



THE CHARTERED INSURANCE INSTITUTE

AF8 - RETIREMENT INCOME PLANNING

2026/2027

You completed the following fact-find when you met Patrick and Jane Evans recently.

Part 1: Basic Details

| | Client 1 | Client 2 |
|---|-------------------------|--------------------------|
| Surname | Evans | Evans |
| First name(s) | Patrick | Jane |
| Address | 1 Linden Way, Mansfield | 1, Linden Way, Mansfield |
| Date of birth | 01.02.1964 (62) | 03.04.1966 (60) |
| Domicile | UK | UK |
| Residence | UK | UK |
| Place of birth | Nottingham | London |
| Marital status | Married | Married |
| State of health | Deteriorating | Good |
| Family health | Good | Good |
| Smoker | No | No |
| Hobbies/Interests | Golf | Walking, badminton |
| Notes: | | |
| Patrick was recently diagnosed with a heart condition which will require ongoing long-term treatment but this will not affect his life expectancy. Patrick will retire in the next few months so that he and Jane can spend some time visiting family members overseas over the next three years. | | |

PART 2: FAMILY DETAILS

Children and other dependents

| Child, Sibling and Other Dependents | | | | | | |
|-------------------------------------|--------------|--|------------|--------|------------|------------------------|
| Name | Relationship | | D.O.B | Health | Occupation | Financially dependent? |
| Sally | Daughter | | 02.03.1988 | Good | Engineer | No |
| Ian | Son | | 10.04.1990 | Good | Teacher | No |

Sally is married and has two children, aged 5 and 7. Sally moved to Australia with her husband and children, and they do not intend to return to the UK in the future.

Jan lives in the UK and is planning to get married next year. Jan has no children.

| PART 3: EMPLOYMENT DETAILS | | |
|-----------------------------------|---------------------|-----------------------|
| | Client 1 | Client 2 |
| Employment | | |
| Occupation | Sales Manager | Physiotherapist |
| Job title | Manager | |
| Business name | Tresham Industries | Oakhill Sports Clinic |
| Business address | Mansfield | Mansfield |
| Year business started | Not known | Not known |
| Remuneration | | |
| Salary (gross) | £48,000 per annum | £18,000 per annum |
| State Pensions | N/A | N/A |
| Overtime | N/A | N/A |
| Benefits | | |
| Benefits-in-kind | N/A | N/A |
| Pension scheme | see Part 11 | see Part 11 |
| Life cover | N/A | N/A |
| Private Medical Insurance | N/A | N/A |
| Income Protection | N/A | N/A |
| Self-Employment | | |
| Net relevant earnings | N/A | N/A |
| Accounting date | N/A | N/A |
| Partnership/Sole trader | N/A | N/A |
| Other Earned Income | | |
| | N/A | N/A |
| Notes: | | |
| | Client 1 | Client 2 |
| Previous Employment | | |
| Previous employer | Mansfield UK | N/A |
| Job title | Sales Administrator | N/A |
| Length of service | 1985-1993 | N/A |
| Pension benefits | see Part 11 | N/A |

| Notes: | | |
|---|--|--|
| Patrick has preserved pension benefits from his first employer. Jane does not have any previous benefits from any employers and has worked part-time for Oakhill Sports Clinic since she qualified as a physiotherapist in 1988. | | |

PART 4: OTHER PROFESSIONAL ADVISERS

| | Client 1 | Client 2 |
|------------------|--------------------|--------------------|
| Bank | Assure Bank | Assure Bank |
| Building Society | Midlands Provident | Midlands Provident |
| Doctor | Dr King | Dr King |
| Solicitor | Walker Phipps LLP | Walker Phipps LLP |
| Notes: | | |

PART 5: INCOME AND EXPENDITURE**Income**

| | Client 1 | | Client 2 | | Joint | |
|---------------------------|----------------------|-----------------------|----------------------|-----------------------|----------------------|-----------------------|
| | Monthly £ | Annually £ | Monthly £ | Annually £ | Monthly £ | Annually £ |
| State Pensions | | | | | | |
| Private Pensions | | | | | | |
| Salary (gross) | | 48,000 | | 18,000 | | |
| Benefits-in-kind | | | | | | |
| Bank interest (gross) | | | | | | 1,225 |
| Investment income (gross) | | | | | | |
| ISA income | | 900 | | 1,200 | | |
| Dividend income | | | | | | 710 |
| Notes: | | | | | | |

