

For financial advisers only

New business illustration for drip-feed drawdown

Aegon Retirement Choices and One Retirement



New business illustration for drip-feed drawdown

In this guide we show you how to and include some essential steps you must take to produce an **illustration for drip-feed drawdown**. This can be used where there's **no existing drawdown or crystallised products**, for your Aegon Retirement Choices and One Retirement clients.

If your client is already in drawdown, please contact your usual Aegon contact, or alternatively you can find our contact details on our [online support](#) pages.

It's important you produce an illustration before you proceed and apply online.

Once you've produced the illustration, our [Submitting a drip-feed drawdown request](#) guide shows you how to complete your request online.

The screens we show are for demonstration purposes only, they don't represent a real customer.

New business illustration for drip-feed drawdown

Important notes

- It's your responsibility to make sure the illustration you give your client accurately reflects their circumstances and the correct charges. We're unable to honour incorrect illustration terms. We may ask you to provide a copy, or reference from the illustration, that you give your client.
- If your client has scheme specific lump-sum protection and wants drip-feed drawdown, they'll lose the protection.
- **Drip-feed drawdown isn't available if your client has one of the following:**
 - Secure Retirement Income investments
 - primary protection with registered tax-free cash amount
 - enhanced protection with registered tax-free cash that isn't equal to 25%

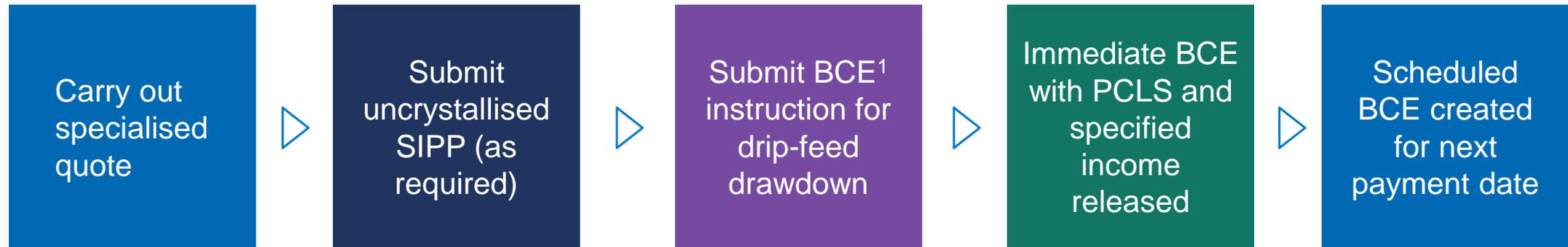


How it works – at-a-glance



How it works at-a-glance

New client



¹Once we've received contribution or transfer in

How it works at-a-glance

Existing client





Producing an illustration



Selecting the transaction

From your dashboard, select **More actions** to present **Manual illustrations** in the drop down.

If you're a non-adviser user, you'll need to select the adviser you're acting on behalf of.

The screenshot shows the AEGON Adviser dashboard. At the top, there is a navigation bar with 'Adviser', 'Support', 'Account', and 'Log out' buttons. The AEGON logo is on the left, and a search bar is on the right. Below the navigation bar, a dark blue banner displays 'Good morning, Your dashboard' and 'Last logged in: 19 May 2024 12:09'. A central row of action buttons includes 'Add new client', 'Manage quotes and applications', 'Investor model portfolio maintenance', and 'Manual illustrations'. The 'Manual illustrations' button is highlighted with a red box, and its dropdown menu is open, showing options like 'Report Zone', 'Manual illustrations', 'Research Centre', 'Investment list', and 'Create new user'. Below this row, there is an 'Adviser summary' section with a table of metrics.

| All information as at | | |
|---|---|--|
| Adviser summary | | |
| Total client value | New money in This calendar month | Number of new clients This calendar month |
| £1,863,021.37 About this value | £0.00 What's included? | 12 |

| Client name | Account value |
|-----------------------------------|---|
| Ind10820FirstName | £464,710.78 About this value |

Imago illustrations

A new browsing window will open and you'll see the Imago system.

