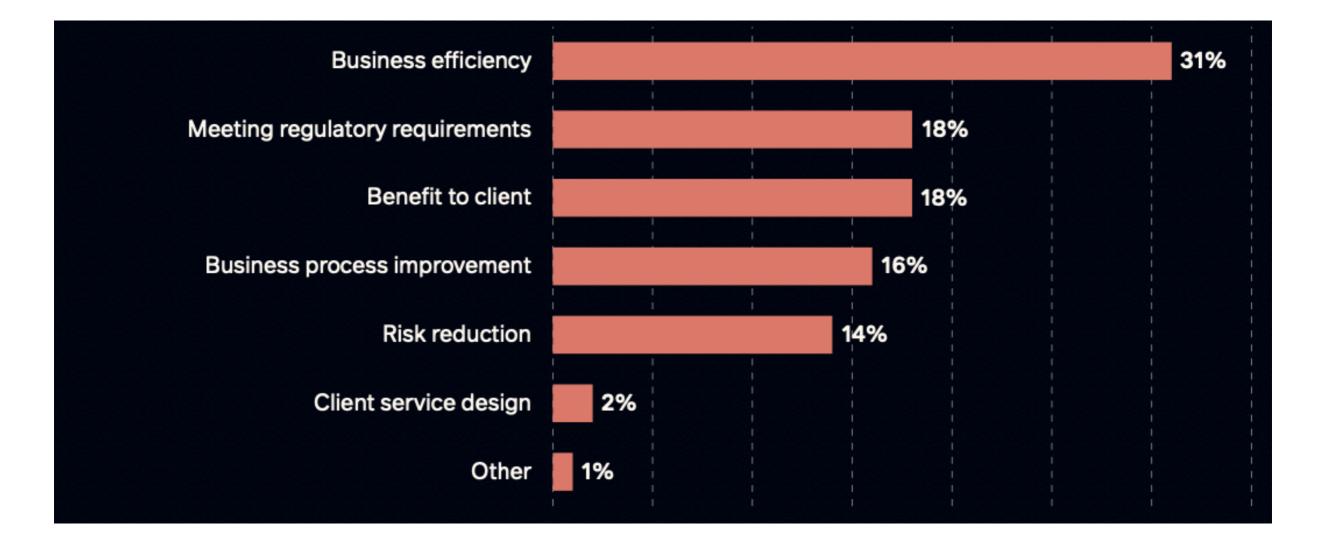
# PARAPLANNERSASSEM BLY



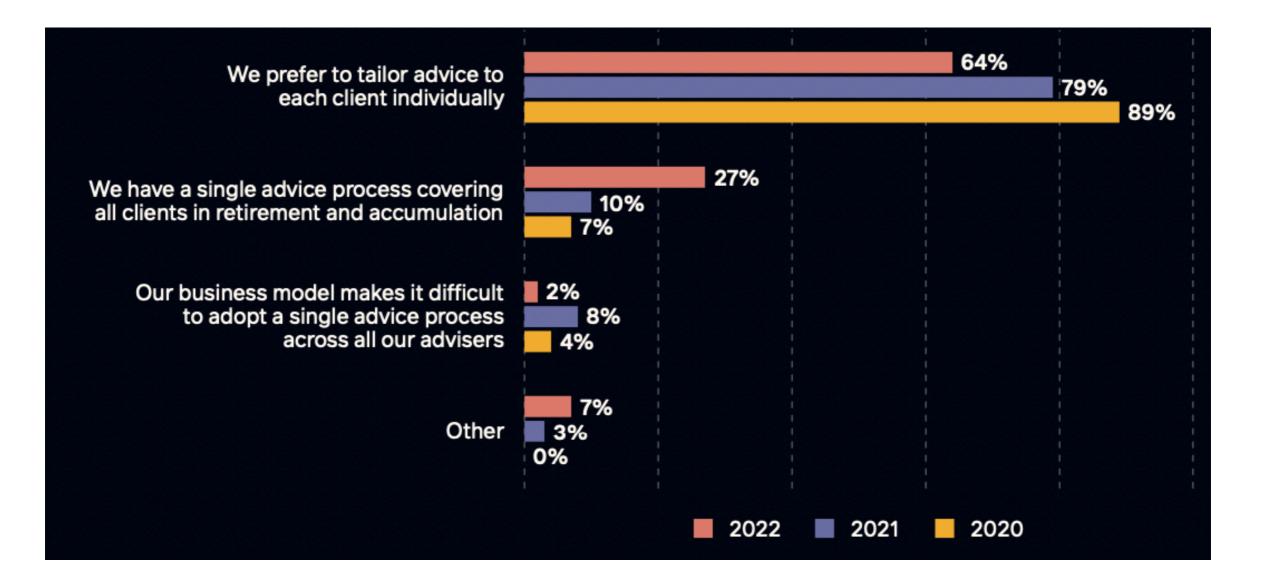
# Adoption of CRPs

	