



press release

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9 Questions to ask your Annuity adviser

Most people who buy an Annuity have never been through the process before; we wanted to make it easier for them. We have therefore put together 9 helpful questions that they should ask their Annuity adviser.

In the years 1999 – 2008 the Annuity market has more than doubled (Source, PICA, Pension Income Choices Association). However, the extent of take up of the Open Market Option (OMO), which allows pension savers to shop about for the best Annuity rate, has only risen from 33% in 2004 to 37% in 2008 (Source PICA). Something is wrong here, nearly two thirds of pension savers are not shopping about for the best Annuity rate for them and not asking the right questions of their adviser.

Our 9 questions will help pension savers get better outcomes from their Annuity search. They can be attached to this press release and can also be found here:

<http://www.investmentsense.co.uk/nine-questions-to-ask-your-annuity-adviser/>

Anna Timms, Director of Investment commented "You might not expect a firm of financial advisers to highlight these types of questions; however we believe that all pension savers should ask them, they are vital if pension savers are to get better outcomes."

She went on to say "Buying an Annuity can be a once and for all decision with no chance to change your mind in years to come, making the wrong choices now because some basic questions were not asked could be a costly mistake."

Ends

Editor's Notes:

Investment Sense was founded in January 2010 and is a member of the Offer More Options campaign, designed to produce better retirement outcomes for clients

Investment Sense are active in the Annuity market and work with many clients looking to secure an income with their pension fund

The Investment Sense website provides an Annuity calculator, which is free to use, and gives accurate, real time results in seconds

Pictures of our adviser team are available on request

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