The screenshot shows a web browser window with the following elements:

- Browser Tabs:** Adviser Dashboard, My clients | Imago.
- Address Bar:** FrontOffice/#clients/new
- Navigation Bar:** ADX Customer Live, ADX test login - Ad..., Aegon Platform, Salesforce - Enterpr..., System Dashboard..., Thompson, Jon - Pr..., Mail - jon thomps..., ARC login, ASX Inci.
- Cookie Control:** COOKIE CONTROL. This site uses cookies to store information on your computer. What are cookies? I AM HAPPY WITH THIS
- Imago Illustrations Logo:** Located in the top left of the page.
- Page Header:** CLIENTS SETTINGS HELP
- Client Search Panel:**
 - Search/Filter Client (with search icon)
 - NEW CLIENT button
 - Navigation: K << < 1/1 > >> >|
 - Client Card: Mr Jon Thompson, 119212 | Jon Thompson Test Account 1 AEGON
 - Footer: 1 Client(s) Found
- Client Details Form:**
 - Reference: CANCEL SAVE
 - Client Details:**
 - Client Status: Prospect
 - Client Type: Individual
 - Title: [Empty]
 - First name: [Empty]
 - Middle name(s): [Empty]
 - Surname: [Empty]
 - Date of birth: [Empty]
 - Sex: Male Female
 - Marital status: Single Married Civil Partnership
 - Residency Status: Rest of UK: 20%
 - Group: [Empty]
 - Adviser Name: Jon Thompson Test Account 1 AEGO
 - Adviser Firm: * AEGON Retirement Choices Sales
 - Spouse Details:**
 - No Spouse
 - CREATE button

Client details

Select **New client** to enter client details, or search for an existing client if you've previously used Imago to carry out an illustration for them.

The screenshot displays the IMAGO FRONT OFFICE interface. At the top right, it shows 'Logged in (telsn1)' with a user icon. The navigation menu includes 'CLIENTS', 'PORTFOLIOS', 'SETTINGS', and 'HELP'. The main content area features a search bar labeled 'Search/Filter Client' with a magnifying glass icon. Below the search bar are two buttons: 'NEW CLIENT' and 'MY PORTFOLIOS'. A pagination control shows '1/10' with navigation arrows. The client list contains the following entries:

| | |
|-------------------------|--|
| Grey Trust | 68754 Helen Armstrong (106/115/9241) |
| mr Test Review Dripfeed | 68759 |
| Mr JT Example | 68750 Norma nzales |
| Mr Tester newteterDFD | 68741 Norma nzales |
| Mrs Dripfeed Examples | 68706 |
| Mrs Test Dripfeed | 68715 Bob Armstrong |
| Mrs Queenie Bruce | 68696 |
| Ben Trust | 68751 David Wells (98/5464/18314) |
| DF Trust Test | 68752 David |
| GIA Gross Jack Corp | 68749 David Wells (98/5464/18314) |

At the bottom of the list, it indicates '92 Client(s) Found'. To the right of the interface, there are three callout boxes:

- CLIENT SEARCH**
 - Use this field to find your client(s).
 - You can search on a client's first name, surname, adviser name, reference or date of birth.
 - Use the new client button to set up a brand new client record.
 - Use the my portfolios button to manage your portfolios
- CLIENT LIST**
 - The client list shows the results of your search.
 - Where more than ten records are found, use the navigation buttons to page forwards and backwards.
 - Before you begin searching, this list will show the most recent ten clients that you have been working on.
- NAVIGATION**
 - Use the results page icons to quickly jump to a page of clients.

