Seminar B15:
DB transfer values – challenges IFAs face to satisfy client demand

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Since the 2014 Budget and introduction of the new pension freedoms from April 2015, IFAs have generally seen an up-tick in interest for DB transfer advice from both corporate sponsors, who are keen to explore ways of reducing liabilities through enhanced transfer value (ETV) exercises and from individual members, wanting to access the new pension flexibilities.

But in meeting client demand advisers face challenges on several fronts, from setting appropriate expectations to ensuring the advice meets all regulatory & best practice standards. The presentation looks at several aspects of DB transfer advice market including the experience since April 2015, the factors to consider when providing DB transfer advice, critical yields & suitability repots, processing insistent clients, the provider market and how to manage the project.