

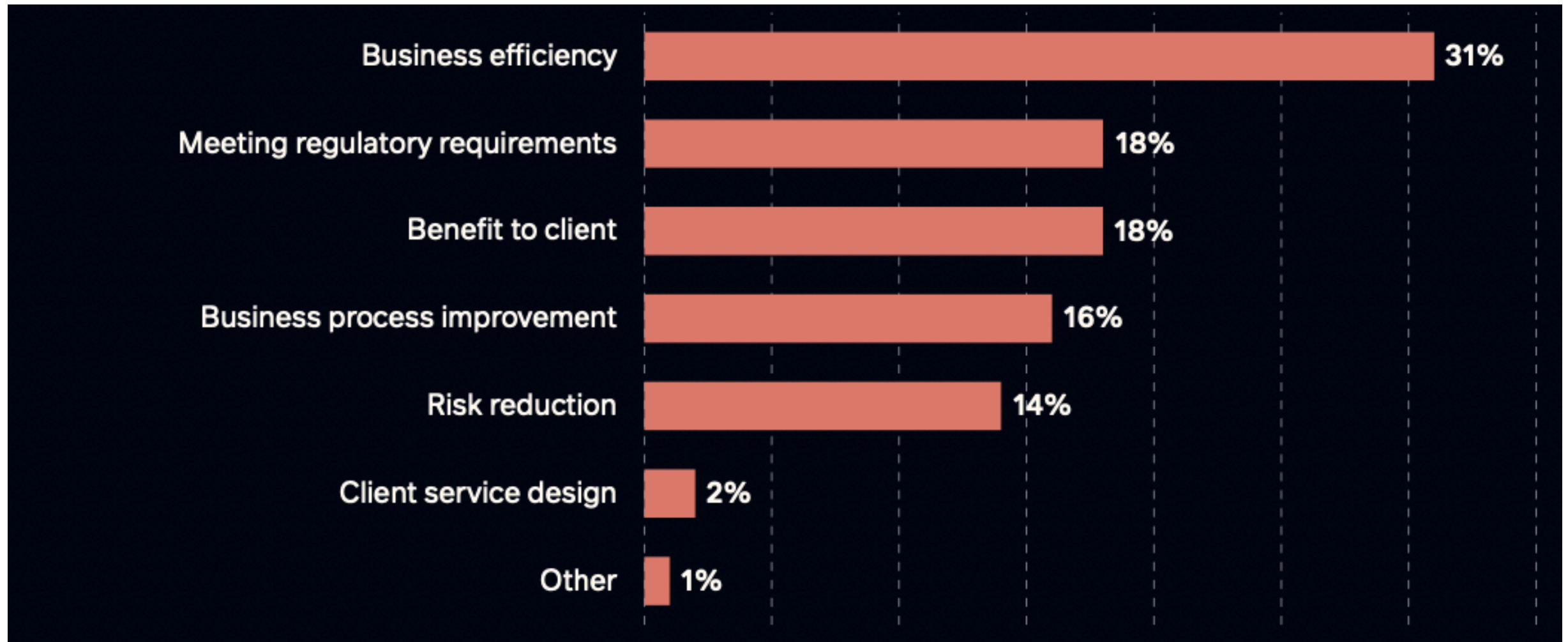
PARAPLANNERS ASSEMBLY

CRP: CONSUMER DUTY

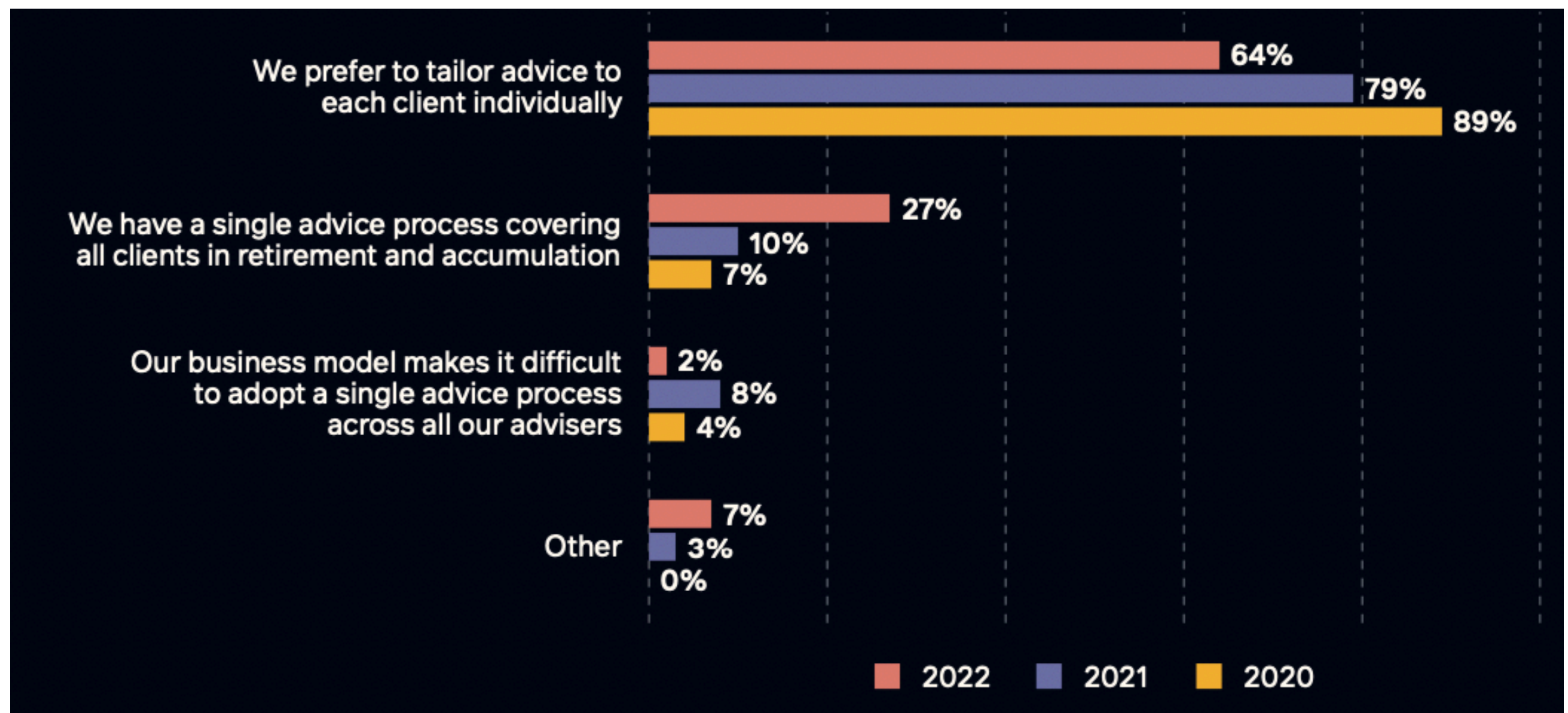
Adoption of CRPs

	2022	2021	2020
CRP in place in the firm	55%	50%	48%
Intent to introduce within the next 12 months	23%	20%	23%
No plans to introduce	22%	31%	28%