Client details

You must complete the following fields:

- Title
- First name
- Surname
- Date of birth
- Sex
- Group – set this to ARC/One Retirement

Reference: **CANCEL** **SAVE**

Client Details

Client Status: Prospect
Client Type: Individual

Title
First name
Middle name(s)
Surname
Date of birth
Sex: Male Female

Marital status: Single Married Civil Partnership

Residency Status: Rest of UK: 20%

Group
Assessment Category: None

Adviser Name
Adviser Firm: No Adviser [Type to find]

Spouse Details

No Spouse

CREATE

Wrap valuation: £ 0.00
Valuation date: 04/08/2020
Gross salary: £
Income tax rate: 20 %
Group: AEGON
Assessment Category: None

New illustration

Select New illustration

The screenshot shows a software interface with two main panels. The left panel is a client list with a search bar and a 'NEW CLIENT' button. The right panel shows details for a client named 'MR JT EXAMPLE' with a reference number of 68750. Below the client details, there are filters for 'SHOW' (All products) and 'SORT BY' (Date Modified). A 'NEW ILLUSTRATION' button is highlighted with a red box. The main content area of the right panel displays the message 'NO QUOTES FOR THIS CLIENT...'.

MR JT EXAMPLE Reference: 68750

| | |
|----------|---------------------|
| Tax Rate | 20 % |
| DoB | 01/01/1965 (age 55) |

SHOW: All products SORT BY: Date Modified

NEW ILLUSTRATION

NO QUOTES FOR THIS CLIENT...

Illustration details

1. Select Pensions

NEW ILLUSTRATION Mr JT Example

1. PENSIONS SAVINGS

2. [Dropdown menu with 'Please select an option above']

3. Illustration Start Date: 04/08/2020

CANCEL CREATE

2. Select Self-invested Person Pension (SIPP) or One Retirement

NEW ILLUSTRATION Mr Jon Thompson

1. PENSIONS ✓ SAVINGS

2. [ADX-ARC-PENSION] Self-invested Personal Pension (SIPP)

3. Illustration Production Date: 20/05/2024
Illustration Start Date: 20/05/2024
Drawdown Basis: Flexi-Access Drawdown

3. Select Drip-feed drawdown for Illustration type and then Create

Self-invested Personal Pension (SIPP)
ADX-ARC-PENSION

Illustration Production Date: 20/05/2024

Illustration Start Date: 20/05/2024

Drawdown Basis: Flexi-Access Drawdown

Illustration Type:

Pre-Retirement Full Drawdown Part Drawdown

Review Drip-Feed Drawdown Drawdown Transfer

CANCEL CREATE

Illustration end date

Illustration end date
defaults your client's 99th
birthday – you can change
this if you want.

The screenshot displays a software interface for managing financial illustrations. On the left, the 'YOUR ILLUSTRATION' panel shows details for Reference 119195, a Self-invested Personal Pension (SIPP) with a Drip-Feed Drawdown type. The illustration end date is set to 05/01/2064, which is highlighted with a red box. Below this, the 'Illustration Results' section shows 'NO RESULTS AVAILABLE'. On the right, the 'MR TEST CLIENT' panel shows a tax rate of 20% and a date of birth of 05/01/1965. The 'Adviser: SUSAN ADVISER 10000' section lists various charges, including Ongoing and Initial Adviser Charges, each with a percentage rate of 0.000000% and a 'Normal' calculator. A 'PRODUCT CHARGES' section is partially visible at the bottom.

Product charges

Select **Product charges** and complete this section

MR JT EXAMPLE Reference: 68750 EDIT

Tax Rate: 20 %
DoB: 01/01/1965 (age 55)

Adviser: NORMA NZALES &#x2F;105/1229)
Adviser Firm: CASSITERITE

Initial Adviser Charge (Transfers) £ % 0.000000 %
Calculator: Normal

Initial Adviser Charge (Singles) £ % 0.000000 %
Calculator: Normal

Initial Adviser Charge (Regulars) £ % £ 0.00
Calculator: Normal

Ad hoc Adviser Charge £ % 0.000000 %
Calculator: Normal

Ongoing Adviser Charge £ % 0.000000 %
Calculator: Normal

PRODUCT CHARGES

INVESTMENTS NEW

0.00%
Funds must equal 100%

TRANSFERS NEW

PRODUCT CHARGES

Investor Discount £ % 0.000000 %
Calculator: Normal

Income Drawdown Fee £ % £75.00
Calculator: Normal

Discretionary Investment Management Charge (Crystallised) £ % 0.000000 %
Calculator: Normal