Expenditure

| Household Expenditure | Monthly £ | | | Annually £ | | |
|-------------------------------------|------------------|-----------------|--------------|-------------------|-----------------|---------------|
| | Client 1 | Client 2 | Joint | Client 1 | Client 2 | Joint |
| Mortgage/Rent | | | | | | |
| Council tax | | | | | | 1,600 |
| Buildings and contents insurance | | | | 680 | | |
| Gas, water and electricity | | | | 1,500 | | |
| Telephone | | | | 700 | | |
| TV licence and satellite | | | | 600 | | |
| Property maintenance | | | | 2,500 | | |
| Regular Outgoings | | | | | | |
| Life assurance (see Part 8) | | | | | | |
| Health insurance (see Part 9) | | | | | | |
| Savings Plans (see Part 10) | | | | | | |
| Car tax, insurance and maintenance | | | | 1,000 | 850 | |
| Petrol and fares | | | | 950 | 700 | |
| Loans (see note below) | | | | | | |
| Hire purchase | | | | | | |
| School fees | | | | | | |
| Childcare | | | | | | |
| Further education | | | | | | |
| Subscriptions | 60 | 30 | | | | |
| Food, drink, general housekeeping | | | 800 | | | |
| Pension contributions (see Part 11) | 160 | 60 | | | | |
| Other Expenditure | | | | | | |
| Magazines and newspapers | | | | | | 120 |
| Entertainment | | | | | | 2,500 |
| Clubs and sport | | | | | | 2,000 |
| Spending money | | | | | | 2,800 |
| Clothes | | | | | | 1,500 |
| Maintenance | | | | | | |
| Other (Holidays) | | | | | | 4,000 |
| Total Monthly Expenditure | 220 | 90 | 800 | | | |
| Total Annual Expenditure | 2,640 | 1,080 | 9,600 | 7,930 | 1,550 | 14,520 |
| Total Outgoings | | | | | | 37,320 |

Notes:

Patrick and Jane are unsure of their expenditure in retirement but would like to generate a minimum income of £45,000 per annum (net) throughout retirement.

Do you foresee any major/lump sum expenditure in the next two years?**Notes:**

Patrick and Jane are planning to travel extensively over the next few years as they are concerned that Patrick's health will deteriorate in the future and prevent them travelling outside the UK. They estimate that their travel plans will cost £70,000 in total over the course of the next three years.

PART 6:ASSETS

| | Asset | Client 1 £ | Client 2 £ | Joint £ | Income (Gross) £ |
|----|---|---------------|---------------|------------|------------------------|
| 1. | Main residence | | | 650,000 | |
| 2. | Contents/car | | | 55,000 | |
| 3. | Current account – Assure Bank | 3,000 | 1,500 | | |
| 4. | Savings Account – Assure Bank | | | 35,000 | 1,225 |
| 5. | OEIC/Unit Trust holdings – UK Recovery funds | | | 42,000 | 545 |
| 6 | OEIC/Unit Trust holdings – Emerging Markets Growth fund | | | 33,000 | 165 |
| 7. | Stocks & Shares ISAs – US Equity Tracker fund | 45,000 | | | 900 |
| | Stocks & Shares ISAs – UK FTSE-100 Tracker fund | | 40,000 | | 1,200 |
| 8. | Investment Bond (onshore) – Managed fund | | | 85,000 | |

Investment Funds

| Fund | Base Cost £ | UK Equity | Global Equity | Property | Fixed Interest | Cash | Total Expense Ratio |
|-----------------------------------|----------------|-----------|---------------|----------|----------------|------|---------------------|
| UK Recovery (Joint) | 18,000 | 95% | | | | 5% | 1.64% |
| Emerging Markets Growth (Joint) | 15,000 | | 90% | | | 10% | 1.96% |
| Investment Bond (Joint) | 55,000 | 40% | 40% | 20% | | | 1.2% |
| US Equity Tracker (ISA - Patrick) | 15,000 | | 98% | | | 2% | 0.8% |
| UK FTSE-100 Tracker (ISA – Jane) | 18,000 | 98% | | | | 2% | 0.5% |
| | | | | | | | |

Notes:

Patrick and Jane hold two investment funds in joint names which were purchased many years ago with lump sums of £18,000 in the case of the UK Recovery fund and £15,000 in the case of the Emerging Markets Growth fund. They have not reviewed these funds in recent years.

