

THE HIERARCHY OF FINANCIAL NEEDS

First, know what you don't know. Then, know where to find information, and finally, be willing to learn.

Like **Maslow's hierarchy of needs**, financial needs are categorized according to stages...

BUILDING A SOLID FOUNDATION centers on moving through each stage of the ladder.

Below, we illustrate how these stages provide essential lessons in both creating and retaining wealth.



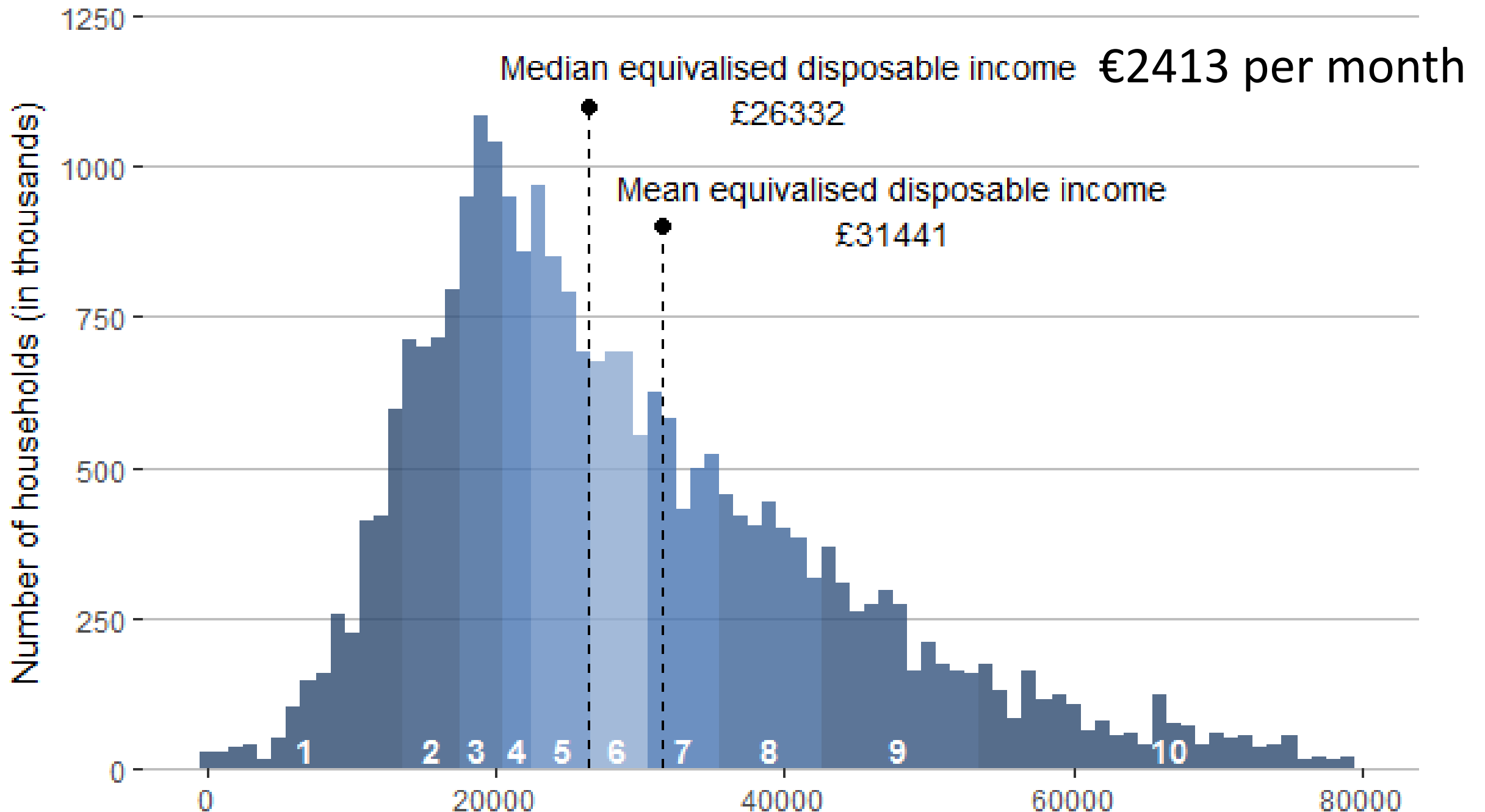
From investing to tax planning, wealth management plays an important role in financial health.