Discretionary Investment Management Charge (Uncrystallised) £ % 0.000000 %
Calculator: Normal

Customer Fee £ % £0.00
Calculator: Normal

Adviser Discount £ % 0.000000 %
Calculator: Normal

Annual Charge

| | | | | |
|---|--------------|----|--------------|------------|
| X | 0.00 | to | 29,999.00 | 0.600000 % |
| X | 30,000.00 | to | 49,999.00 | 0.550000 % |
| X | 50,000.00 | to | 99,999.00 | 0.500000 % |
| X | 100,000.00 | to | 249,999.00 | 0.450000 % |
| X | 250,000.00 | to | 499,999.00 | 0.000000 % |
| X | 500,000.00 | to | 749,999.00 | 0.000000 % |
| X | 750,000.00 | to | 999,999.00 | 0.000000 % |
| X | 1,000,000.00 | to | 9,999,999.00 | 0.000000 % |

ADD TIER

Calculator: Normal

Adviser charges

Adviser: SUSAN ADVISER 10000 Adviser Firm: RIIRV

| | |
|---|----------------|
| <input checked="" type="checkbox"/> Initial Adviser Charge (Transfers) | £ % 0.000000 % |
| Calculator: | Normal |
| <input checked="" type="checkbox"/> Initial Adviser Charge (Singles) | £ % 0.000000 % |
| Calculator: | Normal |
| <input checked="" type="checkbox"/> Initial Adviser Charge (Regulars) | £ % £0.00 |
| Calculator: | Normal |
| <input type="checkbox"/> Ad hoc Adviser Charge | £ % 0.000000 % |
| <input checked="" type="checkbox"/> Ongoing Adviser Charge (Crystallised) | £ % 0.000000 % |
| Calculator: | Normal |
| <input checked="" type="checkbox"/> Ongoing Adviser Charge (Uncrystallised) | £ % 0.000000 % |
| Calculator: | Normal |

Enter any adviser charges.

- Make sure any initial adviser charge you select matches the contribution type you entered.
 - Transfers - £ or %
 - Single - £ or %
 - Regulars – ignore
- Ongoing adviser charge - £ or %. This will be the same for the uncrystallised and crystallised products but you need to add it against each.

Product charges

PRODUCT CHARGES

- Investor Discount
Calculator: Normal
£ % 0.000000 %
- Income Drawdown Fee
Calculator: Normal
£ % £75.00
- Discretionary Investment Management Charge (Crystallised)
Calculator: Normal
£ % 0.000000 %
- Discretionary Investment Management Charge (Uncrystallised)
Calculator: Normal
£ % 0.000000 %
- Customer Fee
Calculator: Normal
£ % £0.00
- Adviser Discount
Calculator: Normal
£ % 0.000000 %
- Annual Charge
Calculator: Normal

| | | | | |
|---|--------------|----|--------------|------------|
| X | 0.00 | to | 29,999.00 | 0.600000 % |
| X | 30,000.00 | to | 49,999.00 | 0.550000 % |
| X | 50,000.00 | to | 99,999.00 | 0.500000 % |
| X | 100,000.00 | to | 249,999.00 | 0.450000 % |
| X | 250,000.00 | to | 499,999.00 | 0.000000 % |
| X | 500,000.00 | to | 749,999.00 | 0.000000 % |
| X | 750,000.00 | to | 999,999.00 | 0.000000 % |
| X | 1,000,000.00 | to | 9,999,999.00 | 0.000000 % |

ADD TIER

Important – the charges you enter are for illustration purposes only. Take care entering charge details, we're unable to honour any incorrect charges you enter and you'll need to provide a new illustration.