Benefits of CRPs



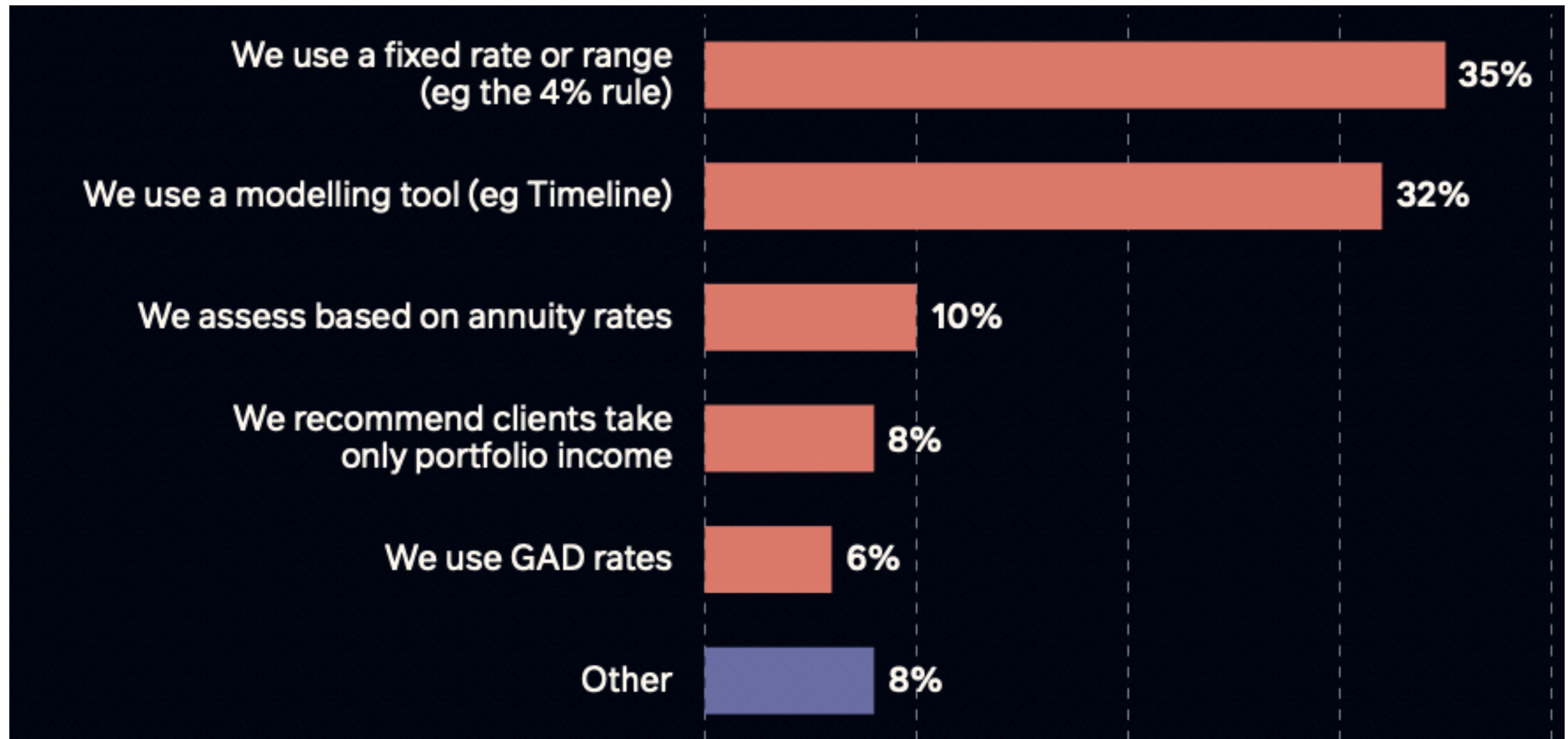
Why no CRP?