For professional clients / qualified investors only



Source: NYL, The Associated Press-NORC Center for Public Affairs Research (Jul, 2019), Pew Research Center (Apr, 2020)
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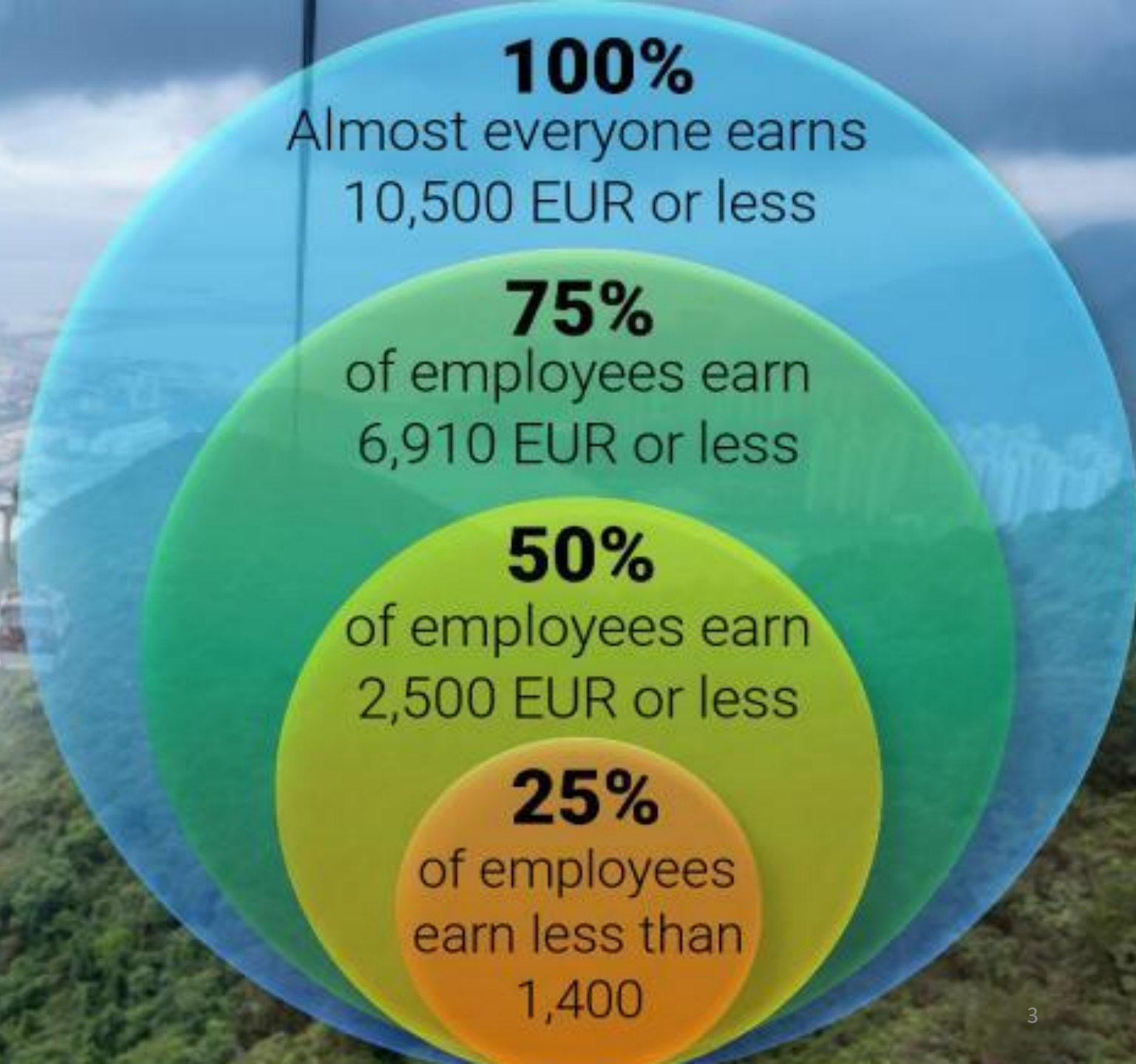
This material contains general information only and does not take into account an individual's financial circumstances. This information should not be relied upon as a primary basis for an investment decision. Rather, an assessment should be made as to whether the information is appropriate in individual circumstances and consideration should be given to talking to a financial advisor before making an investment decision.
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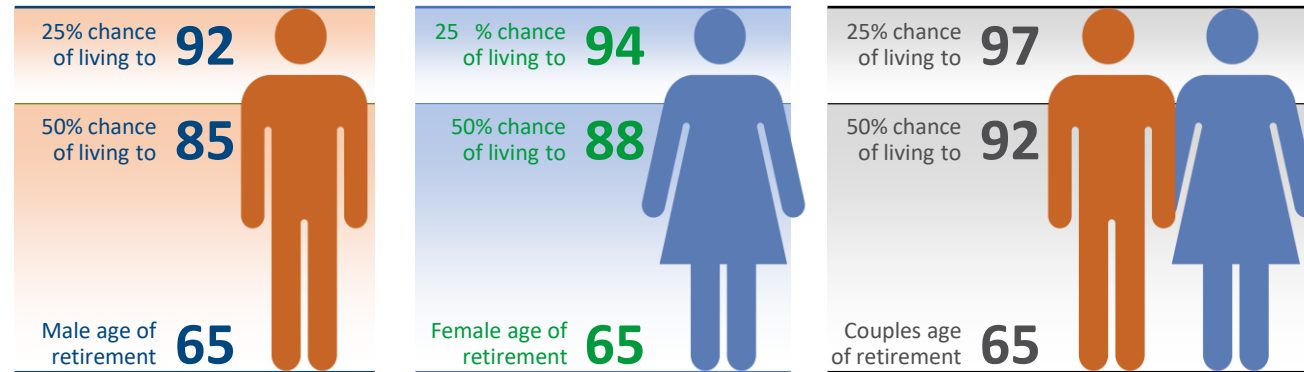
Salaries Distribution Funchal