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%

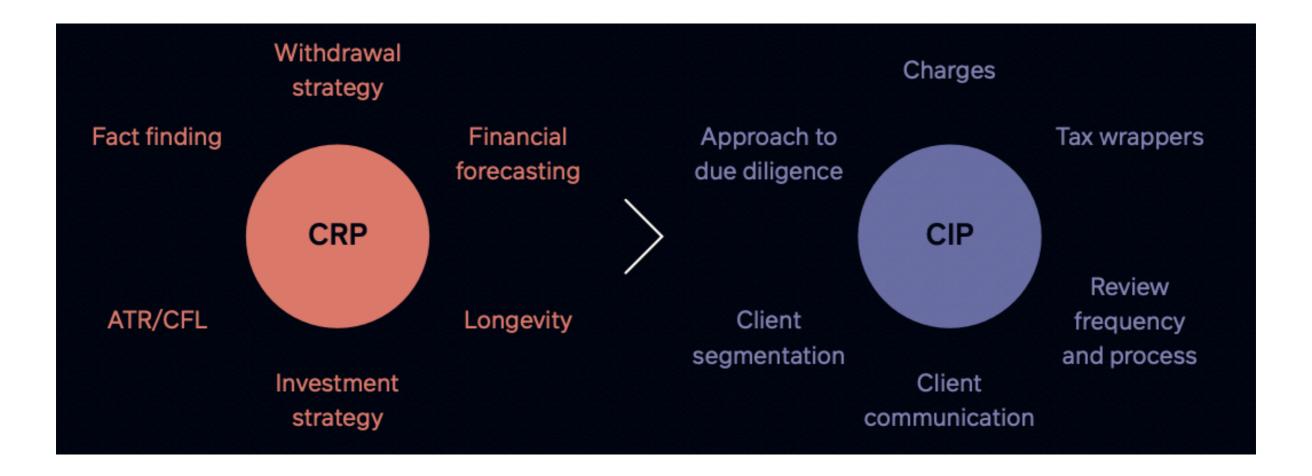
#### Benefits of CRPs



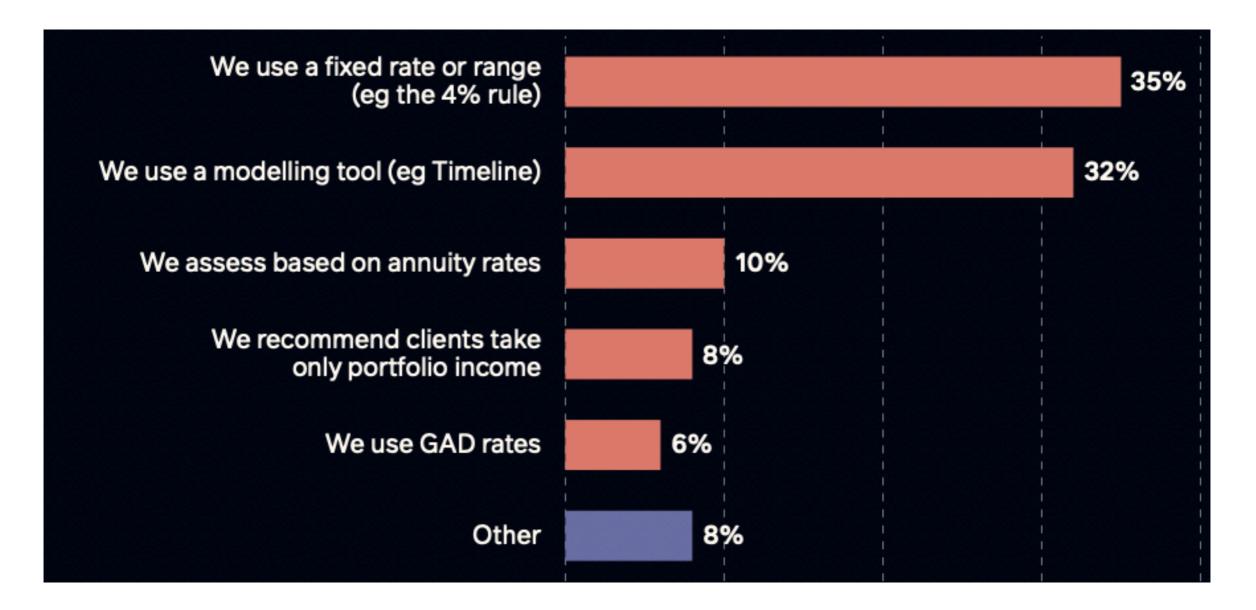
# Why no CRP?



