





Preparing Members For Retirement

Emer Kirk

About us



ADVISORY SERVICES

We specialise in Investment, Property, Pension Technical, Financial Planning and Wealth Management.



CONTROL

You decide where your funds are invested.

TOP 4 QUERIES

1. Pensions
2. Financial Planning
3. Property through Pension
4. Wealth Management/ Investments



AWARD WINNING



2015, 2016, 2017 & 2018 Winner,
Pension Broker of the Year.

The LPI Awards

Investment Broker of the Year 2018.



€1 BILLION

in assets under
administration as at 2019



TRANSPARENCY



Cost Transparency is at the
core of everything we do.



OFFICE LOCATION

Ballsbridge,
Dublin 4.



PROFESSIONAL FINANCIAL ADVICE



ESTABLISHED IN 1993

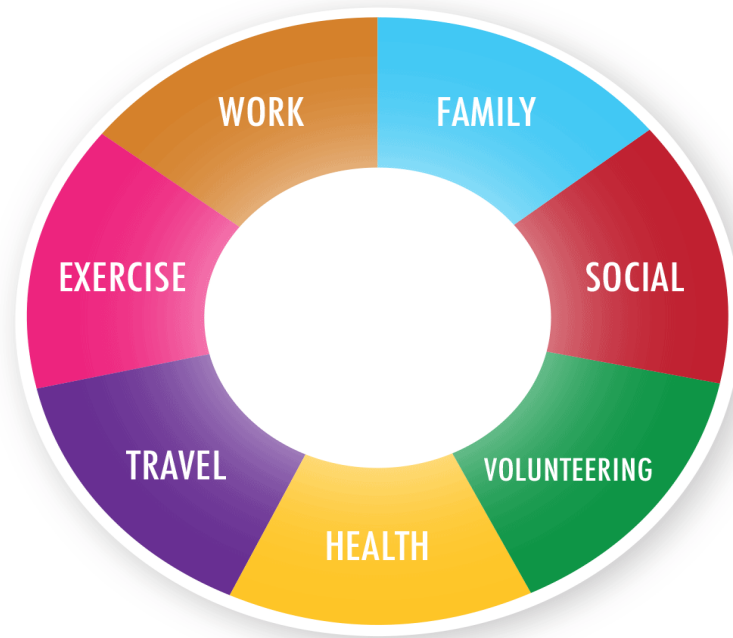
We are 27 years in business.

50 EMPLOYEES

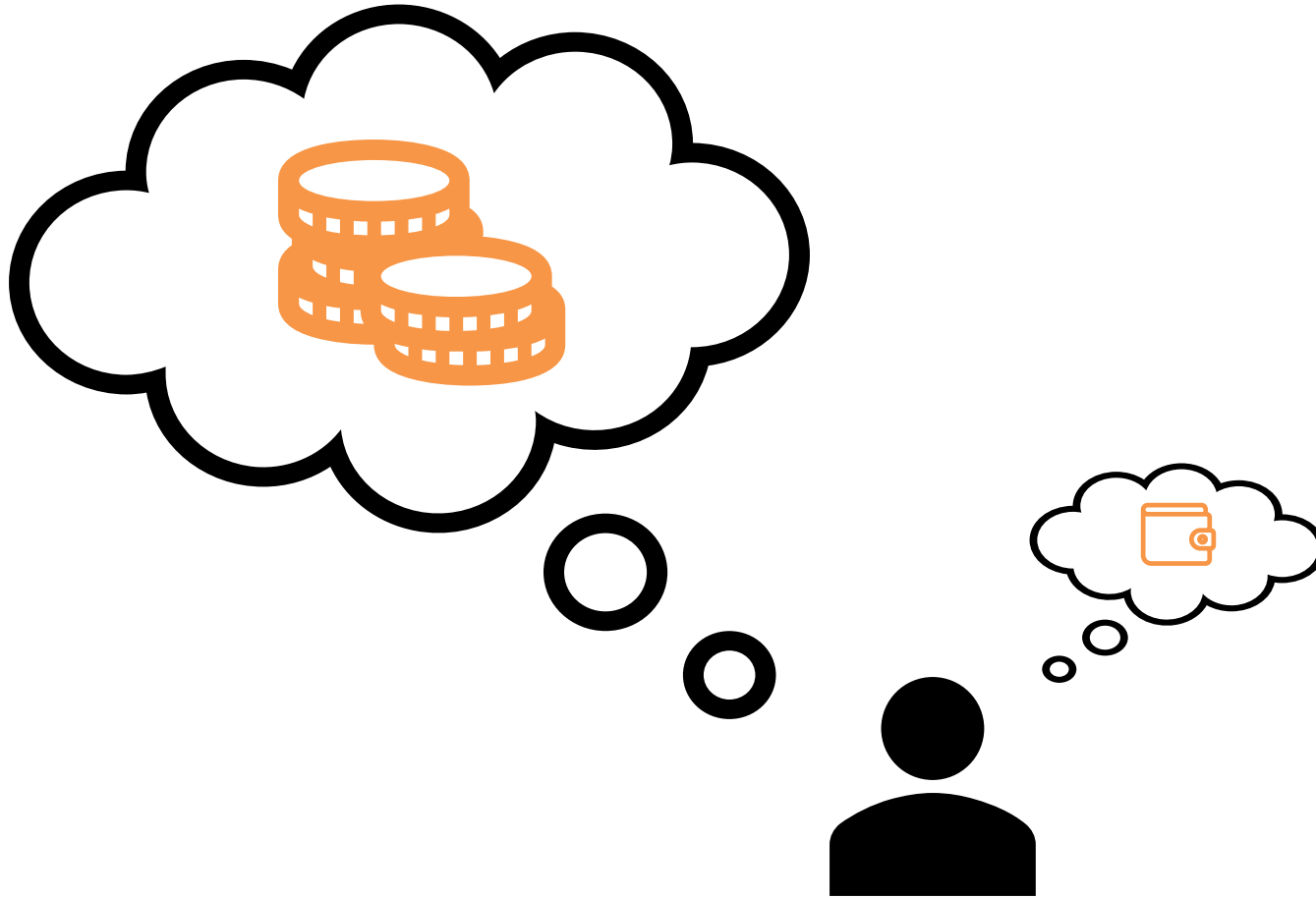
Highly qualified
professional staff.



