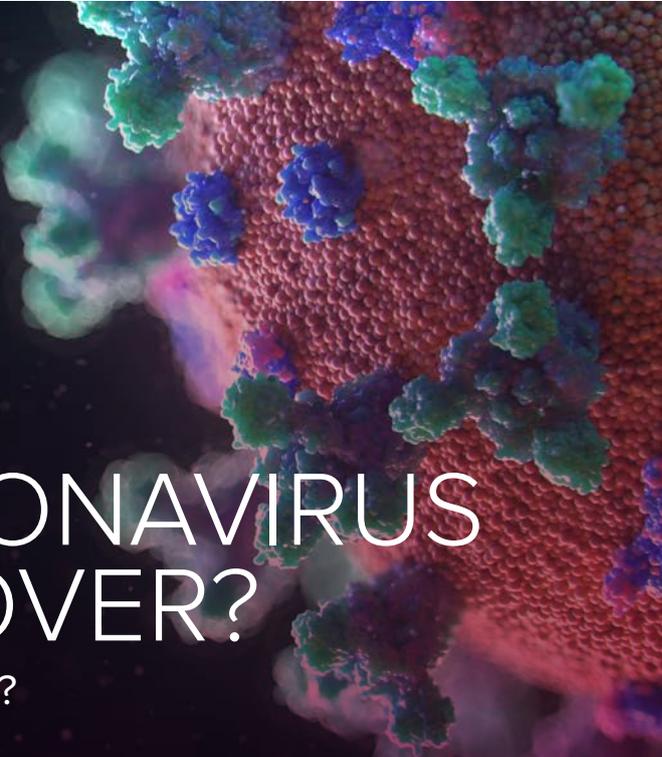




02

WILL CORONAVIRUS EVER BE OVER?

And what will happen next?



03

Better Retirement launches the Retirement Toolbox

To help with decision-making



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Post lockdown – Top Tips

Planning ahead when the
road is looking bumpy



The value of investments and the income derived from them can fall as well as rise. You may not get back what you invest.

This newsletter does not represent personalised advice and readers should seek qualified advice before taking any action.

NEWSLETTER 08/20



WHEN IS THE CORONAVIRUS CRISIS GOING TO BE OVER AND WHAT HAPPENS NEXT?

When is the coronavirus crisis going to be over and what happens next?

These two important questions are on the lips of many of our clients but unfortunately, we don't have the answers as we can't predict the future.

We think there are a number of possible scenarios ranging from a slow return to normal at one end of the spectrum to prolonged financial and social chaos at the other end of the spectrum. There are no signs that life will return to normal quickly and hopefully our financial and social structures are strong enough to withstand the ongoing effects of the pandemic no matter how long it lasts.

The World Bank published a paper: *"The Global Economic Outlook During the COVID-19 Pandemic: A Changed World"* in June 2020 which spoke of the deepest global recession in decades, with the baseline forecast of 5.2 percent contraction in global GDP this year.

This is despite the extraordinary efforts of governments to counter the downturn with fiscal and monetary policy support. The World Bank predicts the deep recessions triggered by the pandemic are expected to leave lasting scars through lower investment, an erosion of human capital through lost work and schooling, and fragmentation of global trade and supply linkages.

This is a sobering and gloomy prediction and suggests that a quick return to financial and social normality is probably not going to happen.

We think the return to a "normalized" environment will take a long time and we warn against overestimating the time frame for an eventual return to something that looks like normal.

Therefore, in the words of the popular adage *"it may get worse before it gets better"*. But don't forget, there have been other stock market crashes in the past and after each crash there has been a sustained rally, gradually correcting the fall in equity prices over several years.