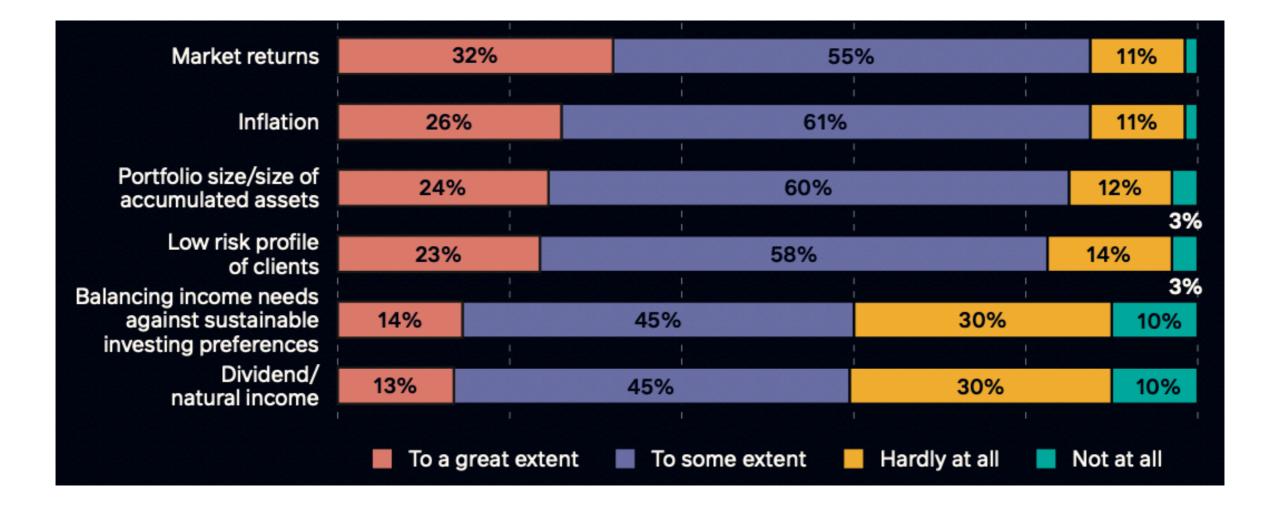
# CRP v CIP



## Sustainable withdrawal



# Sustainable challenges



# Planning tools

Attitude to risk questionnaire

Cash flow modelling to estimate a client's income needs year on year

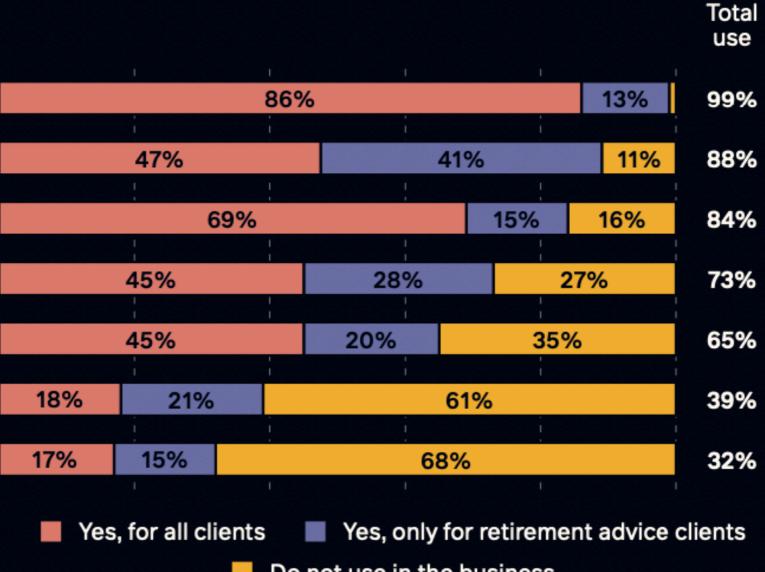
Tool to assess capacity for loss

Scenario analysis (eg using stochastic or other models)

