



rosan helmsley
WEALTH MANAGEMENT



KEY GUIDE | JANUARY 2019

Later life planning

Introduction

PLANNING ALL THE WAY THROUGH LIFE

The last 25 years have changed the way we live. Now we can access information instantly, share experiences with people across the world, and reap the benefits of rapid technological change. These benefits include increased living standards and healthcare, and longer life spans.

A longer life means your pensions and any other investment income in retirement have to last for longer; maintaining financial planning advice is more vital than ever to ensure you don't outlive your income; and families may now stretch across more than three generations, making estate planning more of a challenge.

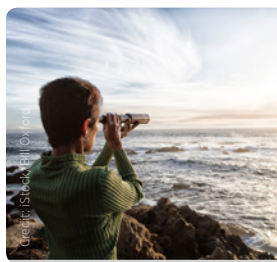
In this guide, we introduce some of the main financial planning aspects of longer life. For more information on any of the issues raised, please talk to us.

Contents



THE PLANNING FUNDAMENTALS

Longer life expectancies require setting your goals and some practical forward thinking.



LIFE CHANGE PLANNING

Preparing for change can make it more manageable, whether it is divorce, downsizing or losing a partner.



INCOME PLANNING

A clear plan for your income is key to a comfortable later life, including pensions, investments and tax considerations.



PLANNING THE FUTURE OF YOUR ESTATE

Thinking about what will happen to your assets involves more than inheritance tax, especially for multi-generational families.

This publication is for general information only and is not intended to be advice to any specific person. You are recommended to seek competent professional advice before taking or refraining from taking any action on the basis of the contents of this publication. The Financial Conduct Authority (FCA) does not regulate tax advice, so it is outside the investment protection rules of the Financial Services and Markets Act and the Financial Services Compensation Scheme. This publication represents our understanding of law and HM Revenue & Customs practice as at 12 December 2018 and the proposals in the Autumn 2018 Budget.

The planning fundamentals

One 20th century idea in particular has undergone a radical rethink: how we define old age. People no longer stop everything at age 60 or 65. The baby boomers are not slinking off into quiet retirement. Nor should they, as the statistics show that they could be around for some time.

If the life expectancy numbers below surprise you, then you are not alone. Research in 2018 by the Institute for Fiscal Studies revealed widespread 'survival pessimism'. Since 1981, life expectancy at age 65 has improved by seven years for men (to 86) and six years for women (to 89), a fact which has not yet sunk into the public psyche.

Financial planning for later life is, in many respects, the same as planning at earlier life stages. However, the emphasis will often change. For example, income will normally become a

more important focus of investment than growth, and planning for inheritance tax and potential care fees come to the fore.

Planning point

Life expectancy has been increasing steadily for years, which means some more traditional ideas about retirement planning need to be updated.

Setting your goals

The first step in creating any plan is to decide what you want to achieve. There is no such thing as a standard, one-size-fits-all solution – you need a personal plan designed around your goals. For example:

A longer life						
Age now	Men			Women		
	Life expectancy	1-in-4 chance of reaching	Chance of reaching age 100	Life expectancy	1-in-4 chance of reaching	Chance of reaching age 100
55	85	93	6.3%	88	95	9.5%
60	85	93	5.4%	88	95	8.3%
65	86	93	4.7%	88	95	7.4%
70	86	93	4.1%	88	94	6.5%
75	88	93	3.7%	89	94	5.9%

Source: Office of National Statistics (ONS). Life expectancy is calculated using the 2014-based principal projection for 2016 in the UK produced by the ONS, published on 1 December 2018.

- What should the balance be between maintaining your lifestyle and preserving what you pass on to your family?
- Do you wish stay living where you are today? Ultimately you may have no choice but to move to residential or nursing care, but in-home care can defer that transfer – albeit at a cost.
- If you are still working, perhaps part time, how long will you continue to do so before fully retiring?
- Are you prepared to rely solely on the NHS for your healthcare?

Thinking ahead

What you could do at age 20 you may not be able to at age 60. At age 85, your 60-year-old achievements may be beyond you. While you may feel near immortal today, the statistics mean you need to consider other, more difficult times. Key things include:

- Have you put lasting powers of attorney (LPA) in place, or their equivalents in Scotland and Northern Ireland? An LPA passes control of your affairs to your chosen attorney if you become unable to act because of accident or illness. There are two types of LPA:
 - *Health and welfare LPA*: This covers decisions on areas such as medical care, moving into a care home and life-sustaining treatment. For instance, you can research sheltered accommodation and care homes now and include specific instructions about where you want to go in this type of LPA.
 - *Property and financial affairs LPA*: This covers financial matters from managing your bank account to selling your home.
- You should think about who you want to have responsibility for your affairs. It should be someone you trust, who you are confident will be in good health and able to take on the

responsibility, potentially for many years. If you do not have an LPA in place, the Public Guardian steps in to oversee the making of decisions on your behalf. This option is inevitably less personal, more expensive and usually slower.

