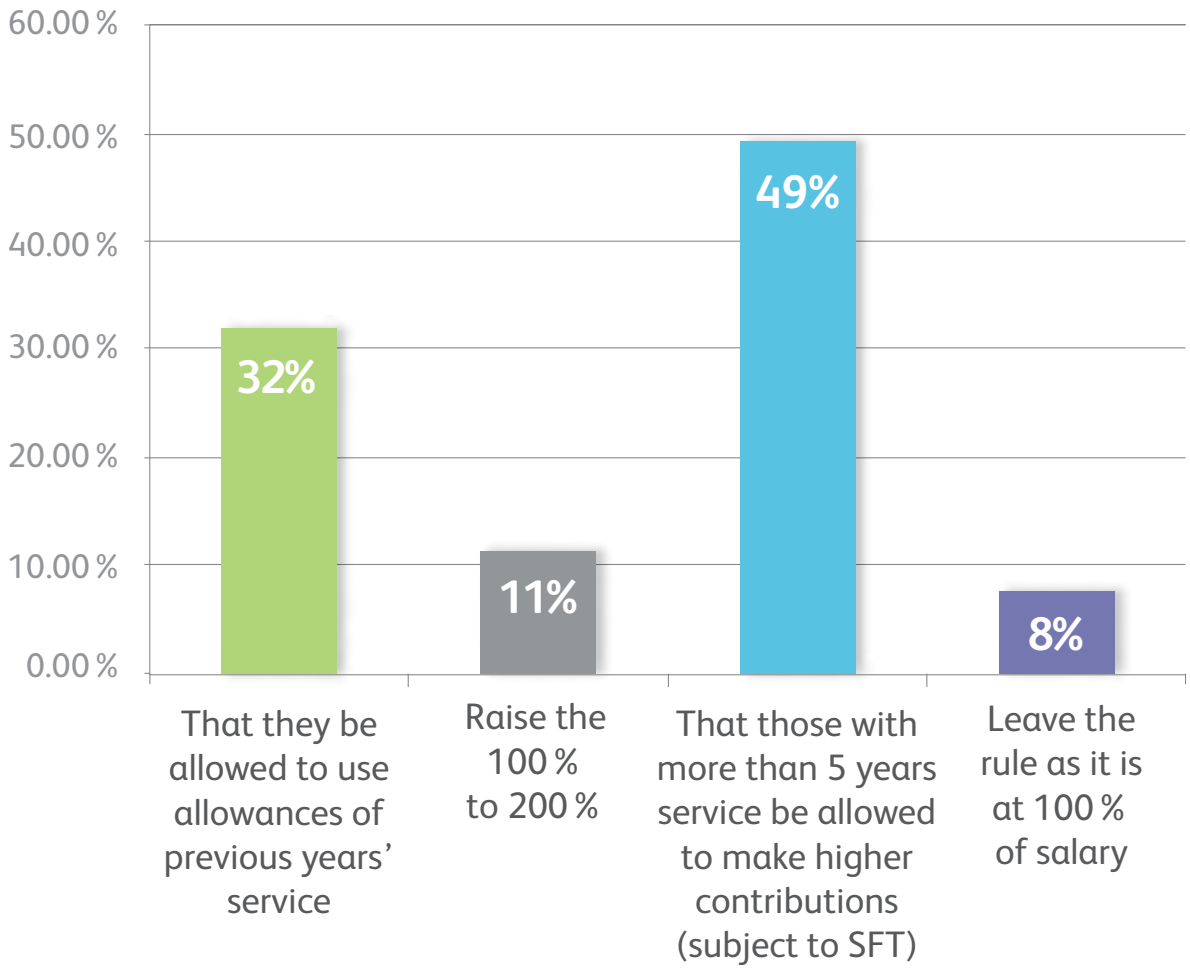
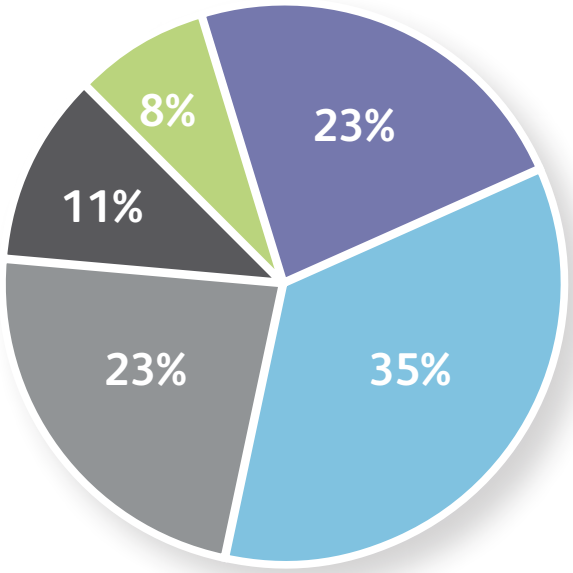
1 Since the Minister for Finance announced that tax relief for employer contributions to PRSAs would be limited to 100 % of salary, which of the following alternative solutions would you prefer for long-serving company owners who are reaching retirement and need to catch up on insufficient pension funding to date?