* Average Monthly Salary



What Life Expectancy For Your Plan ?

- Increasing life expectancy makes sustainable income a key issue

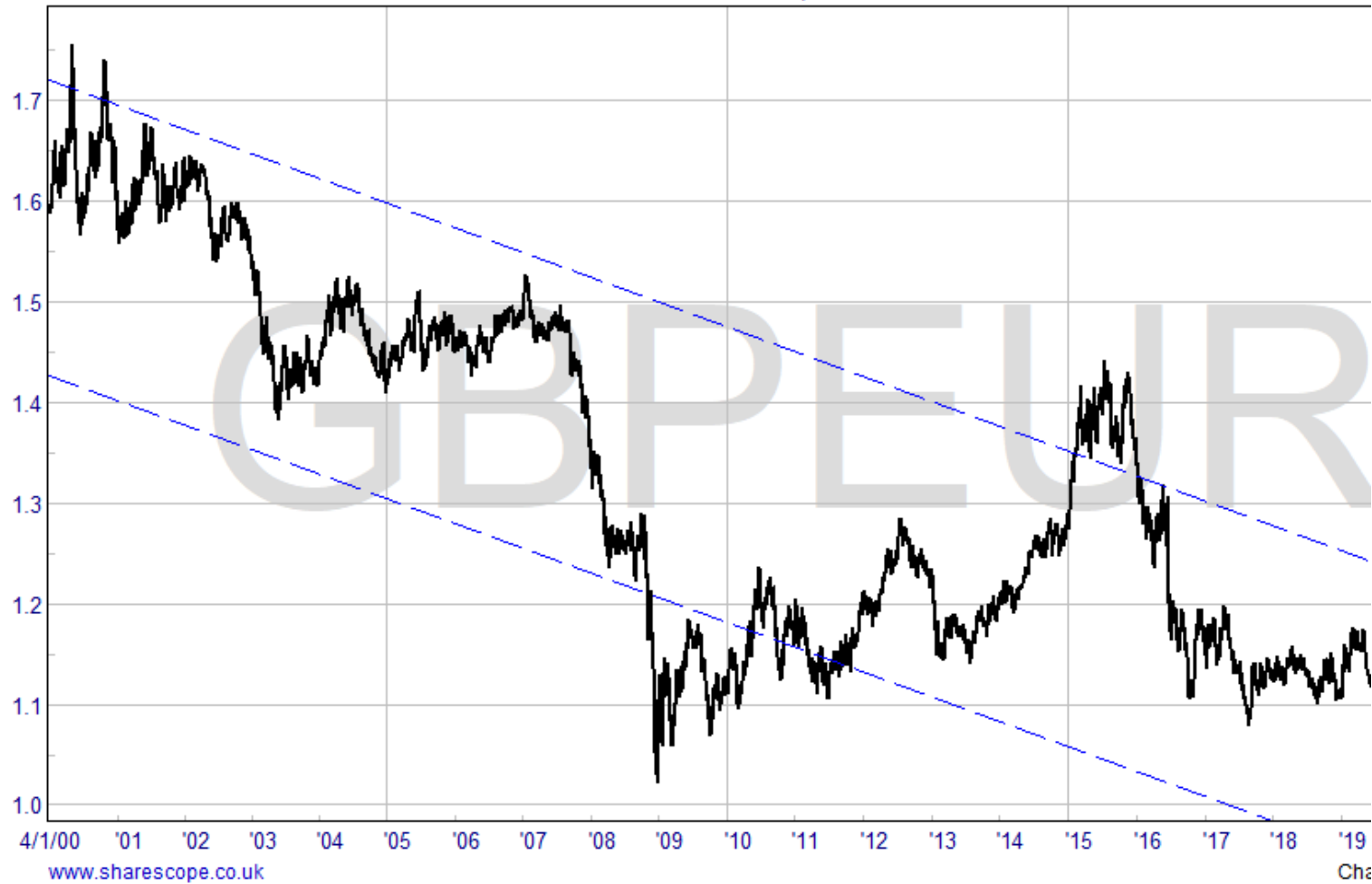