Tax optimisation tools

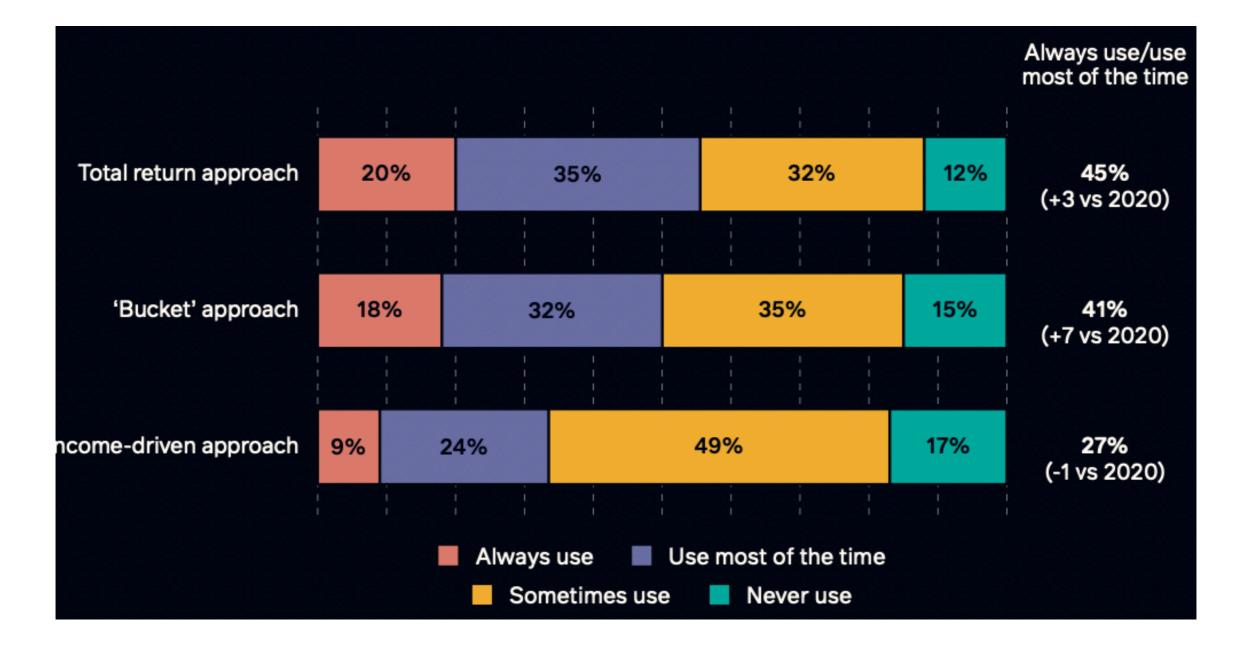
Underwriting service to assess clients' life expectancy

Hereditary modelling (using parent or relative's age of death)