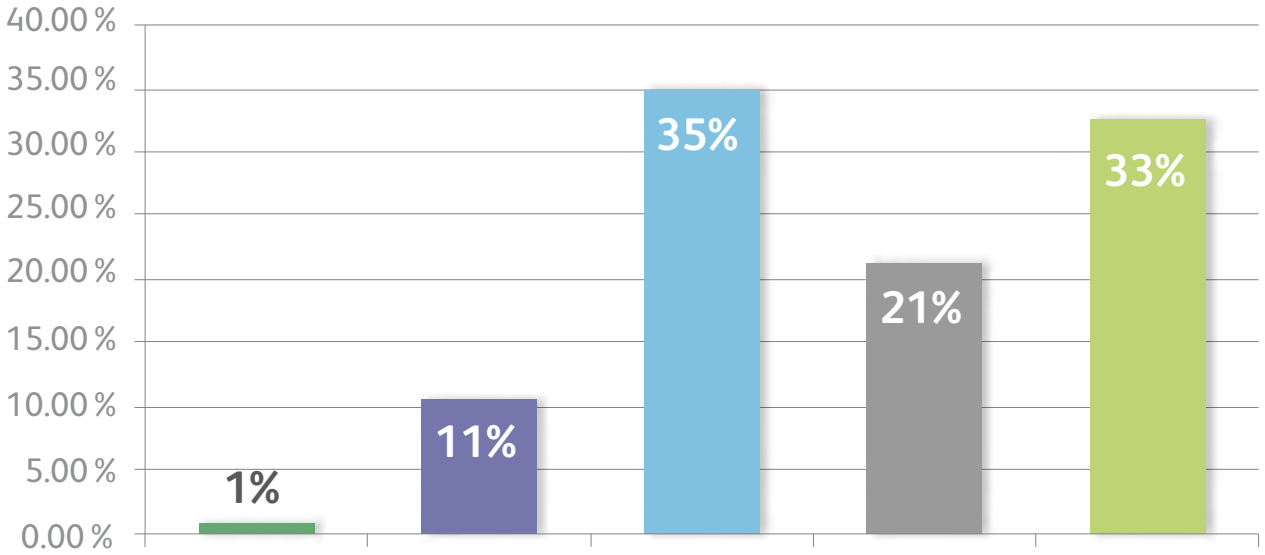


2 Is there more or less appetite now amongst your pension clients to invest in property than there was 5 years ago?



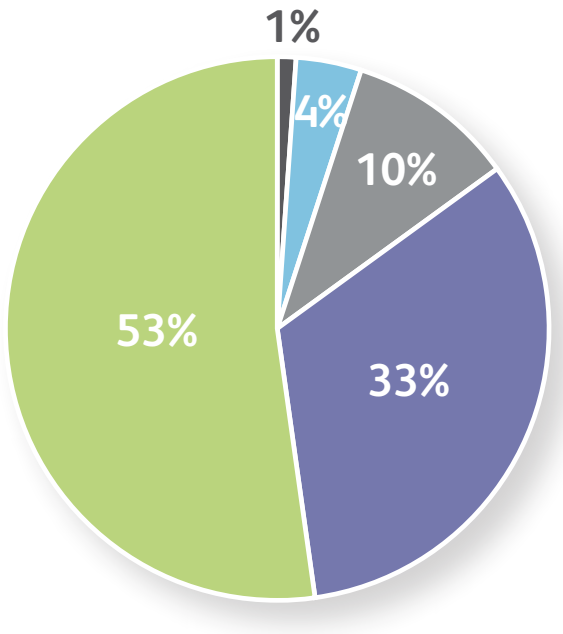
A. A lot more
B. A little more
C. No change
D. A little less
E. A lot less