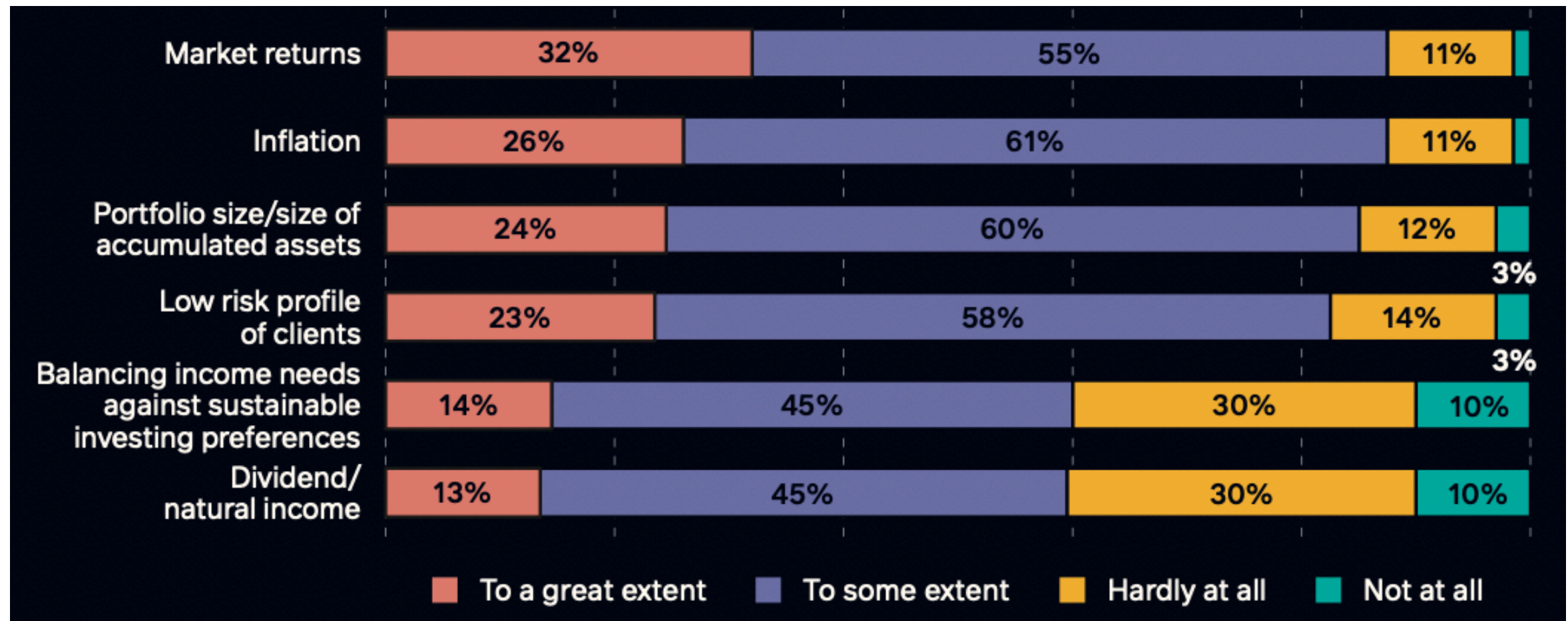
CRP v CIP



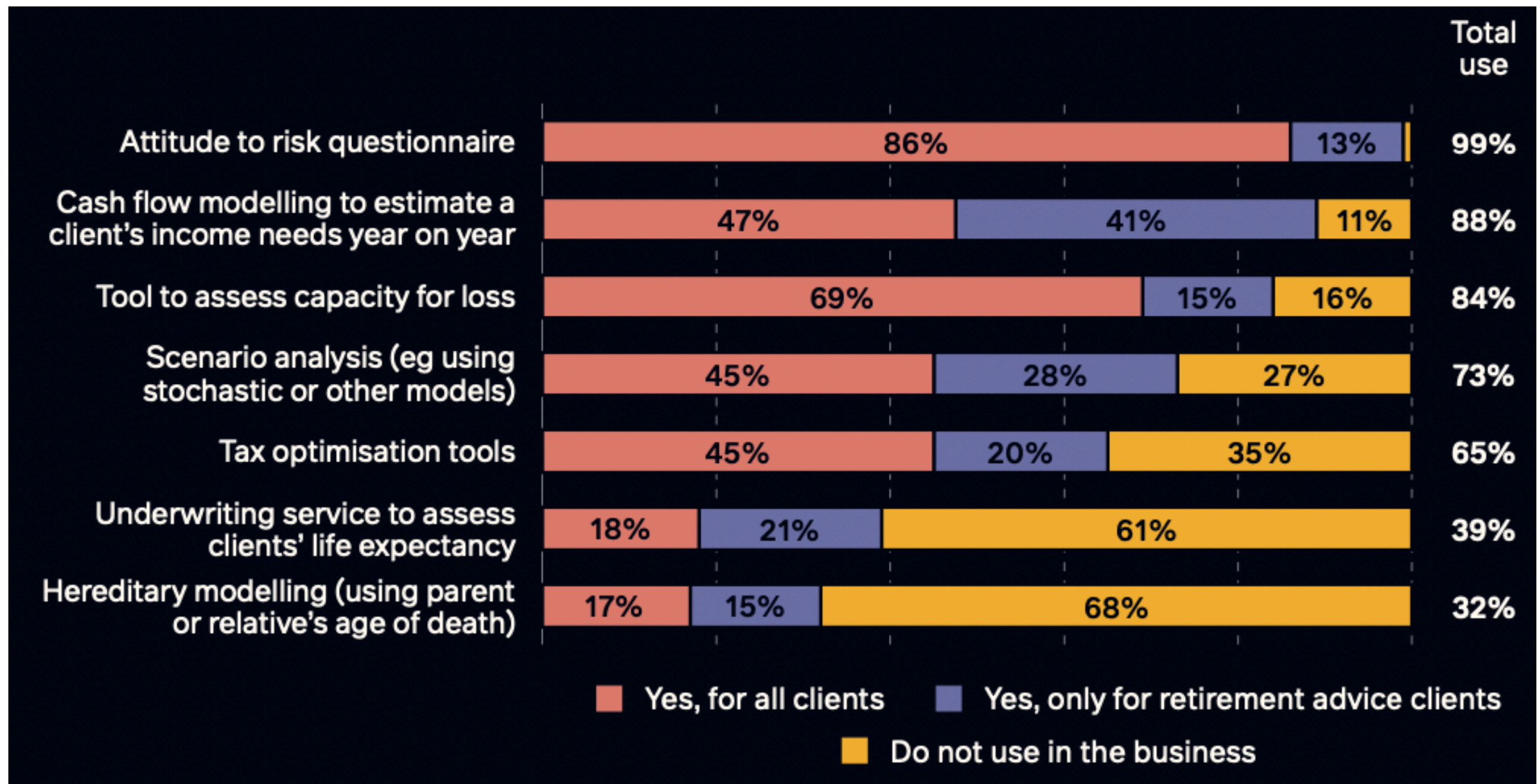
Sustainable withdrawal