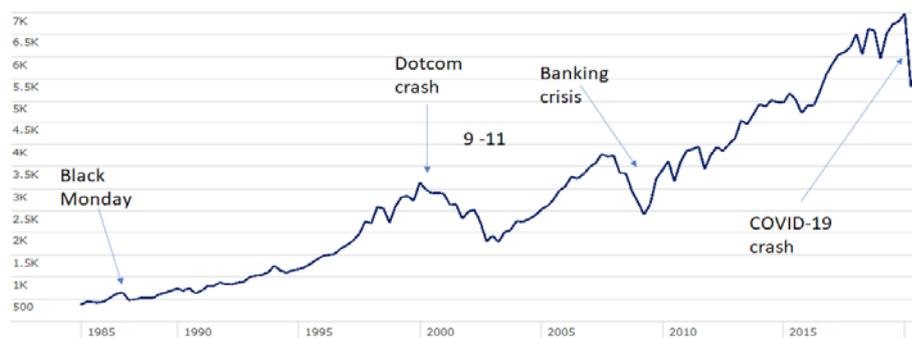
The chart below shows the value of money invested in the FTSE 100 since 1985 overlaid with the major

stock market crashes. **But beware; this time it could be different.** There is no telling what will happen to equity prices in the future and we cannot simply assume there will be a return to a bull market.

So, whilst we cannot predict the future, as financial advisers and planners we can help you prepare no matter what happens as the UK enters the post lockdown phase.

Since the beginning of the current financial crisis our advice has been consistent: 'don't panic' and don't rush to sell your investments, with one important caveat.

If your investments were set up correctly and you have a well-diversified portfolio which is constantly re-balanced and is in line with your attitude to risk and capacity for loss you will be placed to benefit from future stock market growth but hopefully cushioned if there is another crash.



Source: Morningstar and Better Retirement August 2020.

BETTER RETIREMENT LAUNCHES RETIREMENT TOOLBOX



If you take an interest in your pensions and save enough money into your pension pots and make the right

decisions you will be able to retire with peace of mind and financial security.

But if you bury your head in the sand and don't take an interest in your pensions and make the wrong decisions you may regret this in later life.

So, how do I get you to take more interest in your pensions so you will make better decisions?

CONFUCIUS

The answer can be found in the famous saying attributed to Confucius:

- Tell me something and I'll forget it
- Show me something and I will remember it
- Involve me with something and I will understand it

In my experience, most people make good decisions about the things they understand (e.g. how to get a pay rise) but they often make bad decisions about the things they don't understand (e.g. making the most of their pensions). So, the more you understand the more likely you are to make better decisions.



UNDERSTAND MORE WITH MY RETIREMENT TOOLBOX

My Retirement Toolbox is designed to make pensions and retirement planning more interesting and exciting by creating a safe and secure place where you can:

- Read and learn
- Watch and listen
- Use our calculators and charts
- Ask questions and get answers
- Keep up to date with news and information

My Retirement Toolbox includes all the acclaimed guides I have written, the videos and podcasts I have recorded during lockdown as well as all of my unique annuity and drawdown calculators and charts. You can open and use the toolbox without charge or commitment and there are no strings attached.

HELP AND ADVICE FROM REAL PEOPLE

My Retirement Toolbox is more than just an online collection of resources because at any time you can speak to a real person (that includes me) who will be pleased to give you help or advice about any aspect of your pension or retirement planning.

WHAT'S THE CATCH?

You may be wondering what is the catch? There is no catch; we are passionate about helping you get the most from your pensions and advising you about making the right decisions when converting their pension pots into cash and income.

However, there is an incentive to get financial advice.

...continued overleaf on page 4

BETTER RETIREMENT LAUNCHES RETIREMENT TOOLBOX...

