risk - for retirement advice & DB transfers

#### The longevity challenge

When considering Defined Benefit pension transfers or giving retirement advice, advisers and consumers need to consider the risks involved in funding for varying life expectancies.

Consumers who enjoy DB schemes or annuities never needed to understand the longevity risk when considering their financial plans.

End of life is a delicate subject and difficult for advisers to discuss, especially when there are sensitive health issues involved.

70% of consumers qualify for an enhanced annuity, but due to poor health information being collected, far fewer consumers received their full entitlement. This is now the subject of FCA enforcement action.

Estimating individual life expectancy is a challenge.

#### The Life Planning Report

MorganAsh provides Life Planning Reports to assist advisers and consumers to consider the financial implications of funding in later years.

The service uses the same medical underwriting techniques as used by the major insurers in calculating annuities, and can include competitive annuity quotations.

#### Key benefits:

Advisers receive a professional individual longevity estimate:

- Full medical disclosure ensures appropriate individual longevity estimates are made and best annuity rates delivered.
- The independent professional service eliminates adviser liability concerning longevity estimates.
- Independent assessments by medical professionals help advisers avoid sensitive conversations on life expectancy with customers.

MorganAsh

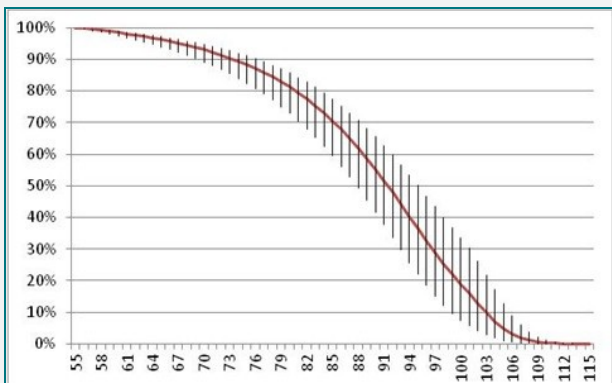
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## MorganAsh

MorganAsh is a leading medical underwriting service provider. MorganAsh undertakes thousands of medical assessments and underwriting cases per month.

MorganAsh has worked with most of the UK insurance and annuity providers and provides expert witness services on longevity estimates in financial services.



*Typical longevity graph*

Reports include individual numerical and diagrammatic representations of life expectancy.



## The report service

Advisers simply refer consumers to MorganAsh and can book the initial appointment with the online calendar booking system.

MorganAsh:

- Undertakes comprehensive medical assessments by qualified nurses to obtain full medical information
- Underwrites the case
- Calculates actuarial life expectancy
- Applies to providers and obtains annuity quotations
- Generates reports.

All data is held securely and medical information is kept confidential.

Advisers use a secure interactive portal to request and receive reports.

Annuity re-quotes for different annuity configurations are available if required.

MorganAsh has ISO 27001 certification and is authorised and regulated by the FCA.

## Fees

Fees - £150.00 per person per report (£280.00 for a couple).

Pay per use. No up-front fee or retainer required. Plus VAT.

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