They have not used their ISA allowances for several years as they have used any excess net income each year to repay their mortgage and make gifts to their children.

Patrick and Jane took out their investment bond with the proceeds of an inheritance from Jane's mother. They have not taken any withdrawals from this bond, nor have they made any additional investments into the bond since it was purchased with an initial investment of £55,000 in June 2013.

Patrick and Jane currently draw the income from their various investment funds and ISAs and have used most of this to make gifts to their children and grandchildren within the annual gift exemptions.

PART 7: LIABILITIES

| Mortgage Details | Client 1 | Client 2 | Joint |
|----------------------------|----------|----------|-------|
| Lender | | | |
| Type of mortgage | | | |
| Amount outstanding | | | |
| Start date | | | |
| Term/maturity | | | |
| Monthly payment | | | |
| Interest rate | | | |
| Life policies (see Part 8) | | | |

Notes:

Patrick and Jane have recently repaid their mortgage in full.

| Other Loans | Client 1 | Client 2 | Joint |
|--------------------|----------|----------|-------|
| Lender | | | |
| Type of loan | | | |
| Amount outstanding | | | |
| Start date | | | |
| Term/maturity | | | |
| Monthly payment | | | |
| Interest rate | | | |
| Payment protection | | | |

Notes:

Patrick and Jane have no outstanding loans.

Other Liabilities (e.g. tax)**Notes:**

Patrick and Jane have no outstanding liabilities.

PART 8: LIFE ASSURANCE POLICIES

| | Life/Lives assured | Ownership | Sum assured £ | Premium £ | Term | Start date | In trust? | Surrender Values £ |
|---|--------------------|-----------|---------------|-----------|------|------------|-----------|--------------------|
| | | | | | | | | |
| | | | | | | | | |
| Notes: | | | | | | | | |
| Patrick and Jane do not currently hold any life assurance policies. | | | | | | | | |

PART 9: HEALTH INSURANCE POLICIES

| Type | Life Covered | Current Sum Assured £ | Start Date | Term/ Review | Deferred Period | Premium £ |
|------|--------------|-----------------------|------------|--------------|-----------------|-----------|
| | | | | | | |
| | | | | | | |
| | | | | | | |

Notes:

| |
|---|
| Patrick and Jane do not have any health insurance policies. |
|---|

PART 10: REGULAR SAVINGS

| Type | Company | Ownership | Fund | Amount Saved £ | Sum Assured | Maturity Date | Current Value £ |
|------|---------|-----------|------|----------------|-------------|---------------|-----------------|
| | | | | | | | |
| | | | | | | | |

Notes:

| |
|---|
| Patrick and Jane do not currently make any regular savings. |
|---|

PART 11: PENSION DETAILS**Occupational pension scheme**

| | Client 1 | Client 2 |
|--|-----------------|----------|
| Member of employer's scheme | Mansfield UK | |
| Type of scheme | Defined Benefit | |
| Date joined | 1985 | |
| Retirement age | 65 | |
| Pension benefits | | |
| Death benefits | | |
| Dependant's benefits | 50% | |
| Contracted-in/out | | |
| Contribution Level (employee) | | |
| Contribution Level (employer) | | |
| Fund type | | |
| Fund value | | |
| Notes: | | |
| Patrick was a member of his former employer's Defined Benefit Pension Scheme. He left service in 1993. The retirement scheme age is 65 and he will take the maximum income under the scheme of £4,700 per annum (gross) at age 65 to increase his and Jane's level of guaranteed income in retirement. | | |
| The pension will escalate with RPI in payment. | | |

Additional Voluntary Contributions (including free standing additional voluntary contributions)

| | Client 1 | Client 2 |
|---|----------|----------|
| Type | | |
| Company | | |
| Fund | | |
| Contribution | | |
| Retirement date | | |
| Current value | | |
| Date started | | |
| Notes: | | |
| Patrick and Jane do not have any additional voluntary contribution schemes. | | |