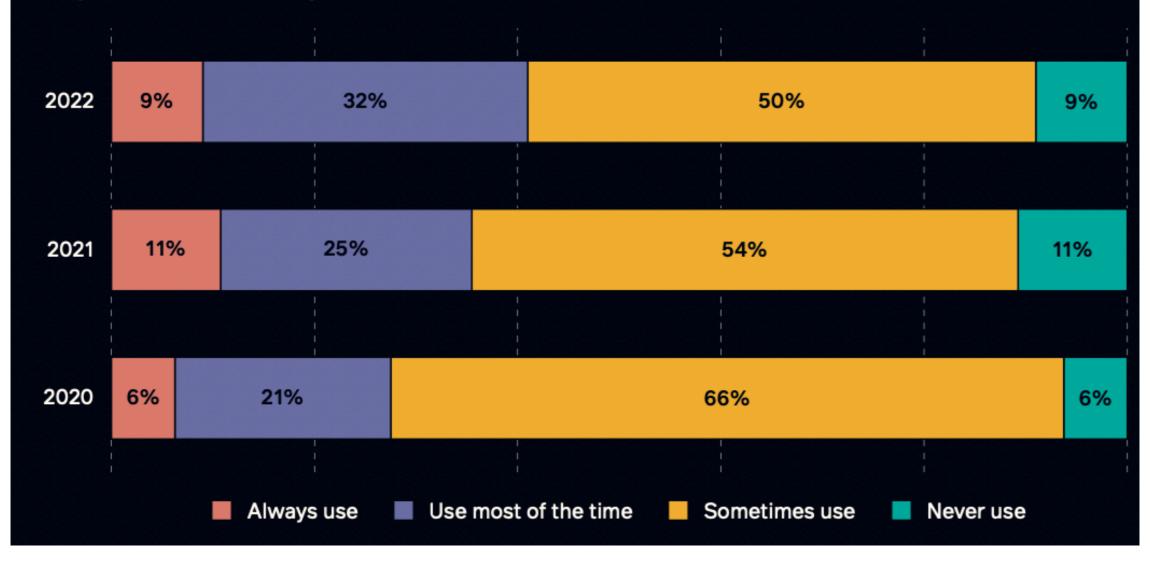
Do not use in the business

#### Portfolio structure

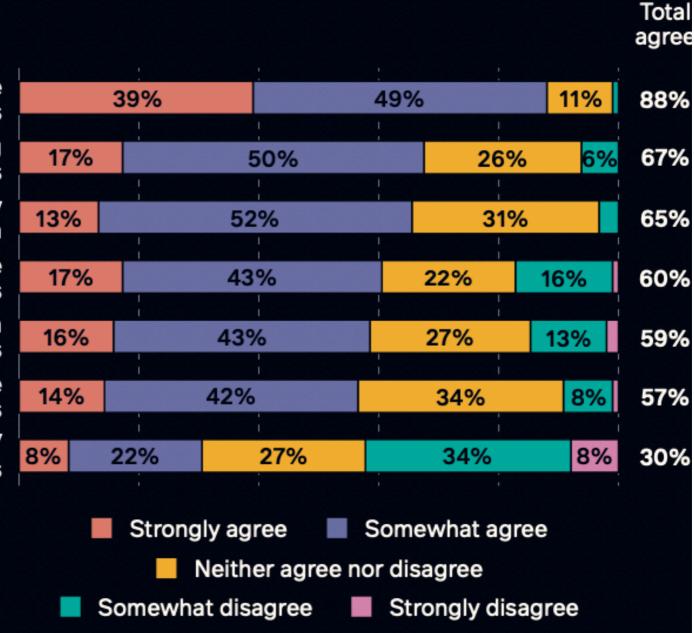


#### Guaranteed income

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



#### Wealth transfer



It is important to me to meet the spouse of my retired clients

My clients are focused on minimising inheritance tax liabilities

My clients have gifted or will gift money to their heirs before their death

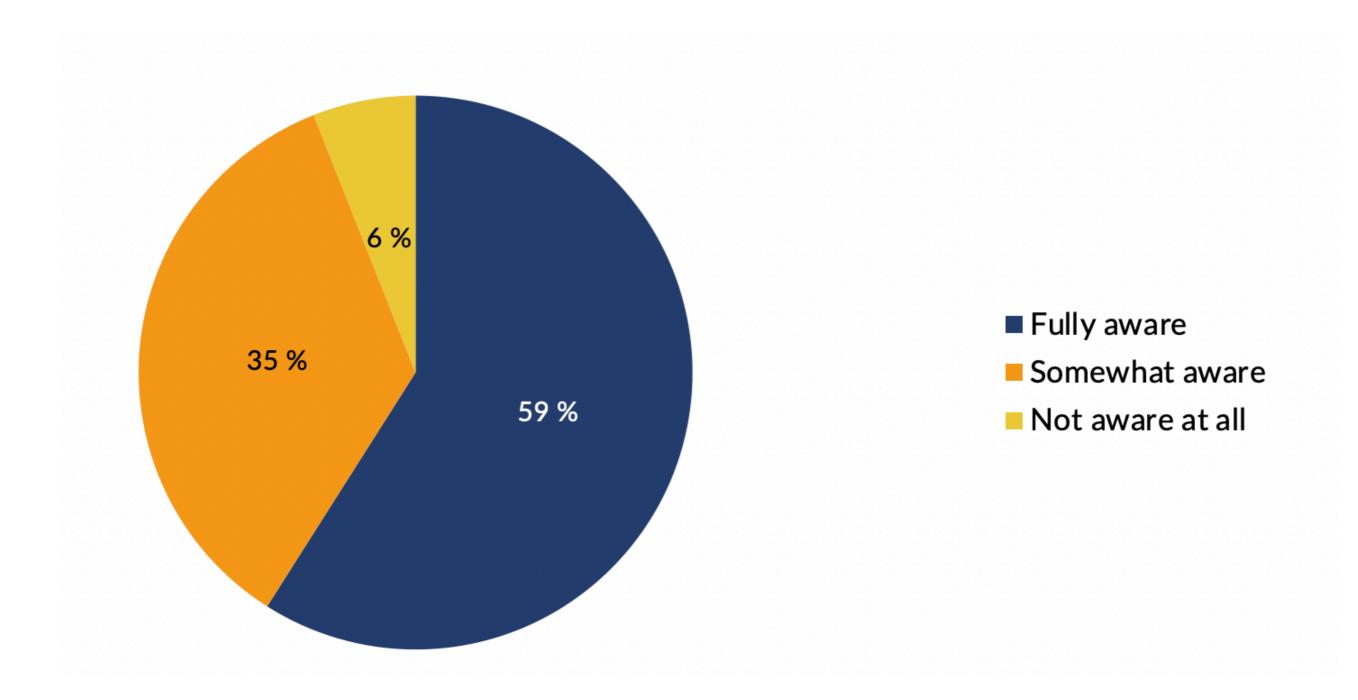
Intergenerational wealth transfer is a core part of the service I offer to retired clients