3 One of the Government's stated objectives is to make pensions simpler to work with and easier to understand for consumers. How would you rate the Government's work in this regard over the last 3 years?



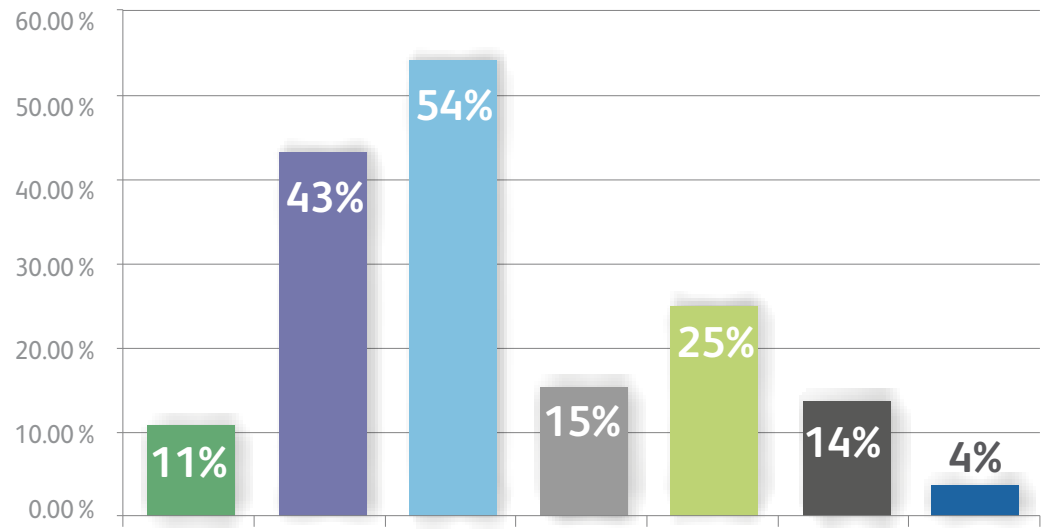
- Excellent – they have made great progress
- Good – progress has been made but there is more to do
- Average – there has been some positive change but significant obstacles remain
- Sub-standard – they have not had any real impact
- Terrible – they've actually made things worse

4 In your experience as a broker, are men saving more or less into their pension than women are?



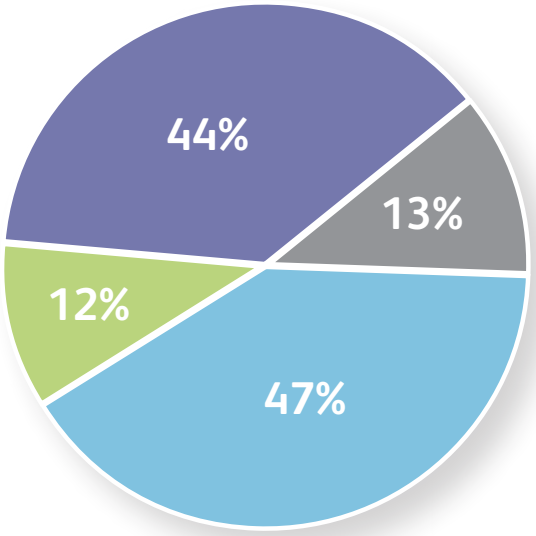
A. Way more
B. A little more
C. The same
D. A little less
E. Way less

5 If, in your experience as a broker, men are saving more into their pension than women are, why do you believe this is the case? (Select all that apply)



- *I don't believe men are saving more into their pension than women
- Men earn more money than women
- Women often leave the workforce to raise families
- Men are more likely to think long-term when it comes to financial planning
- Men take a more active role in financial planning
- Men are more interested in pensions than women
- Men have a better understanding of pensions than women

