



# Product Summary

## Cash-Out Retirement Plan

This is not a consumer advertisement. It is intended for professional financial advisers and should not be relied upon by private customers or any other persons.

# Contents

**The Cash-Out Retirement Plan at a glance** 3

---

**Target market and potentially suitable clients** 6

---

**Unsuitable clients** 9

---

**Customers with vulnerability characteristics** 12

---

**We can help you** 13

---

**If you're reading this online, click on the contents above to jump to the relevant section.**



# The Cash-Out Retirement Plan at a glance

The Cash-Out Retirement Plan is a fixed term contract that pays a regular income over a term of between 3 and 40 years for advised sales (3 and 25 for non-advised). The plan allows your clients to access their pension fund under the flexi-access drawdown rules, through a Legal & General registered pension scheme.

## Investment limits

---

|   |   |
|---|---|
| <b>Minimum investment to start a plan</b> | £10,000 – by transferring the value of an existing personal pension plan and after tax-free cash and payment of any adviser charge. |
| <b>Maximum investment to start a plan</b> | Any – any investment above £1m must have acceptance to start a plan confirmed.  |
| <b>Top-ups</b>                            | Additional investments will need to be put in a new Cash-Out Retirement Plan, minimum to start a plan is £10,000.                   |

---

## Age limits

---

|                |   |
|----------------|---|
| <b>Minimum</b> | 55                                      |
| <b>Maximum</b> | 85 for non-advised, no maximum advised. |

---

## Term

---

|                  |  |
|------------------|--|
| <b>Plan term</b> | For advised sales 3 to 40 years.<br>For non-advised sales 3 to 25 years. |
|------------------|--|

---

## Income

---

**The income amount is set at outset and depends on:**

- The investment amount
- The term of the plan
- The income and death benefit options chosen
- The return we can offer when the plan is started.

**Payment frequency:**

- Monthly, quarterly, half yearly and yearly
- In advance or in arrears.

**Income options:**

- Fixed income – the same amount each year
- Increasing income – income will increase by a fixed percentage each year up to 10%, chosen at outset
- Inflation proof income (advised sales only) – income will increase in line with the Retail Prices Index (RPI) each year or 5% with RPI capped, referred to as Limited Price Indexation.

## Death benefits

---

**Guaranteed minimum payment period:**

- Allows the income payments to continue to be paid to your client's beneficiary(ies) or to their estate until the end of the guaranteed minimum payment period.
- For advised sales the guaranteed minimum payment period can be any number of full years or for the full term of the plan.
- For non advised sales a full term guaranteed minimum payment period will always apply and can't be removed.

**For advised sales – joint life:**

- A percentage of the income payments continue to be paid to a spouse, civil partner or financial dependant.
- Percentage between 1–100%.
- Paid to the selected individual until the end of the plan or their death, whichever is earlier.

**Death benefit lump sum**

The beneficiary will have the option to take any remaining income due, as a lump sum. We'll calculate this in the same way that we calculate a cash in or transfer value. The lump sum value will always be less than the total amount due in income payments. For more information please see the Terms and Conditions.

---

**No death benefits**

If no death benefits are selected and the client dies before the end of the plan term, then there will be no further income payments. Choosing no death benefits will increase the amount of the income payments.

---

**Cashing in early or transferring to another pension scheme**

---

If the guaranteed minimum payment period is equal to the plan term, the client has the option to cash in their plan early or transfer the value to another registered pension scheme.

We'll calculate this by giving a value to the future income payments due and deducting our administration and dealing costs. This will be affected by the underlying assets and interest rates at the time, which will go up and down. For more information please see the Terms and Conditions.

---

**Agent remuneration**

---

**Adviser**

The amount to be paid can be stated as a percentage or pounds amount of:

- The tax-free cash sum
  - The amount after the tax-free cash has been taken off
  - A combination of both.
- 

**Commission**

Commission is only available where a personal recommendation has not been given. Please see our 'Terms of Commission' for further details – this is available on the Adviser Centre.