> It is important to me to meet with my retired clients' dependents

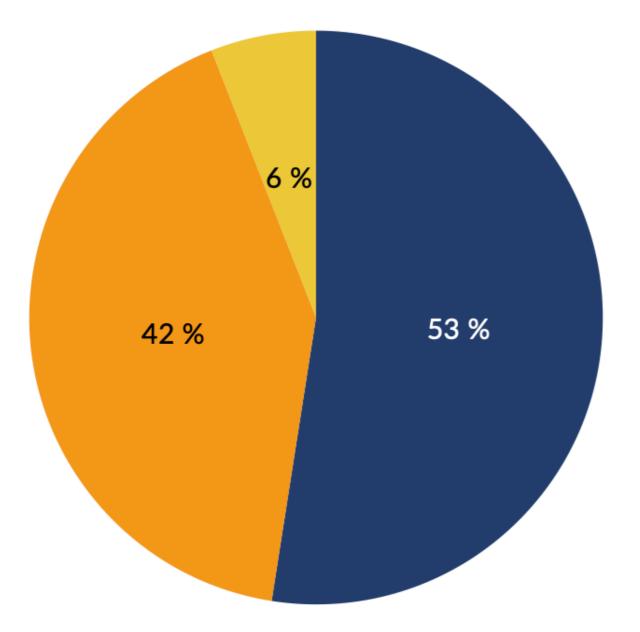
It is important for me to meet with the children of my retired clients

My firm has a specific package of fees/ services for children of current clients

#### Which funds?



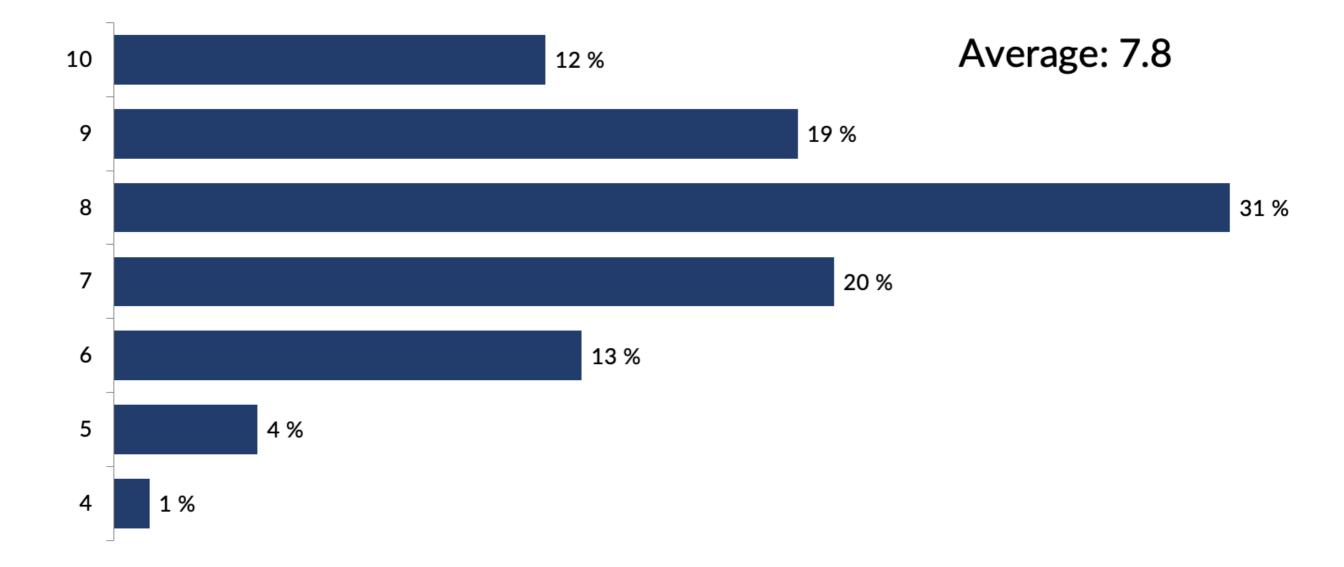
## Which platform?