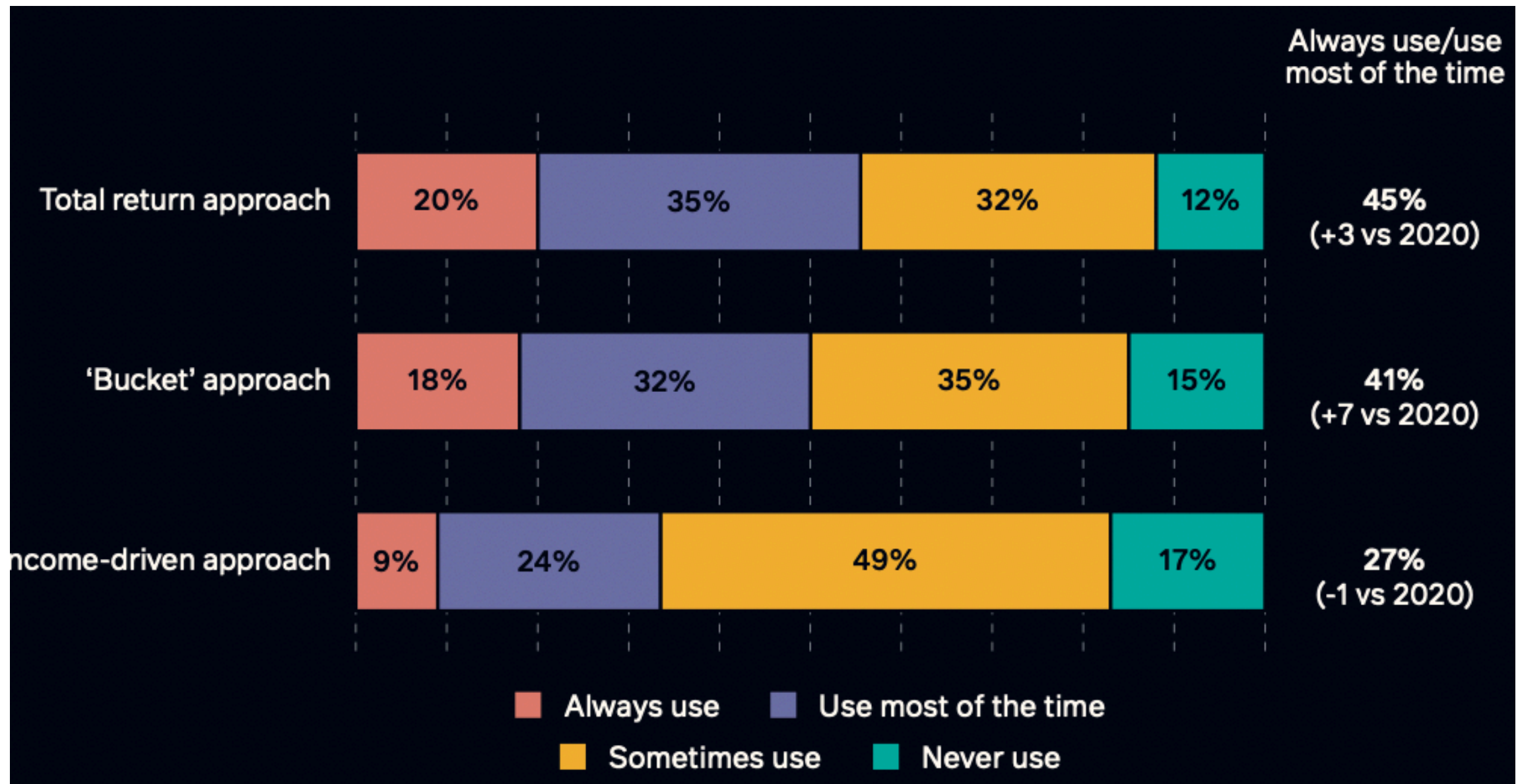
Sustainable challenges



Planning tools

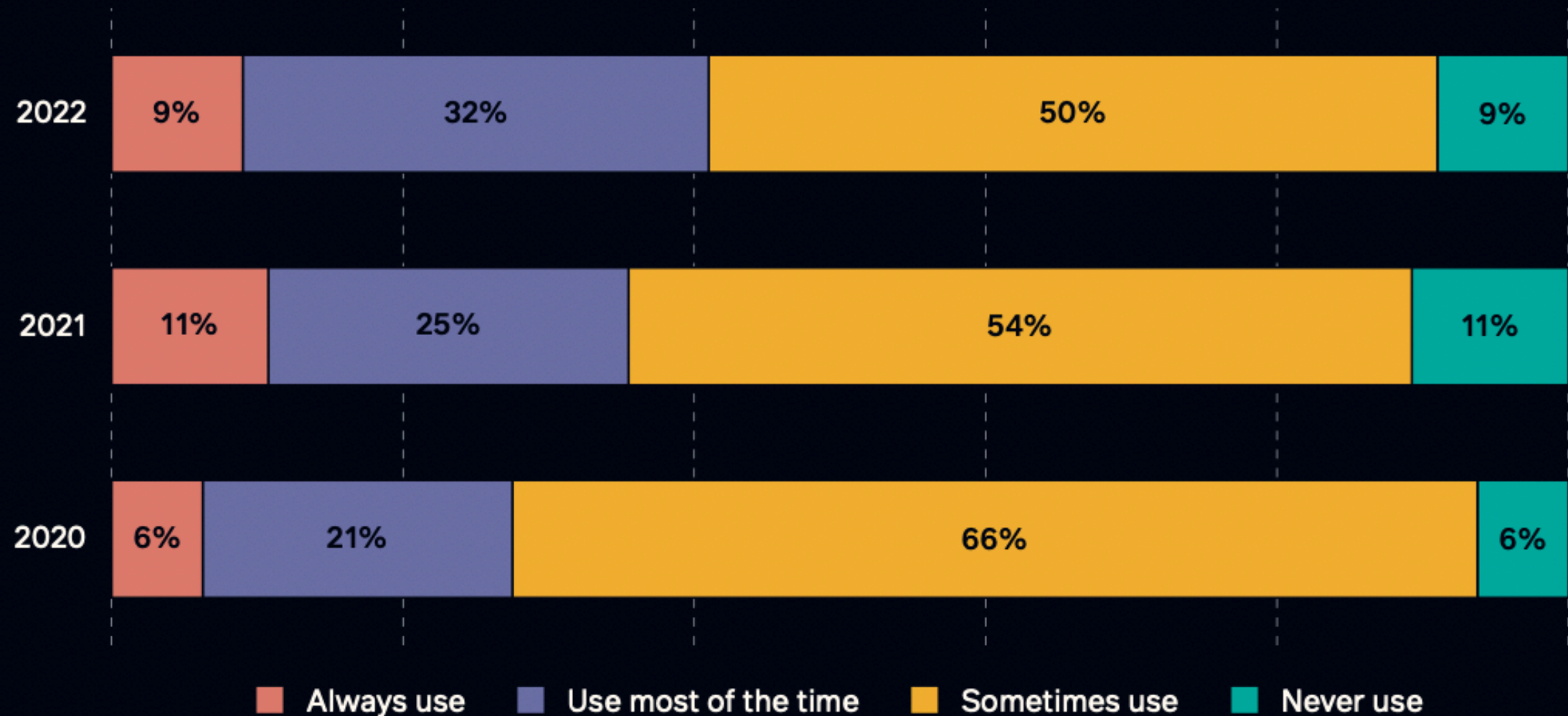