- Deselect any charges that aren't relevant.
- **Income drawdown fee** only applies if your client is taking taxable income. If they're only taking PCLS deselect this.
- **Discretionary investment management charge** only applies if your client is invested in a DFM model portfolio. You'll need to enter this against the uncrystallised and crystallised products. If you aren't using a DFM, please deselect these.
- **Customer fee** only applies to workplace clients with this charge.
- Enter the platform charges for your firm as our standard charges will show automatically. If your client is a member of a workplace scheme this will override your firm's platform charge. Contact your Business Development Manager to discuss.

Investment strategy

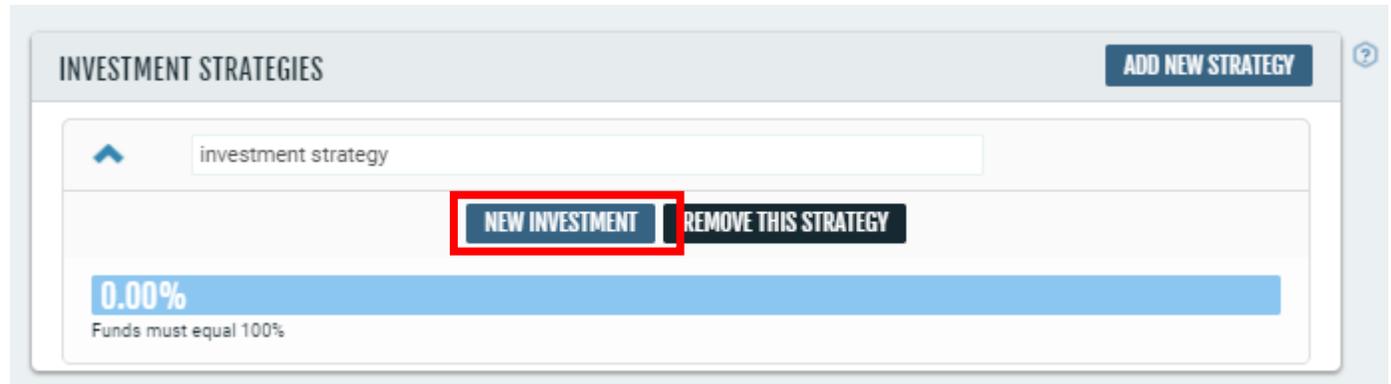
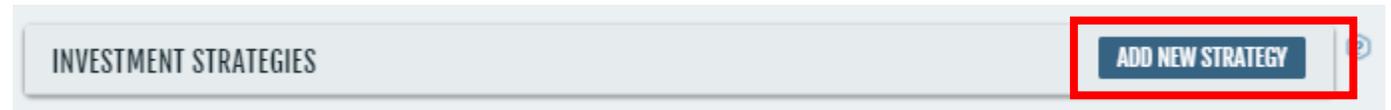
You'll need to create a single investment strategy.

The single investment strategy will apply to the uncrystallised and crystallised products.