Couples retiring today are now planning for a retirement of 30+ years

We need to be aware of the impact of gradual changes

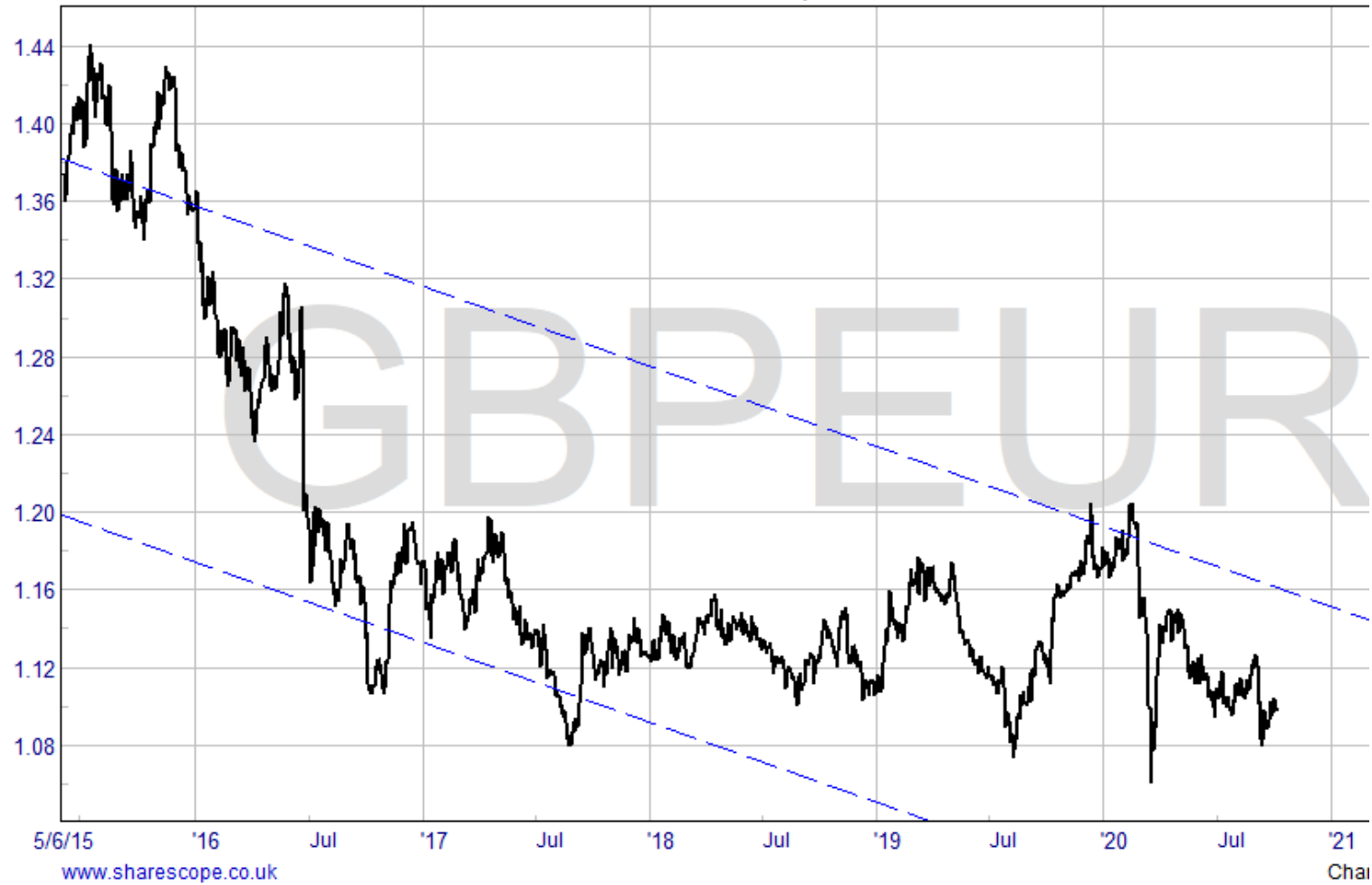


GBP/EUR - Euros per British Pound