- Who will provide financial advice as your life changes? An LPA provides a backstop, but you may become less able – or willing – to make financial decisions long before it is triggered. For example, if you start using pension income drawdown there could come a time when it becomes worth switching to an annuity for greater income security. When selecting your financial adviser, you should choose a firm which can stay the course – as we aim to do.
- Have you made a will and if so, is it up to date? A will lets you choose both how your estate is distributed and who handles the process. Again, there is a statutory fall back, this time in the shape of the Intestacy rules. As a one-size-fits-all solution, the intestacy rules will often produce less than perfect results. Intestacy rules vary between England and Wales, Scotland and Northern Ireland.

EXAMPLE

The intestacy rules in practice

Mike and Amy had been married for over 45 years when Amy was diagnosed with inoperable cancer and died within a few weeks. For tax reasons, Mike had placed most of the couple's investments in Amy's name, but Amy had made no will.

As a result, under English intestacy rules, one third of Amy's £750,000 investment portfolio passed to a grandchild the couple had never met – the child of their estranged son, who died 15 years earlier.



Planning point

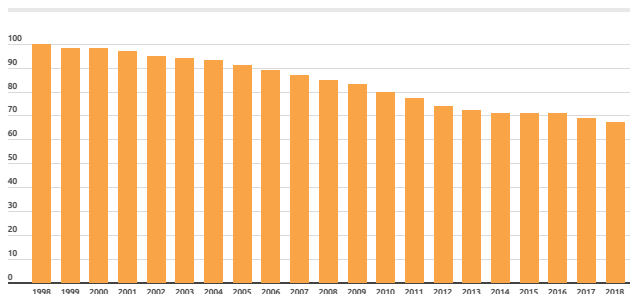
Consider what expertise you will need to achieve your goals. You may need help with planning your investments to create income, choosing an annuity, structuring pension withdrawals or estate planning; if so you should discuss your needs with your adviser.

INCOME PLANNING

Careful income planning can be key to making the most of later life. Money concerns are never welcome, particularly if the opportunity to earn your way out of them is no longer open to you.

When planning your income needs you should take account of your potential life expectancy, but you also need to consider the longer-term effects of inflation. For example, the buying power of the pound has dropped by about one third over the last twenty years to the start of 2018.

The reduction of buying power of £100
1998-2018



The path from work

The transition from work to retirement is now often a gradual process. You might not want the instant change to 100% leisure time. Alternatively, you may need to earn extra income

to cover a pension or other shortfall, perhaps because of the continuing increases in state pension age. Whatever your reason, the latest data from the Office for National Statistics show that 14.0% of men and 7.7% of women still work beyond age 65.

However, it is unwise to assume that you can rely on continued earnings for a long period of time. Factors such as your or your partner's health, your enthusiasm and the type of work you're engaged in could mean you have to stop work at some point.

If you think you will have to continue working indefinitely, then your (non-)retirement plans almost certainly need a serious review.

The role of pensions

Pensions, both state and private, are usually the main source of income in later life. For growing numbers of people, some pension income will be via income drawdown, rather than the traditional pension annuity.

The drawdown approach offers flexibility suited to gradual retirement, but ongoing management is vital. The level of withdrawals needs regular review: taking too much from a fund can mean you outlive your pension, whereas the opposite could mean a lower than desired standard of living, thereby building up funds your children, grandchildren or chosen benefactors will ultimately benefit from.

Investment management

If you hold investments – including those underlying your pension arrangements – they need to be managed. What you require from your investments could alter over time and investment horizons naturally tend to shorten as you get older. For example, you may wish to increase the emphasis on security of income rather than income growth.

To maintain a coherent approach, it is important to review your investments as a single portfolio, rather than as compartmentalised direct holdings, ISAs, life policies and

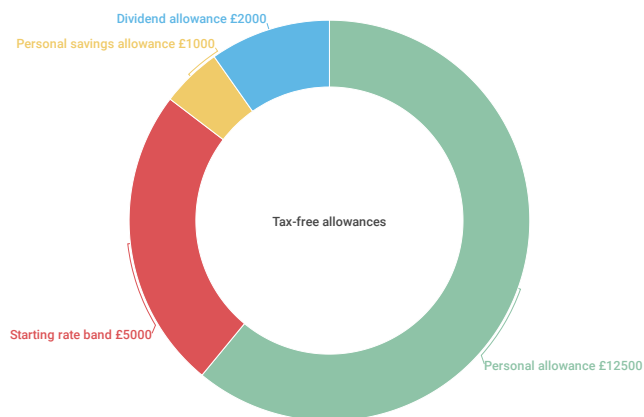


pensions. This would normally be the role of your financial adviser, with investment allocations of individual funds handled by investment management companies.