Portfolio structure

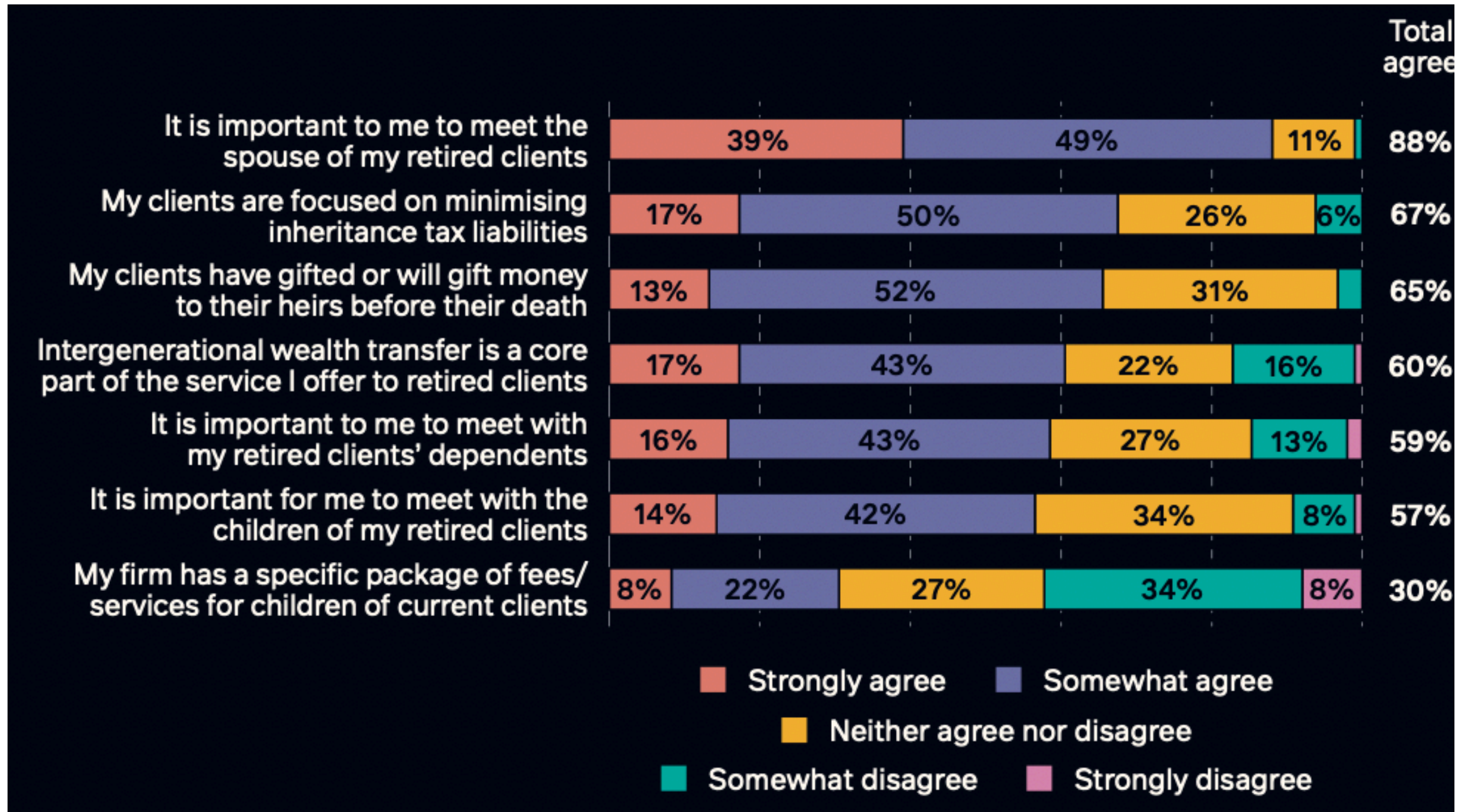


Guaranteed income

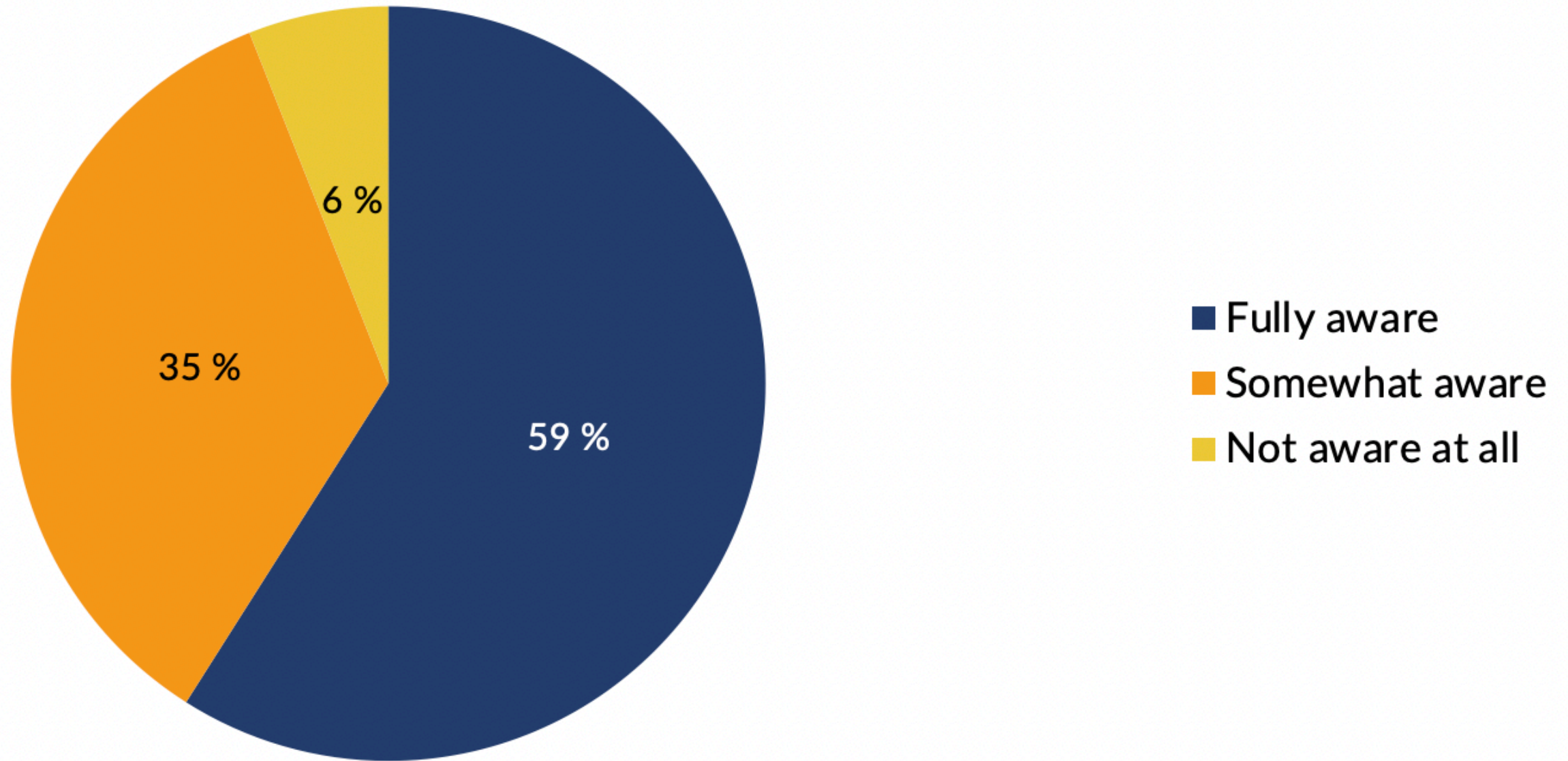
Figure 17: Likelihood to recommend a guaranteed income product (eg lifetime annuity) when basic needs are not met