Select **Add new strategy**

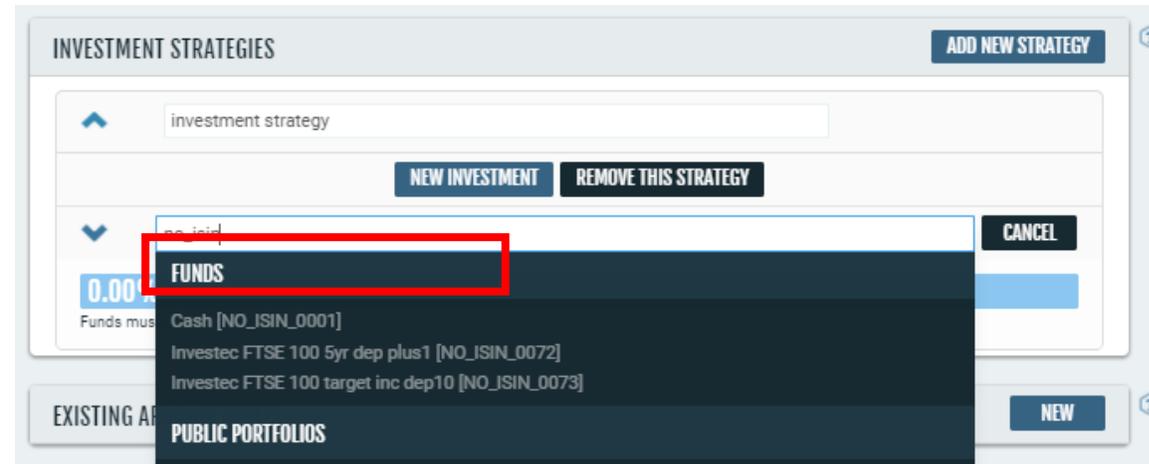
The strategy name is set by default but you can change this.

Then choose **New investment**



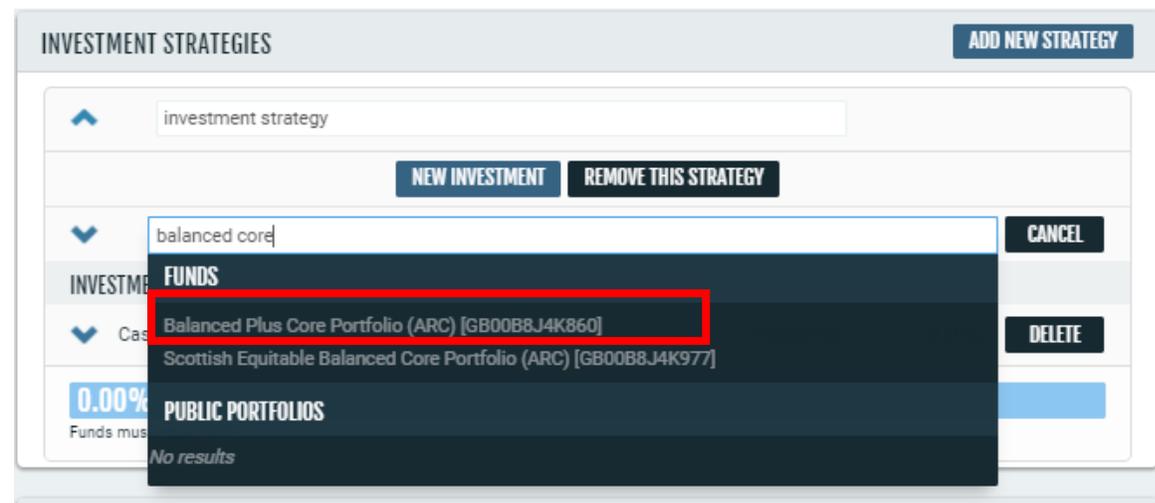
Investments – adding investments to the strategy

Your client must have 0.25% in cash. Enter **No_Isin** to find Cash and select **Cash [NO_ISIN_0001]**



You can search using:

- Fund name
- ISIN
- Sedol



Investments

You'll see a warning message until the investment choice totals 100%.

Remember drip-feed drawdown isn't available if your client has Secure Retirement Income investments.