Holistic Retirement Planning



Determining the Income Requirement



Clarity needed 3 – 5 Years' from Retirement!!

Income Requirement – Gross v Net Income Replacement

Under 65								
Gross Income	€50,000	€60,000	€70,000	€80,000	€90,000	€100,000	€110,000	€120,000
Income tax, USC & PRSI	€10,002	€14,877	€19,752	€24,951	€30,151	€35,351	€40,551	€45,751
Net income	€39,998	€45,1234	€50,248	€55,049	€59,849	€64,649	€69,449	€74,249

Over 65								
Gross Income (50%)	€25,000	€30,000	€35,000	€40,000	€45,000	€50,000	€55,000	€60,000
Income tax, USC & PRSI	€0	€0	€0	€1,740	€3,840	€5,940	€8,040	€10,140
Net income	€25,000	€30,000	€35,000	€38,260	€41,160	€44,060	€46,960	€49,860
Net income replacement	63%	66%	70%	70%	69%	68%	68%	67%

Married couple one income

Where is retirement income coming from?

- State Pension
- Income from personal assets, e.g. rental income, dividend income
- Private Pensions
 - Defined Benefit Scheme
 - Defined Contribution Scheme

A Structured Approach to Advising Members at Retirement

Benefits from Defined Benefit Schemes



Hurdle rate – the investment return needed to replace the income foregone



Member's health



Spouse's pension – is there one and will it be sufficient?