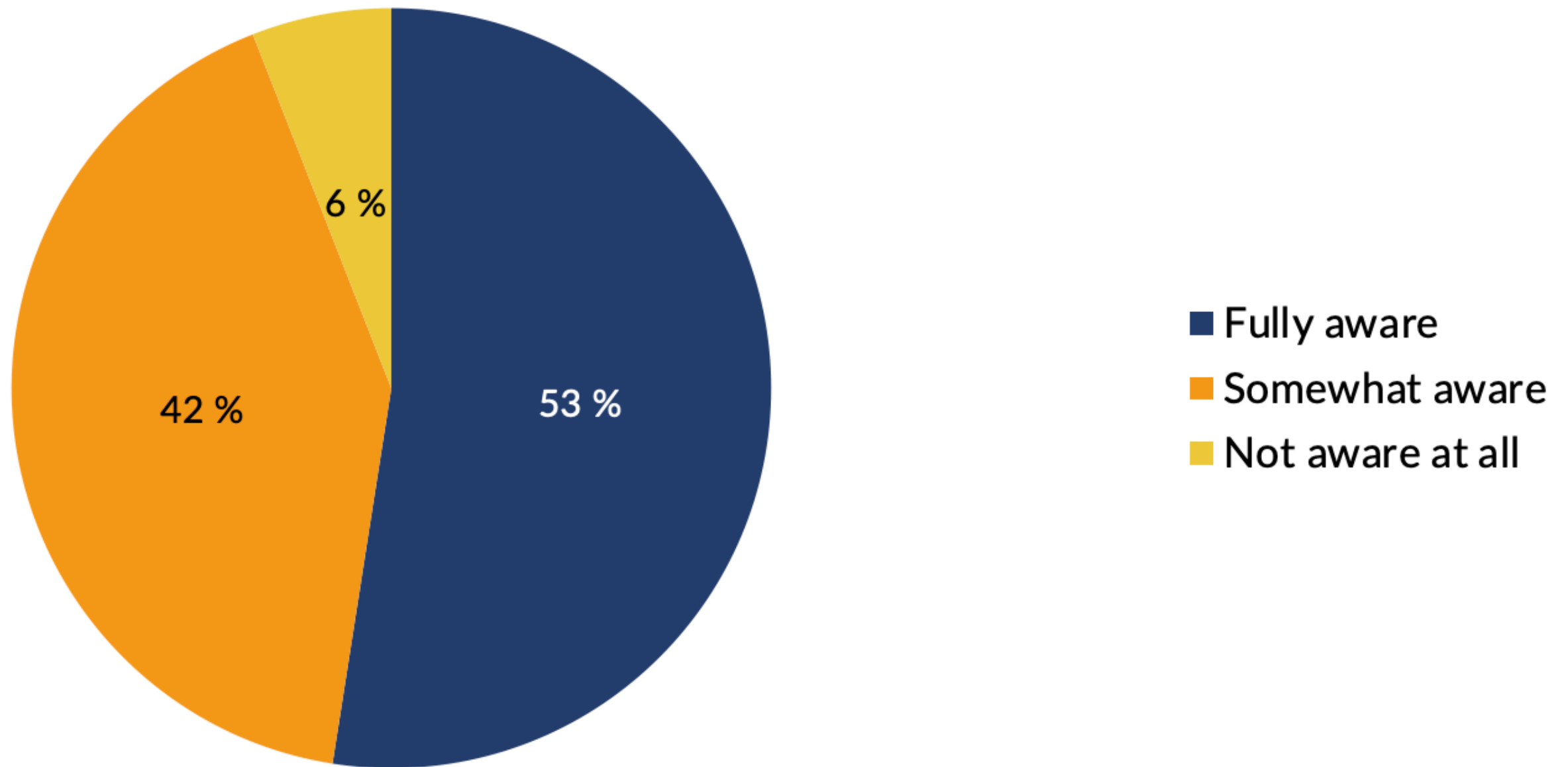
Wealth transfer



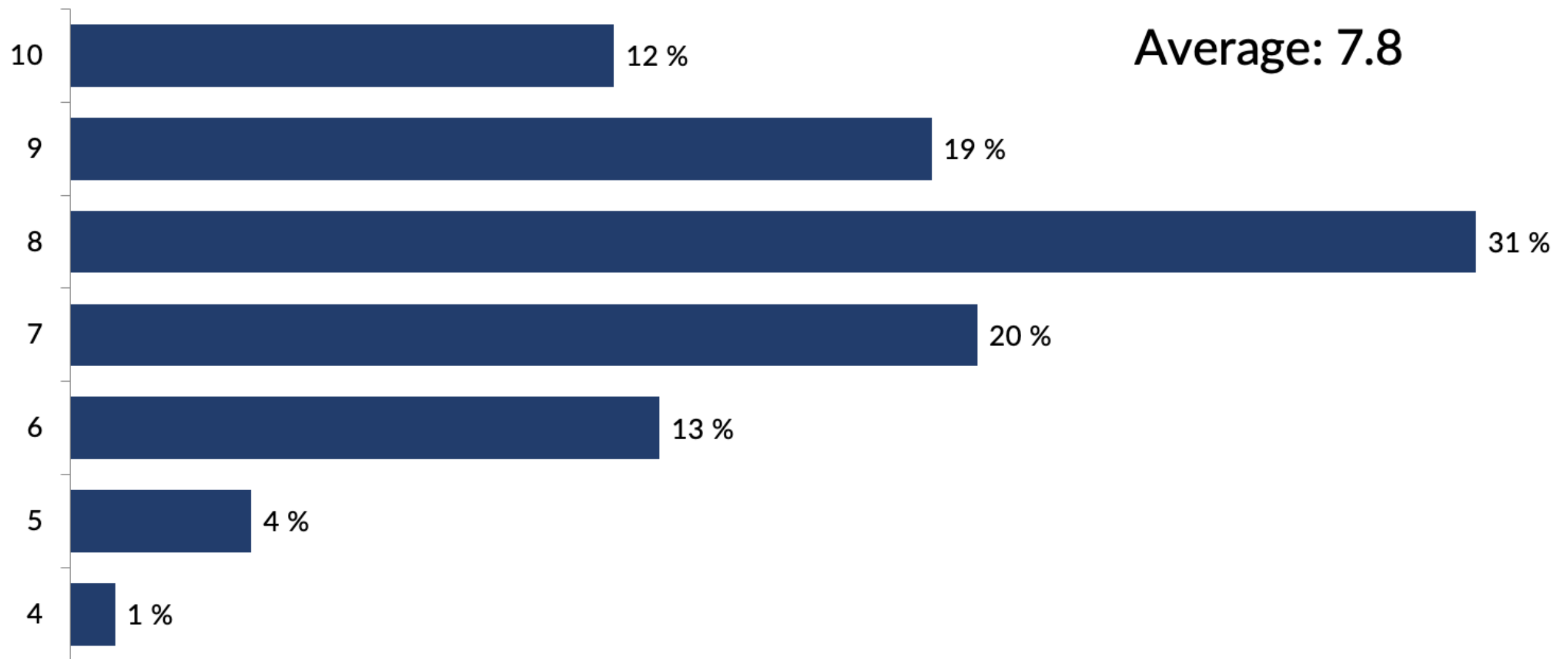
Which funds?



Which platform?