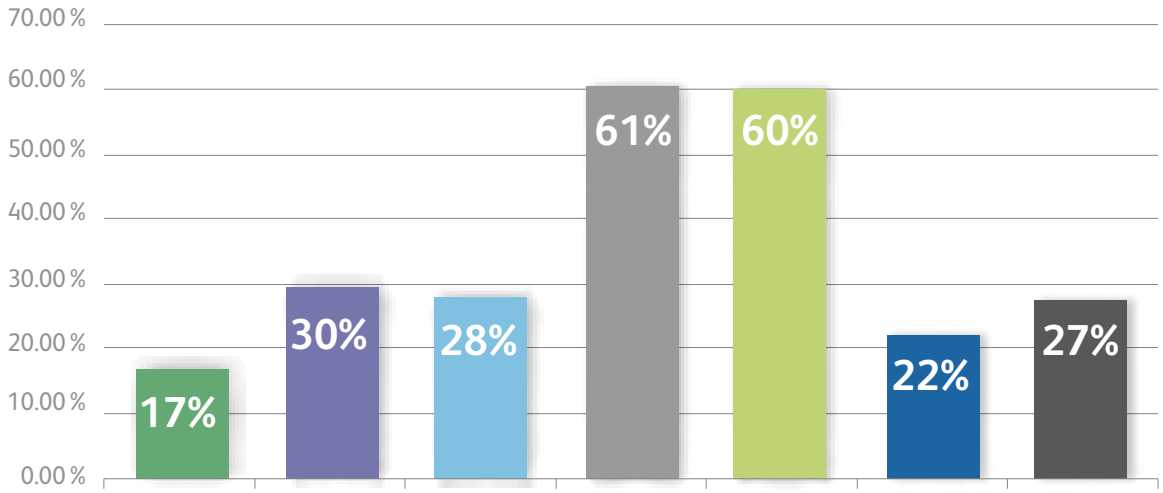
6 Back in 2013, in the wake of the financial crash, the government allowed individuals who had added to their pension fund through additional voluntary contributions (AVCs) to have early access to that portion of the fund before they retire. People were allowed to withdraw up to 30 % of their AVC fund during a 3 year period between 2013 and 2016. This option is no longer available to people. Do you think it should be reintroduced and offered indefinitely?



- A. Yes – to help people with living costs
- B. Yes – to help some people achieve major financial milestones, such as buying a house or car, or funding the cost of college for a child
- C. No – as it's not tax-efficient
- D. No – as it would eat into people's retirement income when they come to fully retire

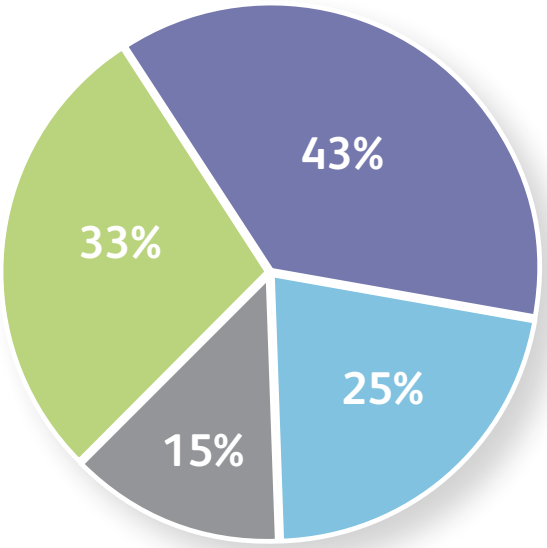
7

In your experience, what are the main reasons people don't save enough for their pension?
(Select a maximum of 3)



- Unaffordable rents
- Unaffordable housing
- Lack of interest in pension savings
- Lack of knowledge/ awareness of pensions
- High day-to-day living costs (non-housing related – e.g. childcare, grocery etc)
- Low income
- Poor budgeting & money management skills

8 Under the proposed auto-enrolment scheme, there are caps on the amount that employees and employers can contribute. Would you support a removal of these contribution limits? (Select all that apply)



