

Prudential Finds Advisers Saying Clients Retirement Planning Is Not On Course



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According to the latest survey from Prudential, financial advisers are not convinced that their clients' retirement planning is on course.

The new Prudential survey found that over two-fifths of advisers (43 per cent) said they are either not that confident or not at all confident, that their clients' retirement planning is on course, compared to just a third (34 per cent) who said they are either reasonably confident or very confident.

However despite their doubts about how well their clients are prepared for retirement, a third of advisers (33 per cent) actually reported an increase in the number of enquiries from clients about [pensions](#) and [retirement planning](#) over the past three months. Additionally, half of the advisers surveyed said they had seen an increase in the number of clients using the open market option when shopping around for their [annuity](#) in the past three months.

Andy Curran, Director of Intermediated Sales at Prudential, said: "Advisers and providers have taken a fair amount of flak over the years for apparently not informing people that they have the freedom to shop around for the retirement products which best suit their needs.

"It's good to see that half of advisers say they've seen an increase in the number of people using the open market option but it seems to me that it's taken a financial crisis for people to start their financial planning.

"What is worrying is the feedback from advisers that their clients' retirement planning is not on course, especially in these unprecedented times when personal financial security should be top of the agenda for everyone."

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Notes to editors
Prudential surveyed 123 independent financial advisers during April 2008.

About

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