Personal Pensions

| | Client 1 | Client 2 |
|------------------------|---|-----------------------------------|
| Type of scheme | Group Personal Pension | Group Personal Pension |
| Company | UK Life Ltd | Midlands Life Ltd |
| Fund | UK Equity tracker (50%) UK Gilt & Fixed Interest (50%) | Cautious Managed Lifestyle (100%) |
| Gross Contributions | 5% employee/5% employer | 5% employee/6% employer |
| Scheme Retirement date | February 2023 | April 2025 |
| Fund value | £210,000 | £85,000 |
| Year started | 1993 | 1988 |

Notes:

Patrick and Jane are both members of their employer's Group Personal Pension schemes to which both they and their employers currently contribute.

Previous pension arrangements

| | Client 1 | Client 2 |
|--------------------|-----------------|-----------------|
| Employer | | |
| Type of scheme | | |
| Date joined scheme | | |
| Date left | | |
| Preserved benefits | | |

Notes:**State Pension**

| | Client 1 | Client 2 |
|---------------|------------------|------------------|
| State Pension | £230.25 per week | £230.25 per week |
| Total | See below | See below |

Patrick and Jane have received a State Pension forecast and both are entitled to the full State Pension on their State Pension ages.

PART 12: INHERITANCES

| Wills | Client 1 | Client 2 |
|-----------------------------|----------|----------|
| Do you have a current Will? | Yes | Yes |
| | | |

Notes:

Patrick and Jane made their Wills several years ago leaving all their assets to each other and then to their children in equal shares on second death.

| Trusts | Client 1 | Client 2 |
|--------------------------------------|----------|----------|
| Are you a beneficiary under a trust? | No | No |
| If yes, give details | | |
| Are you a trustee? | No | No |
| If yes, give details | | |

Notes:

| Gifts | Client 1 | Client 2 |
|----------------------------|-----------------|-----------------|
| Give details of gifts made | £1,000 per year | £1,000 per year |

Notes:

Patrick and Jane have gifted monies to their children and grandchildren for the past few years to use some of their annual gift exemptions. These gifts have been funded from the income generated by their various investments.

| Inheritances | Client 1 | Client 2 |
|---|-----------------|-----------------|
| Give details of any inheritances received or expected | See notes below | See notes below |

Notes:

Patrick and Jane have already received various small inheritances from family members over the past ten years. They do not expect to receive any further inheritances.

PART 13: ATTITUDE TO RISK

What level of risk are you prepared to take to achieve your financial objectives?

Notes:

Patrick and Jane have always had an adventurous attitude, but both feel that this level of risk is no longer appropriate. They believe that a low to medium risk level is now necessary and would like to review their current investments, taking into consideration their change of position following Patrick's early retirement.

Patrick and Jane have a low to medium capacity for loss.

PART 14: BUSINESS RECORDS**Compliance**

| | | |
|--------------------------|--|--|
| Date fact-find completed | | |
| Client agreement issued | | |
| Data Protection Act | | |
| Money laundering | | |

Consultations

| | | |
|-------------------|--|--|
| Dates of meetings | | |
|-------------------|--|--|

Marketing

| | | |
|---------------|--|--|
| Client source | | |
| Referrals | | |

Documents

| | | |
|--------------------------------|--|--|
| Client documents held | | |
| Date returned | | |
| Letters of authority requested | | |

Notes:**PART 15: OTHER INFORMATION**

Jane may continue to work part-time as a physiotherapist for the next five years. Her employer is willing to provide continuing employment to Jane on a flexible basis to fit in with her travel arrangements. Jane expects to earn a salary of £10,000 per annum (gross) from this continuing employment due to her reduced working hours.

Patrick and Jane are planning to sell their current home to release funds of approximately £200,000 after all fees and charges to provide additional income in retirement. They expect to sell their home and purchase a new property for approximately £400,000 in the next two or three years.

Clients' Financial Objectives:**Immediate objectives:**

- To ensure that Patrick and Jane have sufficient capital for the next three years to accommodate their travel plans.
- To ensure their existing investments and pension arrangements are suitable following their recent changes in circumstances.

Longer-term objectives:

- To ensure that Patrick and Jane can generate adequate joint income of £45,000 per annum (net) in today's terms throughout their retirement.
- To arrange a suitable investment strategy for the residual proceeds of the sale of their home.