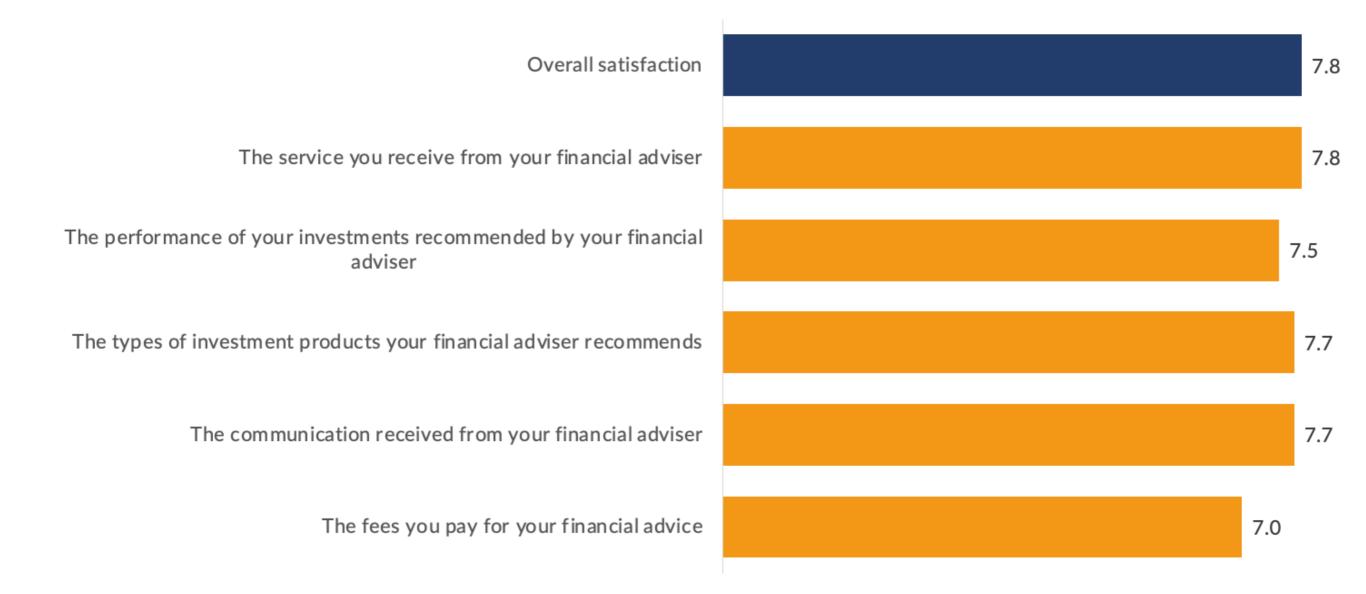
Fully awareSomewhat aware

Not aware at all

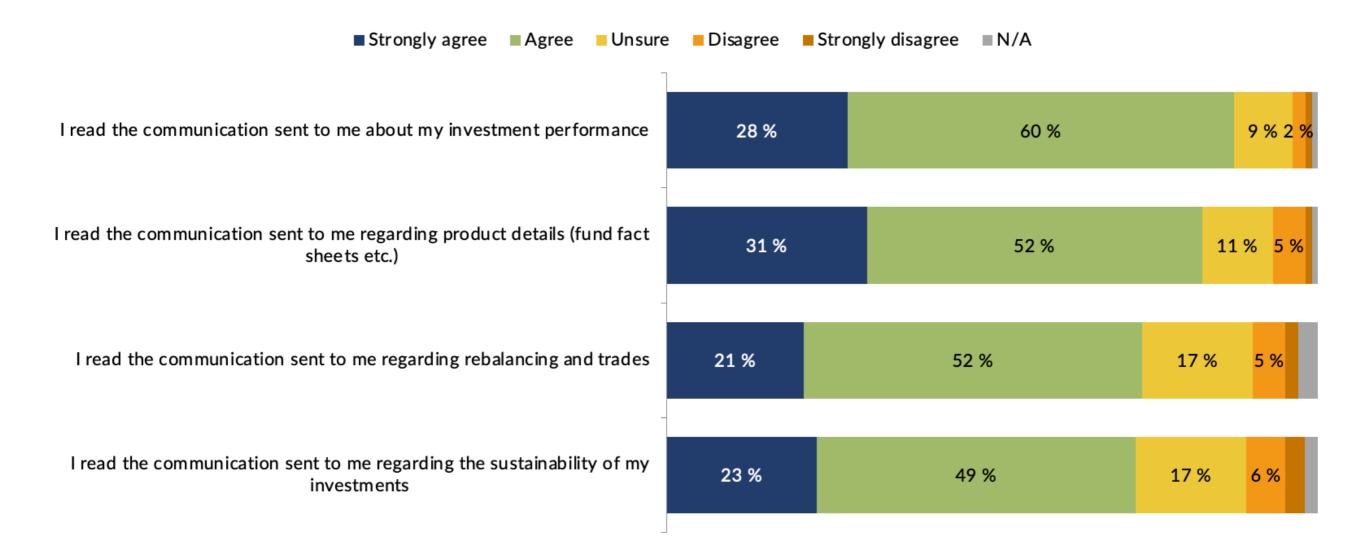