---

# Target market and potentially suitable clients

| <b>Policyholder attribute</b> | <b>Target market</b>  | <b>Potential eligibility</b>  |
|-------------------------------|---|---|
| <b>Age/stage of life</b>      | 55+ are eligible.<br><br>We expect about 80% of customers to be in the age range of 55–70.  | 55+ are eligible.<br><br>Any age that qualifies as an early retirement age due to ill health or a protected retirement age.   |
| <b>Gender</b>                 | Equally suitable for males and females.   | Equally suitable for males and females.   |
| <b>Financial expertise</b>    | Low. May have built up a pension fund over a long period with minimal monitoring or ongoing changes.<br><br>Would understand the basics of holding a current account and a savings account.<br><br>Must be able to understand the terms of the Cash-Out Retirement Plan.<br><br>In the event of taking a withdrawal, cashing in or transferring out, must be able to understand the fluctuation in value. | Must be able to understand the terms of the Cash-Out Retirement Plan.<br><br>In the event of cashing in or transferring out, must be able to understand the fluctuation in value. |

---

**Policyholder attribute**

**Target market**

**Potential eligibility**

---

**Length of investment**

Must be able to commit to hold investment for the chosen term (between 3 and 40 years for advised sales and 3 and 25 years for non-advised sales).

Must not be looking for lifetime income or an income that lasts longer than the chosen plan term.

Must be able to commit to hold investment for the chosen term (between 3 and 40 years for advised sales and 3 and 25 years for non-advised sales).

Must not be looking for lifetime income or an income that lasts longer than the chosen plan term.

---

**Likely attitude to/ capacity for risk**

Does not want the value of their investment to fluctuate. Wants set returns.

Must be aware of inflation risk on fixed level of income and maturity value.

Clients may wish to increase the amount of their maturity value and income by selecting no benefits to continue to be paid in the event of their death before the end of the term.

Clients must not require an income for life from this investment, and understand that the investment will be fully exhausted at the end of the term.

Does not want the value of their investment to fluctuate. Wants set returns.

Must be aware of inflation risk on fixed level of income.

Clients may wish to increase the amount of their maturity value and income by selecting no benefits to continue to be paid in the event of their death before the end of the term.

Clients must not require an income for life from this investment, and understand that the investment will be fully exhausted at the end of the term.

---

**Health**

All health statuses although if the customer is in ill health, or has certain risks from their lifestyle (for example being a smoker), they may benefit from an enhanced income through an alternative product (for example annuities with enhanced rates).

All health statuses although if the customer is in ill health, or has certain risks from their lifestyle (for example being a smoker), they may benefit from an enhanced income through an alternative product (for example annuities with enhanced rates).

## Policyholder attribute

## Target market

## Potential eligibility

---

### Tax status

All tax statuses. However, where no tax advantage (i.e. the total value is within their personal allowance) and proposed term is close to minimum then alternative deposits should be considered first.

All tax statuses. However, where no tax advantage (i.e. the total value is within their personal allowance) and proposed term is close to minimum then alternative deposits should be considered first.

---

### Other financial products held

- Current account
- Savings account
- Cash ISA
- Money purchase pension fund.

None, although likely to have a bank account.

Also may be suitable to hold as part of a wider portfolio of investments.

---

### Income/wealth

Must hold sufficient funds for emergency cash access first.

Sufficient retirement wealth to invest at least £10,000 for a minimum of 3 years, and are able to exhaust the fund over the term (meaning that they have other income/capital to rely on for the period after the plan term ends).

Likely that the sum has been built up over a long period in a pension fund.

Current income may be low or nil.

See 'Tax status' section above for further information on where alternative deposits should be considered first.

Must hold sufficient funds for emergency cash access first.

Sufficient retirement wealth to invest at least £10,000 for a minimum of 3 years, and are able to exhaust the fund over the term (meaning that they have other income/capital to rely on for the period after the plan term ends).

Likely that the sum has been built up over a long period in a pension fund.

Current income may be low or nil.

See 'Tax status' section above for further information on where alternative deposits should be considered first.

---



**Policyholder attribute**

**Target market**

**Potential eligibility**

---

**Investment/  
protection aims**

- Income or growth
- Fixed returns
- To bridge the gap to another source of income.

- Income or growth
- Fixed returns
- To bridge the gap to another source of income.

---

**FRESCO segments**

- Asset rich greys
- Road to retirement
- High income professionals
- Older working families.