Benefits from Defined Contribution Schemes



Flexibility of Income



Estate Planning



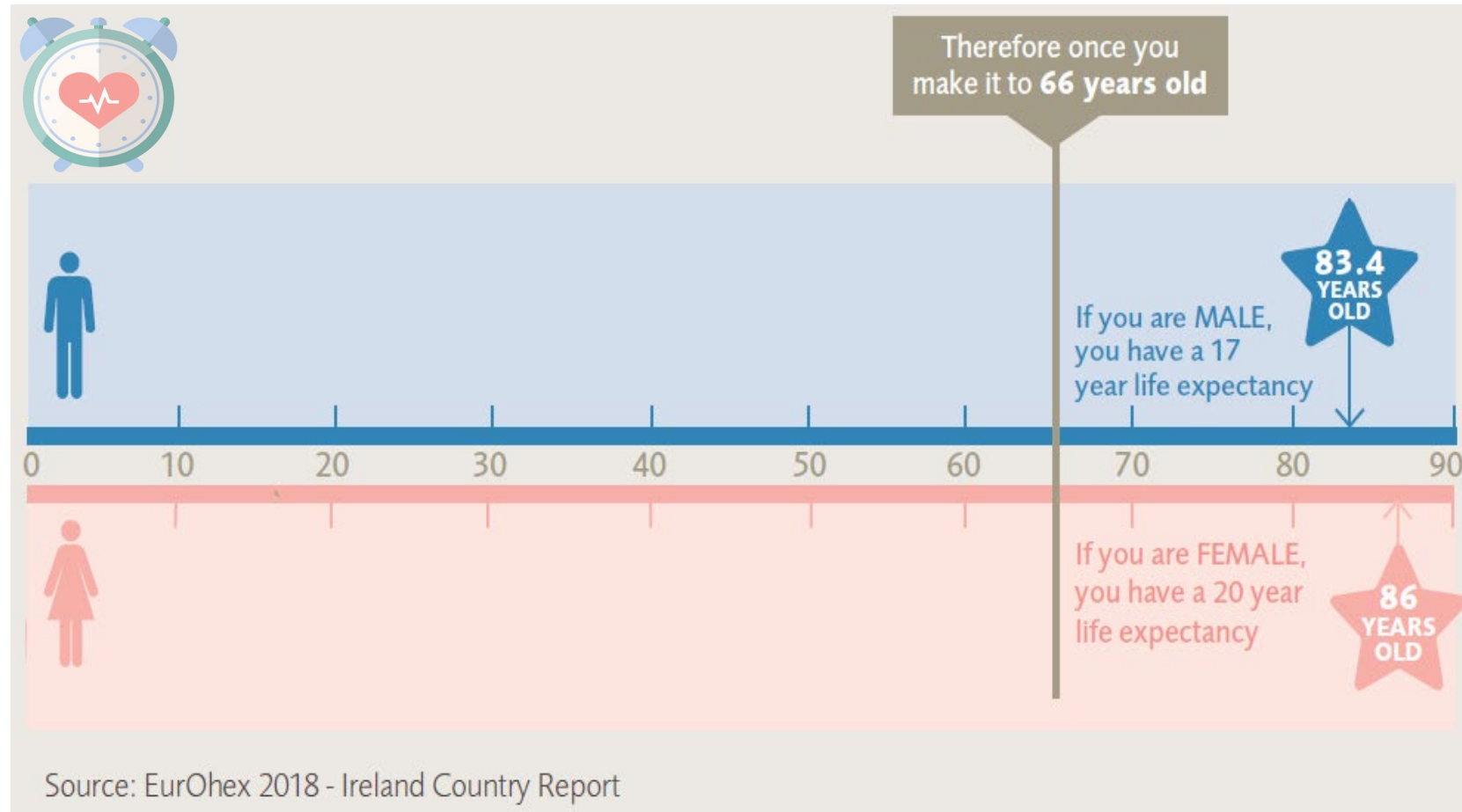
Market Falls,
Income Falls

Cashflow Planning

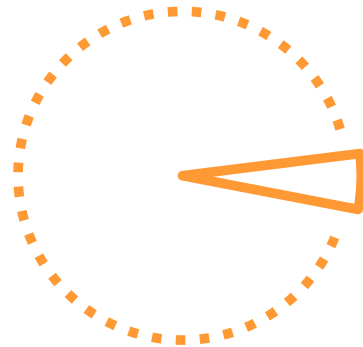
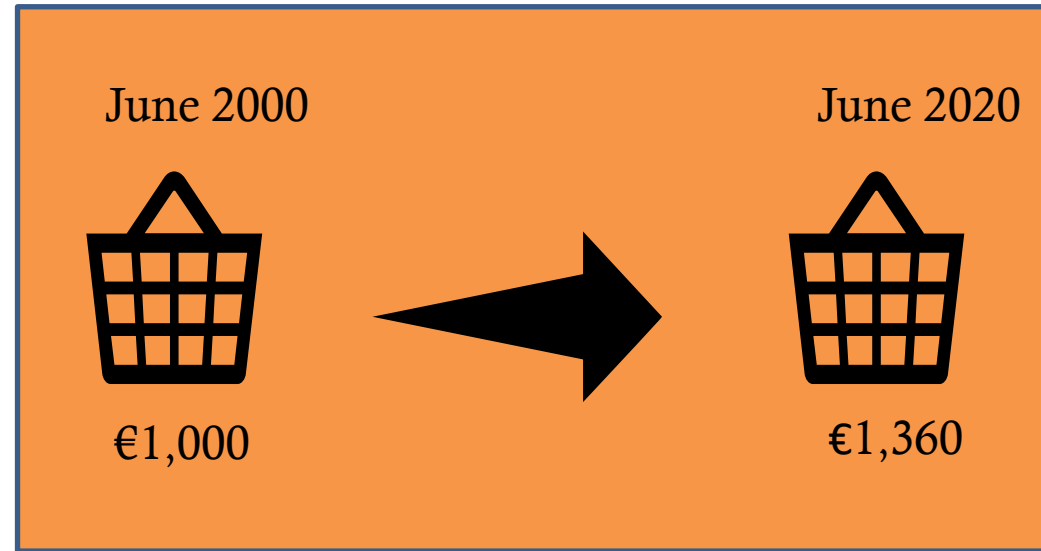
- Detailed picture of income projections
- Gives context to help inform decisions
- Highlights retirement funding shortfalls
- Allows client map out different scenarios

