

| TIME | LOCATION | THE CURRICULUM | | | | | | | |
|-----------|--------------------|---|---|---|---|---|--|---|--|
| 0815-0900 | Osler Long Room | Informal networking over breakfast | | | | | | | |
| 0900-0905 | Wolfson Theatre | Welcome: Owen James Group | | | | | | | |
| 0905-0935 | Wolfson Theatre | Lecture 1: Should the well-heeled (“lucky”) Baby Boomers be more conscious of the economic challenges faced by Generation X and the Millennials? Is the social contract between generations in danger of being broken? <i>The Rt Hon Lord Willetts - Executive Chairman of the Resolution Foundation, author of the Pinch; and former Minister for Universities and Science under the Conservative Government</i> | | | | | | | |
| 0935:1005 | Wolfson Theatre | Lecture 2: What is retirement really like? <i>Ben Franklin, Head of Economics of Ageing at the International Longevity Centre – UK</i> will talk about research findings which challenge the myth of older people splashing their retirement cash on leisure and holidays (sponsored by Just Retirement) | | | | | | | |
| 1010-1100 | Tutorials 1 | Wolfson Theatre | Council Chamber | Linacre Room | Dorchester Library | Censors Room | Heberden Room | Willan Room | Sloane Room |
| | | Overcoming the cost of being human - <i>Greg B Davies, Head of Behavioural-Quant Finance at Barclays Wealth Management</i> | Meeting the income needs for today's retirees Aviva Investors | Preparing for the end! Have you seized the opportunities around end-of-life planning? Dignity | Ageing clients in drawdown – good practice for review Just Retirement | Rethinking risk in retirement Seven Investment Management | So just what are clients looking for in terms of product and service design? <i>Chris Davies, Engage Insight</i> | The New State Pension – what it is, how it works, who it impacts - <i>Michael Switsur, State Pension Policy, Department for Work and Pensions</i> | Don't discount growth strategies in retirement Kames Capital |
| 1100-1120 | Osler Long Room | Coffee and “Apple and Blackberry” time | | | | | | | |
| 1120-1210 | Tutorials 2 | Wolfson Theatre | Council Chamber | Linacre Room | Dorchester Library | Censors Room | Heberden Room | Willan Room | Sloane Room |
| | | | Meeting the income needs for today's retirees Aviva Investors | Preparing for the end! Have you seized the opportunities around end-of-life planning? Dignity | Ageing clients in drawdown – good practice for review Just Retirement | Rethinking risk in retirement Seven Investment Management | So just what are clients looking for in terms of product and service design? <i>Chris Davies, Engage Insight</i> | The New State Pension – what it is, how it works, who it impacts - <i>Michael Switsur, State Pension Policy, Department for Work and Pensions</i> | Don't discount growth strategies in retirement Kames Capital |
| 1215-1245 | Wolfson Theatre | Lecture 3: There is a tension between the government's drive for individual freedom & choice and the principle of collectivism which underpins the occupational pension schemes market. Is freedom & choice driving us towards a retail pensions market or do we still believe in employer sponsored occupational trust-based pension schemes? <i>Andrew Warwick-Thompson – Executive Director for Regulatory Policy at The Pensions Regulator</i> | | | | | | | |
| 1245-1315 | Wolfson Theatre | Lecture 4: Is technology the answer to the advice gap for those approaching retirement? – <i>Tom McPhail, Head of Retirement Policy at Hargreaves Lansdown</i> | | | | | | | |
| 1315-1415 | Osler Long Room | Buffet lunch | | | | | | | |
| 1420-1510 | Tutorials 3 | Wolfson Theatre | Council Chamber | Linacre Room | Dorchester Library | Censors Room | Heberden Room | Willan Room | Sloane Room |
| | | | Meeting the income needs for today's retirees Aviva Investors | Networking Session | Ageing clients in drawdown – good practice for review Just Retirement | Rethinking risk in retirement Seven Investment Management | Avoiding the clichés when marketing to the more mature amongst us - <i>Mark Beasley, rhc advantage</i> | Charging for a post retirement advice proposition - <i>Mike Barrett, the lang cat</i> | Don't discount growth strategies in retirement Kames Capital |
| 1510-1530 | Osler Long Room | Afternoon Tea and “Apple and Blackberry” time | | | | | | | |