Tax

Income and tax sometimes seem inseparable, but this need not be the case. The flexible pension regime created ways to draw regular payments which are not fully taxed as income or are even tax free. Other investment structures can produce similar results if you think of your income requirement as a series of regular payments.

For couples, tax savings can sometimes be achieved by simply rearranging who owns investments. The aim is to maximise each individual's use of their allowances and tax bands. For instance, in theory each of a couple could receive £20,500 of income free of tax in 2019/20, through a combination of tax bands and allowances.



LIFE CHANGE PLANNING

Later life will often involve significant changes, some voluntary – such as downsizing – and some forced upon you – such as moving into care. The less voluntary the change is, the more likely it is the timing will be out of your control. Your financial plans need to take account of potential changes and incorporate flexibility to help cope with sudden upheavals.

Downsizing

Moving to a smaller home is one way to make life more manageable and, often more importantly, release capital. The decision to downsize is not one to be taken lightly. If you wish to remain in the same area, you may discover that the cost of moving means a significant element of the released capital disappears in fees and stamp duty land tax (or its equivalent). Moving to a cheaper area will mitigate the costs, but do you want to leave your locality and the friends you have there, or deal with all the stresses associated with buying and selling?

If a key factor for you moving is accessing capital locked in your property, make sure you examine the options for extracting capital (and/or income) from your home without having to leave it.



Divorce and remarriage

Relationships change and later life can bring pressure on marriages as couples spend more time together, with little or no intervention from work. The latest statistics (for 2015) show a divorce rate of 1.3 per 1,000 men and 0.9 per 1,000 women for heterosexual couples in England and Wales at age 65 or over. While those divorce rates are much lower than for younger couples, older divorces are likely to be more complicated because individuals will have built up assets and pensions. This is an area requiring expert advice.

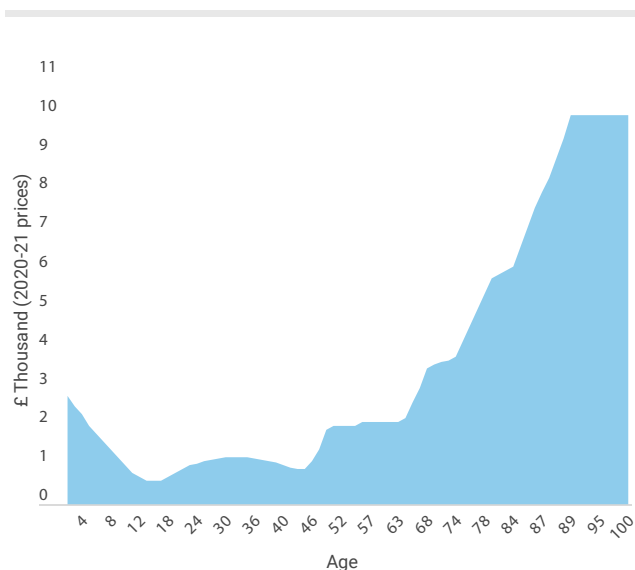
Marriage rates were 5.5 per 1,000 for men and 1.4 per 1,000 for women aged 65 and over in 2015. Remarriage has its own complications. For example, each party may wish to ensure the wealth they bring to a new marriage ultimately passes to the children of an earlier marriage (or marriages). Again, professional advisers should be involved in these circumstances.

Death of a spouse or partner

For any later life couple, it is generally inevitable that death will mean one partner is left alone. It is a possibility which ought to be discussed between the couple but, rather like writing a will, all too often the idea is deferred for another time, which may never arrive.

Coping with the death of a partner is one of life's major traumas. One way of taking away some of the pressure is to ensure that financial disruption is kept to a minimum. Among many other things, this can mean placing investments and bank accounts in joint names and, as far as practical, including survivor's benefits in any pension arrangements.

NHS spending by age



Health, ill health and long-term care

Increases in life expectancy have not been matched by an increase in healthy life expectancy. The most recent data from National Statistics showed that in England in 2013-2015, at age 65 both men and women could expect a little less than half of their remaining days would be spent in poor health. Planning needs to allow for that hard fact.