Understanding the Risks

Longevity Risk



Inflation Risk

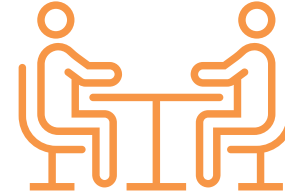
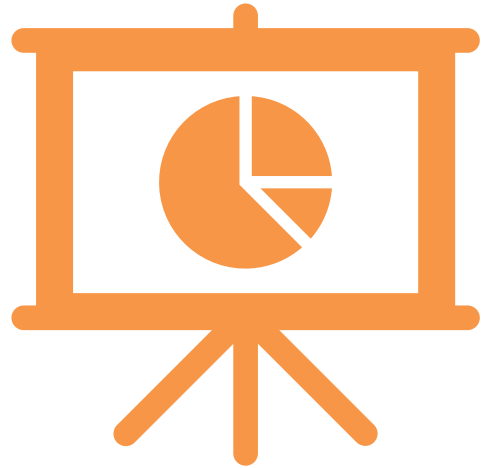


4% Return

3% Inflation

1% Real Rate of Return

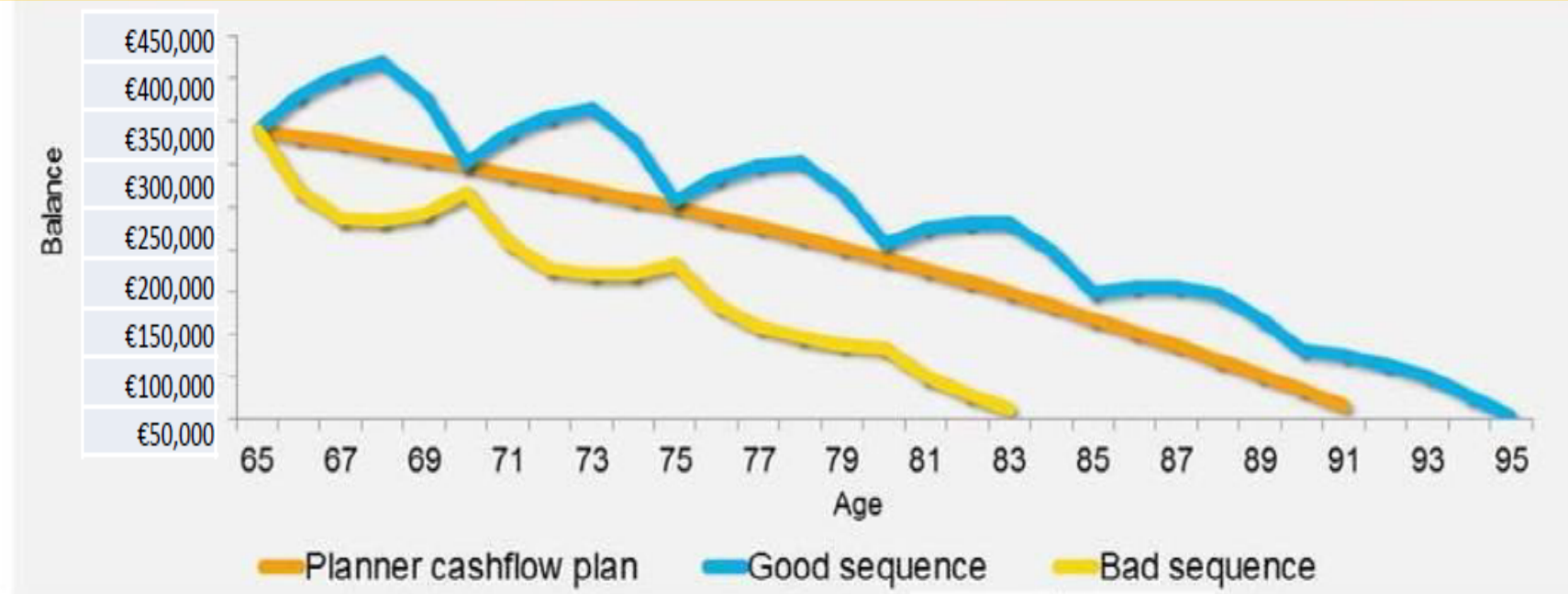
Investment Risk



Sequencing Risk

"...all the right notes, but not necessarily in the right order". Eric Morecambe

Client Investment Experience vs Adviser Cashflow Forecast
€20k withdrawals, average 3.6% real return p.a.



For illustrative purposes only.

Good sequence rolling 5 yrs: 18%, 12%, 8%, -5%, -15%

Bad Sequence rolling 5 yrs: -15%, -5%, 8%, 12%, 18%

**3.6%
p.a.**

Source BNY Mellon

HARVEST
FINANCIAL SERVICES

iapf 
representing pension savers

In conclusion

- Ongoing Review - Retirement is 20+ years
- Ideal for members work with a financial planner – 3/5 years out from NRA
- Consistency & Continuity - Have a plan & stay on track
- Financial Planner will provide clarity, confidence & direction



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