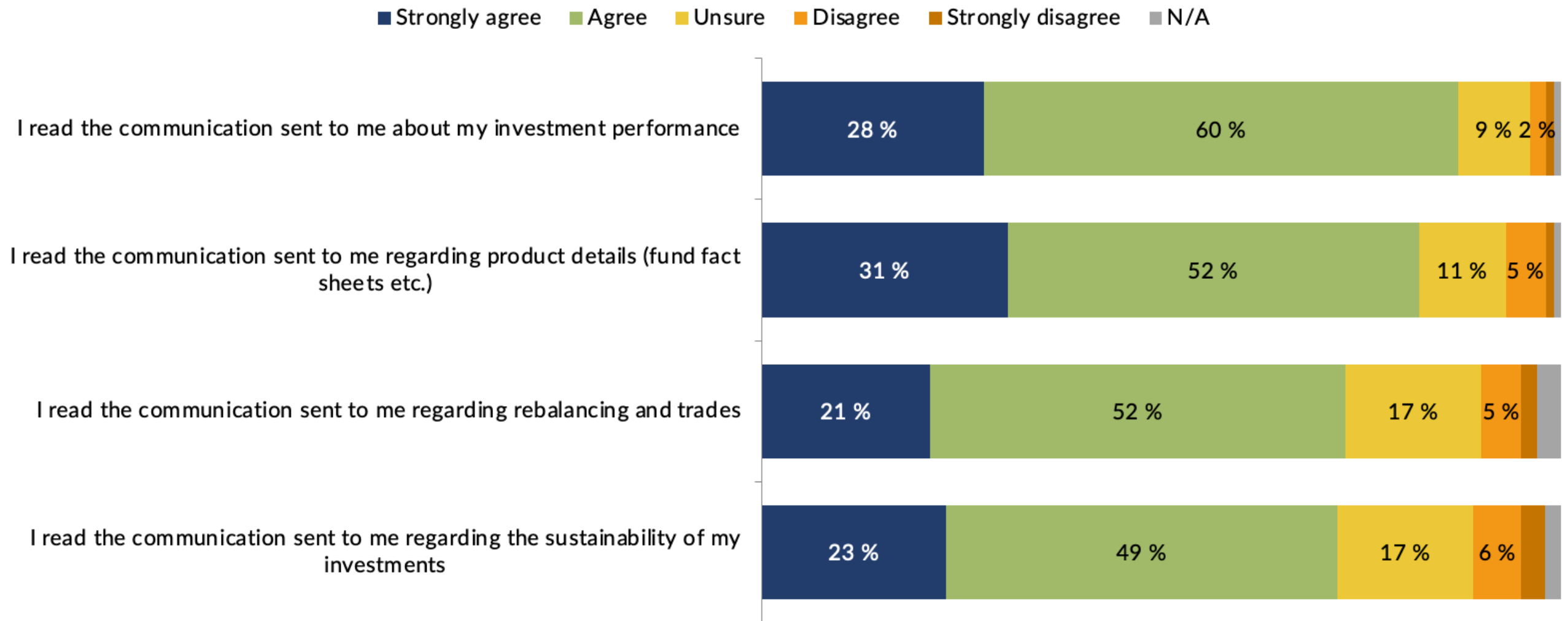
Satisfaction - advice



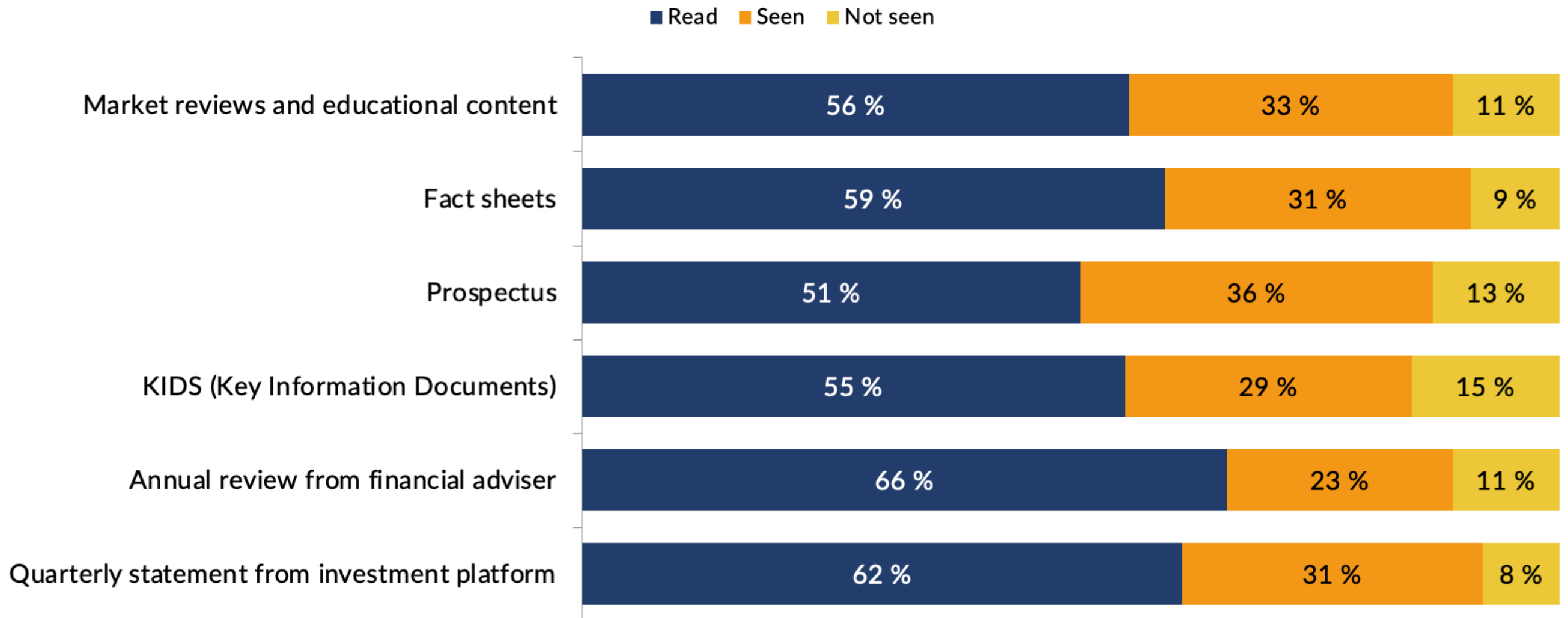
Satisfaction - specifics



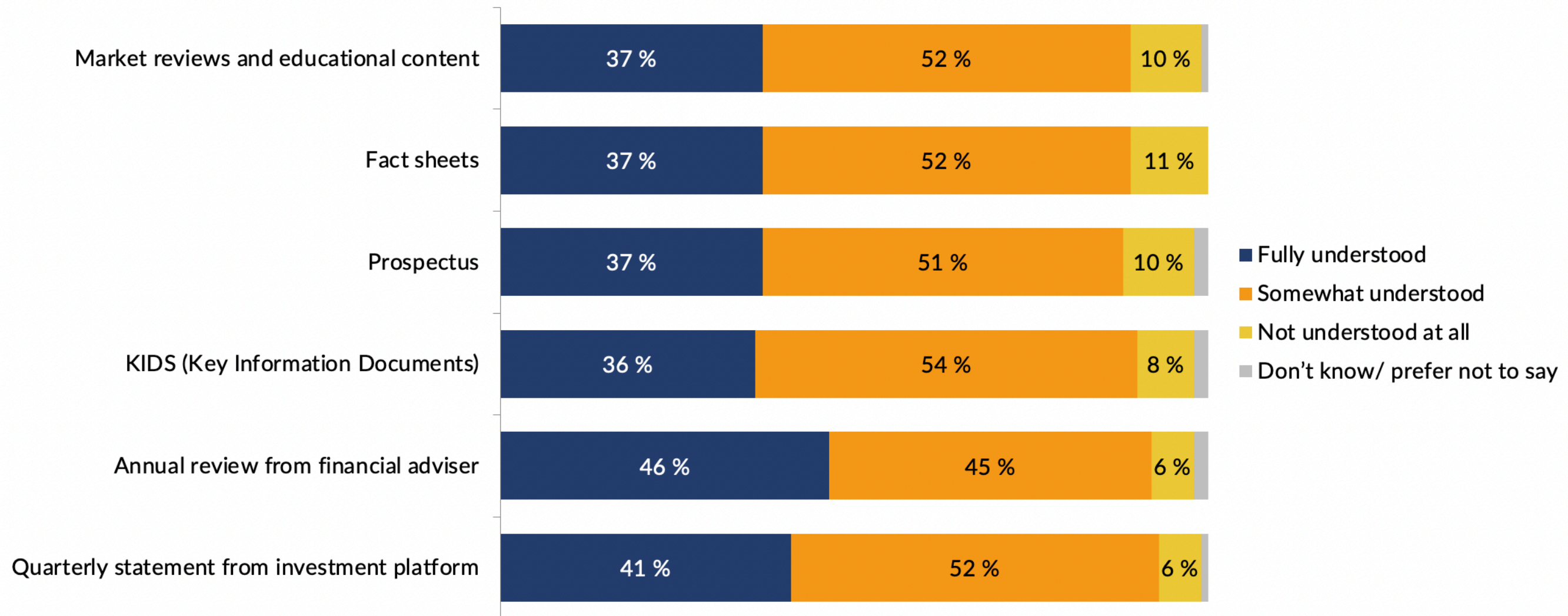
Communication



What do clients read?



Understanding



FINISH