Value of the Pound compared with Euro since 2000

GBP/EUR - Euros per British Pound



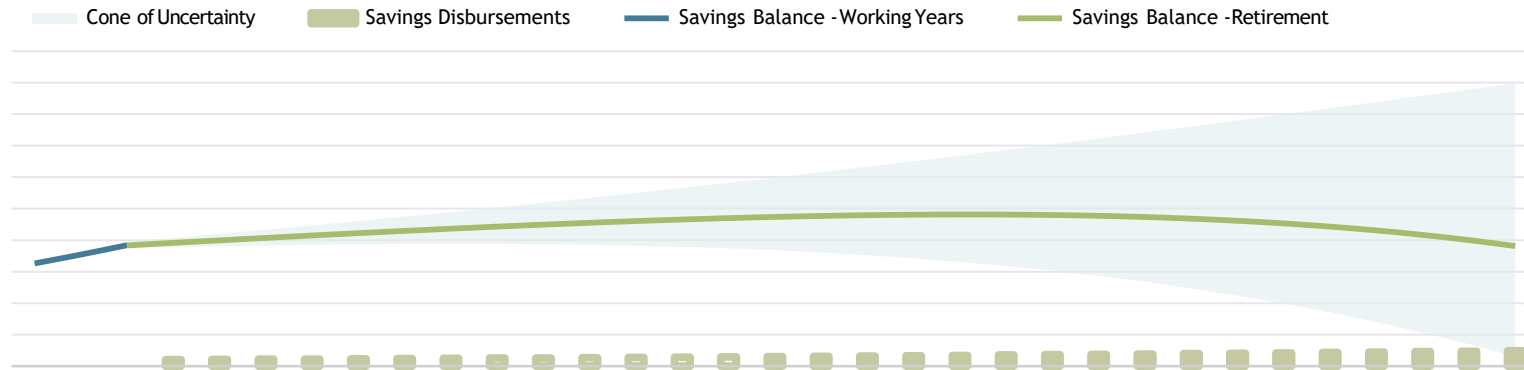
Value of the Pound compared with Euro since 2016