| | | Wolfson Theatre | Council Chamber | Linacre Room | Dorchester Library | Censors Room | Heberden Room | Willan Room | Sloane Room |
|-----------|--------------------|--|--|---------------------------|--|--|--|---|---|
| 1530-1620 | Tutorials 4 | | <i>Meeting the income needs for today's retirees</i> Aviva Investors | <i>Networking Session</i> | <i>Ageing clients in drawdown – good practice for review</i> Just Retirement | <i>Rethinking risk in retirement</i> Seven Investment Management | <i>Avoiding the clichés when marketing to the more mature amongst us - Mark Beasley, rhc</i> advantage | <i>Charging for a post retirement advice proposition - Mike Barrett, the lang cat</i> | <i>Don't discount growth strategies in retirement</i> Kames Capital |
| 1625-1655 | Osler Long Room | Lecture 5: An update from the FCA - <i>Maggie Craig, Head of Pension Policy – Strategy and Competition Division</i> | | | | | | | |
| 1655-1700 | Wolfson Theatre | Farewell Graduation Ceremony: <i>Owen James Group</i> | | | | | | | |
| 1700-1800 | Osler Long Room | Faculty farewell drinks | | | | | | | |

1. THE NEED FOR ROBUST DRAWDOWN REVIEW PROCESSES IS CLEAR. BUT AS CLIENTS AGE, THOSE CONTINUING TO TAKE AN INCOME FROM DRAWDOWN MAY FACE A CHANGING SET OF CONSIDERATIONS.

The need for robust drawdown review processes is clear. But as clients age, those continuing to take an income from drawdown may face a changing set of considerations. For example: should they consider exiting drawdown, or stay invested? Should they consider a phased exit? What is the relevance of the critical yield calculation?

Our tutorial will address all of this – and discuss how you explain the effects of mortality drag to a client– and show them why they should be interested.

As a result of attending, delegates will:

Appreciate some of the risks faced by clients in drawdown in their 70s.

- Understand the relevance of the critical yield calculation and ways to address this.
- Evaluate the effects of mortality drag and consider a strategy to offset this.
- Learn how to perform a more accurate critical yield calculation.
- Investigate how to triage income drawdown clients at review

Expert: Jan Holt, Head of Business Development Team, Just Retirement

2. MEETING THE INCOME NEEDS FOR TODAY'S RETIREES

In light of the persistently volatile, low growth, low interest rate environment, how can you ensure investors have the income to see them all the way through their retirement?

- Pensions Freedoms brings the promise and opportunity to revolutionise your clients' retirement. Freedom to mix working with leisure time is now potentially available to more people than ever before. These choices also place a greater responsibility on advisers in providing a desirable level of income, with 'Leaving a Legacy' becoming increasingly more important and therefore the goal of preservation of capital.
- The issues of extended life expectancy, a low interest rate environment, higher correlations of asset classes and sequencing risk loom large and need to be understood.
- In this session we will consider these challenges with real market data and anecdotal evidence to confirm or challenge these trends. We look forward to an open discussion to help formulate ideas and answers.

Expert: James Tothill and Simon Young, Aviva Investors

3. RETHINKING RISK IN RETIREMENT

- We all know our world has changed, people live a lot longer, state provision won't cover it, pension freedoms means pension responsibility.
- In parallel, fixed interest is rapidly moving from part of the solution to part of the problem; deference to traditional financial institutions has declined; financial education remains poor; clients' psychological biases prevail.
- So sacred cows need to be slaughtered, including how risk is defined, what decumulation plans and investments solutions need to be, and how clients will engage and buy them.
- 7IM will provide hard evidence and real examples to support the need for major disruption, together with practical solutions for how different providers can engage with clients and provide them the necessary solutions for this changed world.