A. Yes - as it would be make it easier to save up an adequate retirement income though AE

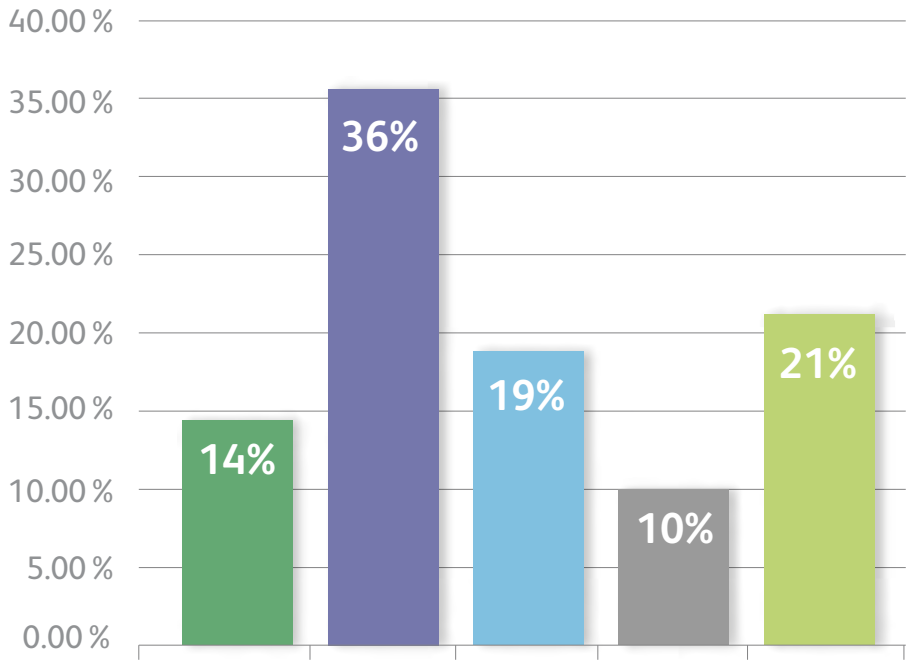
B. Yes – as the contribution limits should be the same as they are with private pensions

C. No – the Government needs to have contributions limits in order for the scheme to work

D. No – as people are unlikely to be able to afford higher contributions

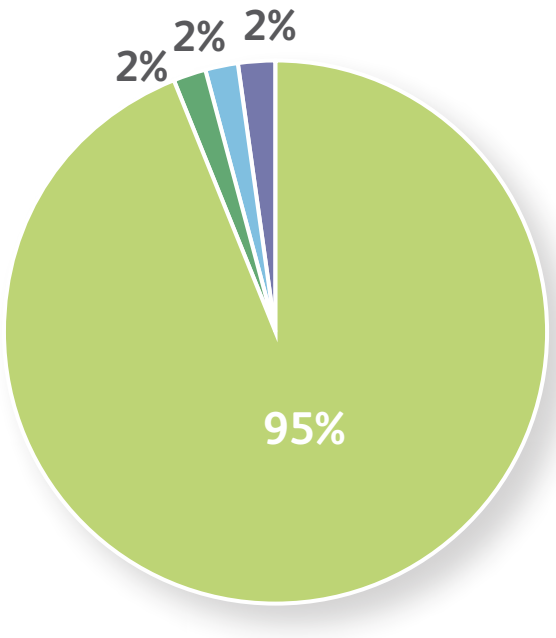
9

Have you seen an increase in interest from clients over the last year in the option of flexible retirement, whereby people reduce their working hours in the run-up to retirement, typically tapping into a pension to supplement their reduced income from work?



- Yes, there's been a significant increase
- Yes, but only a marginal increase
- Yes, but only from wealthy clients
- No, but I expect this to gain momentum in the next 12 – 24 months
- Not at all

10 What proportion of clients, who have a choice, are choosing an ARF over an annuity when they reach retirement?



- A. Most are choosing the ARF route
- B. Most are choosing annuities
- C. Most are choosing to split their funds between an annuity and an ARF
- D. Those with smaller funds are choosing to fully encash their scheme as a taxable lump sum
- E. None of these