continued from page 3

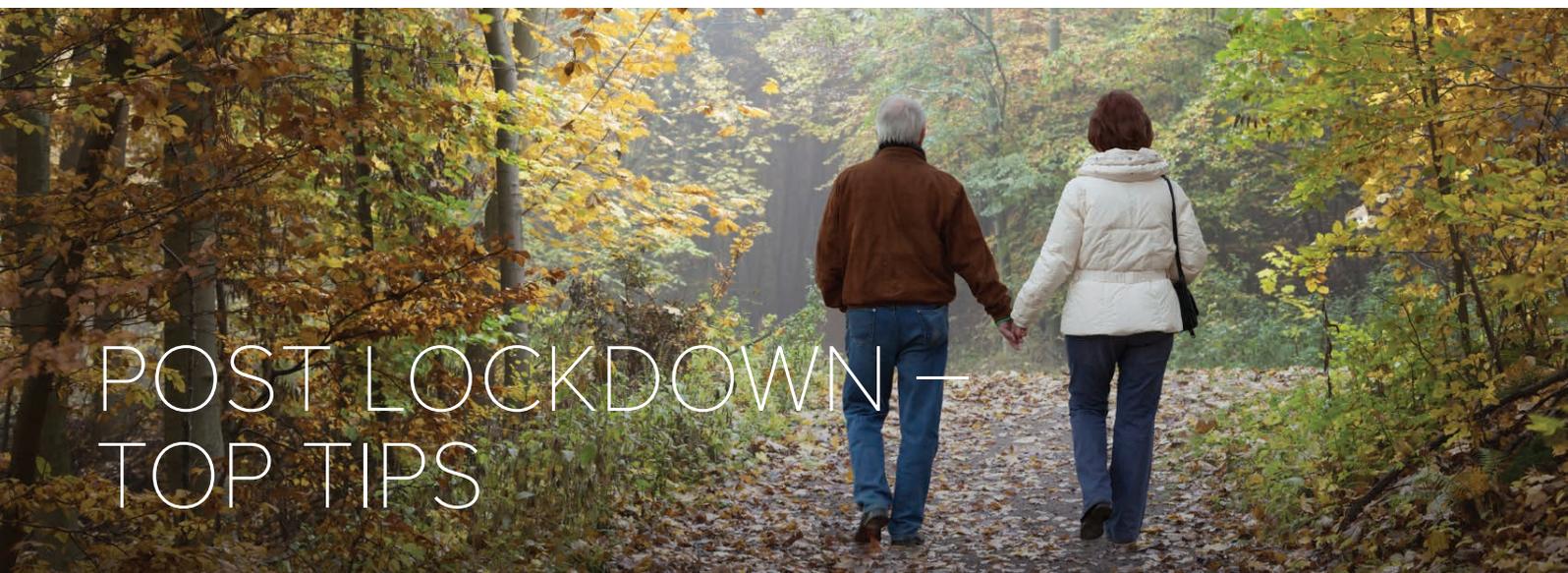
FINANCIAL ADVICE

The more you understand about your pensions the more you will realise that you owe it to yourself to get financial advice as it is simply too difficult to make the right decisions without specialist financial advice.

When the time is right, we hope you will ask us to give you financial advice so you will make the right retirement decisions.

Watch my video for an explanation of My Retirement Toolbox.

Watch my video explaining about My Retirement Toolbox here:
<https://toolbox.brgl.co.uk/watchandlisten/videos/wb-video/>



POST LOCKDOWN — TOP TIPS

A BUMPY ROAD AHEAD!

During the first half of 2020 most people were preoccupied with coping with the devastating effects of the COVID-19 virus and the aftermath of the stock market crash in March.

This was a worrying time for many which is why we, along with about 50 other advisers, reached out to help people by launching the Emergency Financial Advice project – (see <https://toolbox.brgl.co.uk/blog/posts/2020/march/national-emergency-advice>).

Although the crisis is far from over, the second half of 2020 will hopefully be characterised by slow but sure steps to return to something resembling a normal life.

The road back to normality will not be smooth and we can expect many ups and downs along the way so we need to guard against the possibility of another significant fall in equity prices and plan for any possible changes to your personal circumstances.

TOP TIPS

To help you get your financial plans back on track as we move into the post lockdown phase we give our top tips:

- ✓ Check to see if your financial affairs are in good shape
- ✓ Review your retirement and pension plans
- ✓ Make your investments match your risk profile
- ✓ Look to de-risk your pensions and investments
- ✓ Don't overlook the advantages of annuities
- ✓ Ensure your will is up to date and you have an LPA

If you would like a financial review or if you want to speak to us please don't hesitate to contact your existing Better Retirement adviser.

If you are a potential new client, please call our dedicated helpline on **01604 521356**