Expert: Matthew Yeates, Seven Investment Management

4. PREPARING FOR THE END – HAVE YOU SEIZED THE OPPORTUNITIES AROUND END-OF-LIFE PLANNING?

End of life planning encompasses products and services aimed at providing protection and easing the end of life process. Product propositions include protection, funeral plans, will writing, estate administration and other related products and services. This networking session provides the opportunity to share experiences in this rapidly growing market and market sector, and to find out more about the approach being taken by one of the market leaders.

Expert: Paul Toghill, Head of Corporate Partnerships, Dignity

5. DON'T DISCOUNT GROWTH STRATEGIES IN RETIREMENT

The term 'diversified growth fund' was coined in 2006 to describe a new breed of multi-asset strategies. Over the past 10 years the UK market has grown to an estimated £125 billion, with defined benefit and defined contribution pension investors the principal investors in many funds. This session will examine:

- The importance of growth investing to and through retirement.
- Why the 'DGF' proposition of equity-like returns with significantly less volatility is attractive.
- The diversity of DGFs available in the market.
- How the current investment outlook is influencing fund managers asset allocation decisions and potential returns

Expert: Colin Dryburgh, Investment Manager, Multi-Asset Team, Kames Capital; Mark Savage, Head of UK Regional Sales, Kames Capital

6. THE NEW STATE PENSION – WHAT IT IS, HOW IT WORKS, WHO IT IMPACTS

This tutorial session will cover new State Pension, which is being introduced for people who reach State Pension age from 6 April 2016. It will cover:

- The reasons for Pension Reforms and why the new State Pension is being introduced
- How the new State Pension works
- The long term impacts
- How the transitional arrangements work for those who have made contributions under the existing system, including –
 - How the 'Starting Amount' works
 - The impact of past Contracting-Out
- An overview of State Pension top up – a way for existing pensioners to boost their State Pension

Expert: Michael Switsur, State Pension Policy, Department for Work and Pensions

7. BEHAVIOURAL FINANCE – OVERCOMING THE COST OF BEING HUMAN

Greg Davies, the leading light in all things behavioural finance, will update you on how to factor in the human cost when working with your clients.

Expert: Greg B Davies, Head of Behavioural-Quant Finance at Barclays Wealth Management

8. CHARGING FOR A POST RETIREMENT ADVICE PROPOSITION

- Do advisers charge the same for decumulation advice as they do in the accumulation phase?
- Is this appropriate? Are there ways in which advisers can keep the total cost of ownership as low as possible?
- What about the other players within the value chain?
- Retirement increasingly means a long-term relationship with the client. And that means new considerations.
- How are advisers addressing longevity and succession planning for their business?

Expert: Michael Barrett, Consulting Director, the lang cat

9. CONNECTING WITH THE 50-PLUS CLIENT

- The nature of retirement and retirees is changing
- Consumers aged over 50 account for 70%+ of the UK's wealth
- Yet less than a third have a financial plan to support their retirement
- They reject outmoded assumptions and stereotypes
- They believe that most advertising and marketing ignores or patronises them
- So how do you gain their trust and build a mutually-beneficial relationship?

Expert: Mark Beasley, Chairman, The Mature Marketing Association and Consultant, rhc advantage

10. SO JUST WHAT ARE CLIENTS LOOKING FOR IN TERMS OF PRODUCT AND SERVICE DESIGN?

Engage Insight will share the findings from their research into exactly what clients are looking for when it comes to product and service design. The headlines were:

- Flexibility: Access to funds through the saving journey
- Fungibility: Transferability of assets
- Saliency: Highly personalised and obvious benefits.

Chris Davies, the founder of Engage Insight will talk you through the detail.

Expert: Chris Davies, Founder, Engage Insight