NOW		AT RETIREMENT		UNCERTAINTY (%)	
Your current age	62	Annual pension benefit (€)	9,000	Investment return uncertainty	2.00%
Annual income (€)	€50,000	Annual pension benefit increases (%)	0.00%	Annual savings amount uncertainty	0.00%
Annual inflation & income increases (%)	3.00%	Desired retirement age	65	Annual savings increases uncertainty	0.00%
Retirement savings balance (€)	€600,000	Number of years of retirement income	30	Annual pension benefit amount uncertainty	0.00%
Annual savings amount (€)	€15,000	Income replacement (%)	75.00%	Annual Pension benefit increases uncertainty	0.00%
Annual savings increases (%)	0.00%	Investment return (%)	6.25%		
Investment return (%)	6.25%				



RETIREMENT PLANNER

Congratulations! At age 94, you will have a savings balance of €763,336.



INPUT

NOW		AT RETIREMENT		UNCERTAINTY (%)	
Your current age	62	Annual pension benefit (€)	9,000	Investment return uncertainty	2.00%
Annual income (€)	€50,000	Annual pension benefit increases (%)	0.00%	Annual savings amount uncertainty	0.00%
Annual inflation & income increases (%)	3.00%	Desired retirement age	65	Annual savings increases uncertainty	0.00%
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State Pension Statement

Please tear off and keep for your information.

What is a State Pension statement?

A State Pension statement will give you an estimate of how much State Pension you may get and the earliest date you can claim. The estimate will be based on your National Insurance contribution record as it stands on the date the statement is produced.

Your State Pension statement is not a guarantee. The amount you get when you claim your State Pension may be different from the amount on your statement. You may want to get financial advice before making decisions based on your State Pension statement.

Who can get a State Pension statement?

You can get a State Pension statement if you are aged 16 or over and at least 30 days away from your State Pension age when we look at your application.

Completing the form

Please fill in the form in **black ink** and send to the address below. You must sign the form in **Part 7** – if you do not your application may be delayed.

If you need any help, please call us on **0800 731 0175** (if you live in the UK) or **+44 191 218 3600** (if you live outside the UK). You can also write to us at:

**Newcastle Pension Centre, Futures Group
The Pension Service 9
Mail Handling Site A
WOLVERHAMPTON
GREAT BRITAIN
WV98 1LU**

Other ways to get a State Pension statement

If you live in the UK you can get a State Pension statement by calling us on **0800 731 0175**. Lines are open Monday to Friday 8am to 6pm. For security and quality purposes your call may be monitored and recorded.

If you have speech or hearing difficulties you can contact us using a textphone on **0800 731 0176**.

If you live outside the UK

You can call us by dialling **+44 191 2183600** to get a State Pension statement. Lines are open Monday to Friday 8am to 6pm. If you have speech or hearing difficulties you can contact us using a textphone on **+44 1912182051**.

Call to **0800** numbers are free from landlines and mobile.



“It is not the strongest of the species that survives, it is the one that is the most adaptable to change.” Darwin

Contact John Mather

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Tel 0207 078 4101

Next event November 17th 2020