If you wish to have private medical care in later life, then you will need to accept either substantial insurance premiums or a similarly high cost of self-funding. As the graph shows, age adds increasing costs. It is little wonder that after age 65, demand for medical insurance drops off sharply as employer-funded cover ends and reliance on the NHS correspondingly goes up.

Planning point

The most effective financial plan will allow for flexibility to help you deal with major changes, such as divorce, the death of a partner or the need for long-term care.

A closely related issue is social care, which is managed by local authorities, not the NHS. If you need long-term care, whether residential or nursing, broadly speaking you will receive no support for your costs (other than limited 'nursing care' payments) if your capital exceeds a certain limit. The thresholds depend on which country of the UK you live in. Different caps also apply as in England you may have to pay the full cost of your residential care, but in Scotland you can receive a weekly 'personal care' contribution.

Financial planning for social care is a highly complex area requiring specialist expertise. At present it is made more complicated by the fact that, after several abortive attempts at reform, a government white paper on the subject is due imminently.

PLANNING THE FUTURE OF YOUR ESTATE

You should ask yourself, what do you want to happen to your estate?

That question affects more than inheritance tax (IHT) planning. Your estate and IHT are inextricably linked, but the most IHT-efficient planning may not be 'family efficient' estate planning.

Protecting assets during your lifetime

The self-funding rules for long-term care can result in your estate being whittled down to pay care home fees. The average stay in a residential care home in England is around 30 months and average fees can exceed £1,200 a week in



some parts of the UK. It may be possible to plan your affairs to limit the cost, but this is an area where in-depth knowledge is vital and many dangerous myths exist – such as ‘just give it all away first’.

To mitigate IHT, you should consider not only your will, but also what opportunities you have to make lifetime gifts. Today's IHT regime has a favourable treatment for lifetime gifts. For example, outright gifts made more than seven years before death are completely free of IHT, as are regular gifts, regardless of size, when made out of income, provided that they do not reduce your standard of living.

Trusts

Trusts have long been used as a way of controlling lifetime gifts or legacies after they have been made. For example, a trust could be used to provide income from a portfolio for a surviving spouse, while also ensuring capital passes to children from a previous marriage when the surviving spouse dies.

Trusts have often been associated with tax planning, but over the years legislation has been tightened. Now, most trusts are subject to the highest rates of income tax and capital gains tax, meaning that they can be disadvantageous from a tax viewpoint. Nevertheless, trusts continue to have a role to play, particularly when the would-be recipients of a gift or legacy are minor children or young adults.

With trusts, striking the right balance between control and tax-efficiency needs a skilled adviser.

Generation skipping

A five-generation family is a real possibility today, thanks to increased life expectancies. This can create some difficult estate planning decisions.

Purely from an IHT viewpoint, the best option is to pass assets straight to the youngest generation, avoiding the tax that might otherwise be incurred on the trickle down through generations. However, the generations overlooked by such a strategy may be more in need of funds than their children or grandchildren. There might even be an expectation from the older generation of support with their care costs.

As with so many other areas of later life planning, compromises may be necessary and sound advice essential.

Planning point

You should have a plan ready to protect your assets if you need to go into long-term care, as there may be opportunities to limit the cost and impact with proper advice.

MAKING THE MOST OF IT

This guide has concentrated on the challenges that can emerge in later life, but the rewards should not be forgotten. If you and your finances remain in good health, you will have more time to enjoy your post-work life than earlier generations. That could mean travel abroad, learning new skills or taking that course which had always been at the back of your mind, if only you had the time.

Financial planning can help you focus on these enjoyable aspects of later life, by providing you with the income to cover the costs – from travel insurance and flights to theatre tickets and oil paints.

Investing in shares should be regarded as a long-term investment and should fit in with your overall attitude to risk and financial circumstances.

Levels and basis of, and reliefs from, taxation are subject to change and depend on your individual circumstances.

The Financial Conduct Authority does not regulate tax and estate planning.



HOW WE CAN HELP

As this guide illustrates, later life planning can be complicated with conflicting goals and uncertain timings. We can help you with your planning and, in particular, provide advice on:

- IHT and estate planning.
- Managing your pension arrangements.
- Your options for funding long-term care.
- Identifying opportunities to reduce your income tax bill.
- Managing your investments, including pension assets.
- The costs of downsizing and the alternatives available to you.



rosan helmsley
WEALTH MANAGEMENT

Rosan Helmsley Ltd, 1000 Cathedral Square,
Cathedral Hill, Guildford, Surrey, GU2 7YL

01483 90 40 40 | www.rosan-ifa.com

Rosan Helmsley Ltd is authorised and regulated by the Financial Conduct Authority (FCA).