#### Satisfaction - advice



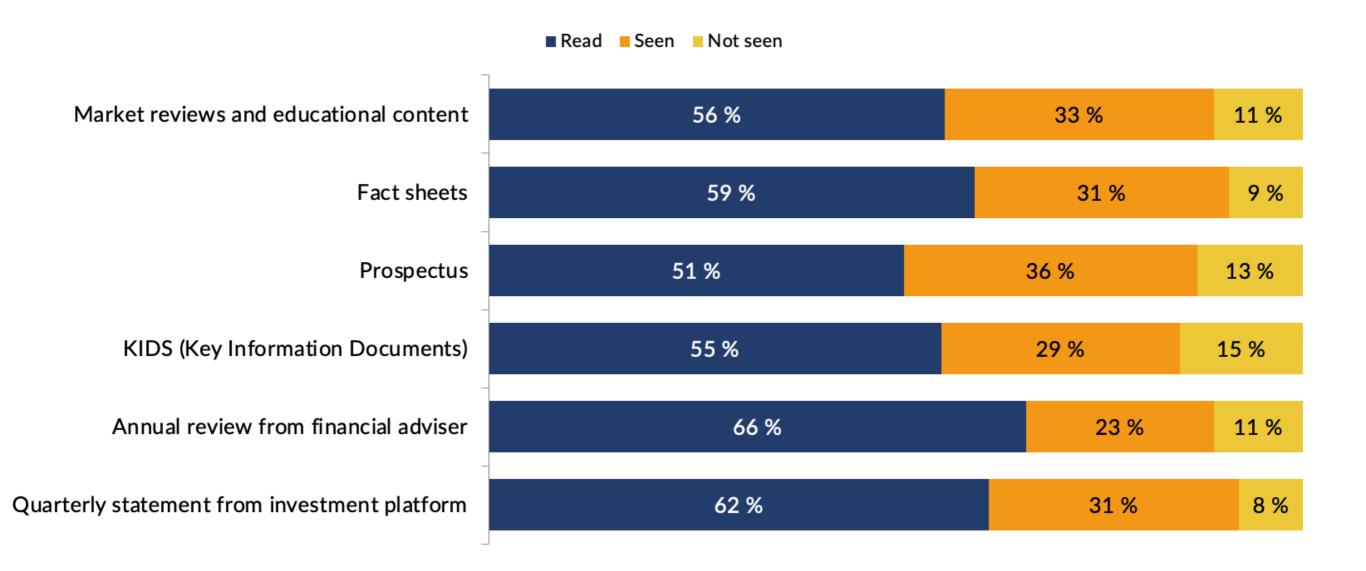
# Satisfaction - specifics



#### Communication



#### What do clients read?



# Understanding