- Low income elderly
- Mid-life social renters
- Other segments where a lower retirement age is obtained.

---

The client segments we use are the ones used by the FRESCO segmentation tool. This describes people in terms of their product holding and demographics as well as attitudes to financial services. If you would like more information about FRESCO segments please go to [caci.co.uk](http://caci.co.uk)

---

# Unsuitable clients

| <b>Policyholder attribute</b>                | <b>Description of why product may be unsuitable for some clients</b>  |
|--|---|
| <b>Age</b>                                   | Under age 55 (apart from where the client has a protected lower retirement age or they are retiring on the grounds of ill health).<br><br>85+ non advised                     |
| <b>Gender</b>                                | N/A   |
| <b>Financial expertise</b>                   | Clients who do not understand the product.  |
| <b>Length of investment</b>                  | Clients unable to commit to an investment of at least 3 years, or those who are looking for a lifetime income.  |
| <b>Likely attitude to/ capacity for risk</b> | Clients looking for higher returns through taking higher risks.<br><br>Clients who are totally risk-averse to any sort of investment.   |
| <b>Health</b>                                | None, although if eligible for enhanced rates then should also consider products that offer increased rates first.  |
| <b>Tax status</b>                            | Nil rate tax payers if they can withdraw their pension fund within their personal allowance and are looking to spend over the short term (3 years).                           |
| <b>Other financial products held</b>         | N/A   |
| <b>Income/wealth</b>                         | Clients that do not have at least £10,000 to invest or those who would benefit from using their investment to provide a lifetime income instead of using over a shorter term. |

## Policyholder attribute

## Description of why product may be unsuitable for some clients

---

### Investment/protection aims

Clients looking to keep capital invested for long term growth.  
Clients needing instant access to cash.  
Clients in need of an emergency cash fund.

---

### FRESCO segments

Segments where the client is unlikely to be of an age at which they can access their pension pot:

- Still at home
  - Starting out
  - Rising metropolitans
  - Poorer parents
  - Working singles and couples
  - Home owning families.
- 

The client segments we use are the ones used by the FRESCO segmentation tool. This describes people in terms of their product holding and demographics as well as attitudes to financial services.

If you would like more information about FRESCO segments please go to [caci.co.uk](https://www.caci.co.uk)

---

# Customers with vulnerability characteristics

**We recognise that all customers within our target market are at risk of becoming vulnerable at any time. They may become more or less vulnerable, and so have an increased or reduced risk of harm or disadvantage throughout their lives.**

We provide additional support to customers in vulnerable circumstances throughout the life of the product, from point of sale and throughout the servicing journey and use learnings to support and inform future initiatives.

- We consider vulnerability in all product design and process improvements.
- We consider vulnerability in all communication channels available to customers and focus on using clear/jargon free language.
- We have robust oversight and controls in relation to the treatment of customers in vulnerable circumstances.
- Vulnerabilities are recorded to ensure this information influences customer support activity.
- Training programmes ensure new and existing staff have the skills and capabilities to support customers in vulnerable circumstances.
- Consumer testing ensures our customers can understand and use the products and services available to them.
- Intermediaries are expected to comply with their obligations to ensure customers in vulnerable circumstances are treated fairly.

# We can help you

We have a range of information and support at [legalandgeneral.com/adviser/retirement/](https://legalandgeneral.com/adviser/retirement/)

Meet our team at [legalandgeneral.com/adviser/ri-contact](https://legalandgeneral.com/adviser/ri-contact)

## Quote queries

We have a dedicated team of specialists available to assist you with any quote requests or to discuss any queries.

You can email the team at:

[broker.annuityquotes@landg.com](mailto:broker.annuityquotes@landg.com)

If you're contacting us by email please remember not to send any personal, financial or banking information because email isn't a secure method of communication.

You can call the team on:

**0345 071 0040**

Lines are open Monday to Friday, 9am to 5pm.

We may record and monitor calls.

All our call centres are UK based. Call charges may vary.

**Legal & General Assurance Society Limited**

Registered in England and Wales No. 00166055.

**Registered office:** One Coleman Street, London, EC2R 5AA.

**Legal & General Assurance Society Limited** is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority.

Q0051397 01/24 CORP Product Summary - Non ASD