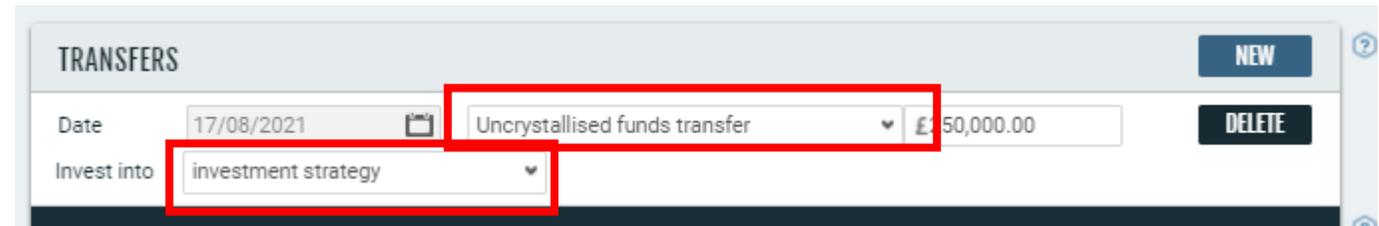
The screenshot shows the 'INVESTMENT STRATEGIES' management interface. At the top right is an 'ADD NEW STRATEGY' button. Below is a search bar for 'investment strategy' with 'NEW INVESTMENT' and 'REMOVE THIS STRATEGY' buttons. A second search bar prompts 'Search for a fund or use the dropdown...' with a 'CANCEL' button. The 'INVESTMENTS' section lists five items with their proportions and 'DELETE' buttons:

| Investment | Proportion | Action |
|------------------------------------|------------|--------|
| Cash | 0.25 % | DELETE |
| Balanced Plus Core Portfolio (ARC) | 25.00 % | DELETE |
| 7IM AAP Adventurous C Inc | 24.75 % | DELETE |
| Invesco Asia Trust plc | 0.00 % | DELETE |
| M&G Asian I Acc GBP | 0.00 % | DELETE |

Below the list is a progress bar showing 50.00% completion. A red box highlights a warning message: 'Funds must equal 100%'. At the bottom, a separate progress bar shows 100.00% completion.

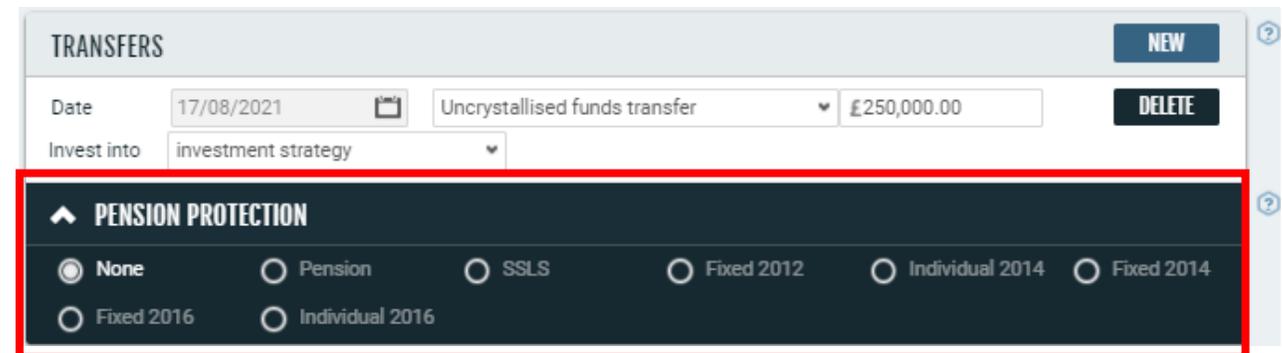
Transfers and pension protection

For transfers add the value as **Uncrystallised funds transfer**. This will automatically be set to invest in the **investment strategy** set up.



The screenshot shows a form titled 'TRANSFERS' with a 'NEW' button in the top right. The form contains the following fields: 'Date' with the value '17/08/2021', a calendar icon, a dropdown menu set to 'Uncrystallised funds transfer', and a text input field containing '£50,000.00'. Below these is an 'Invest into' dropdown menu set to 'investment strategy'. A 'DELETE' button is located to the right of the value field. A red box highlights the 'Uncrystallised funds transfer' dropdown and the 'investment strategy' dropdown.

If your client has any lifetime allowance protections, complete the **Pension protection** section. Remember drip-feed drawdown isn't available if your client has enhanced protection with registered tax-free cash that isn't equal to 25% or scheme specific lump sum with primary protection and protected PCLS.



The screenshot shows the same 'TRANSFERS' form as above, but with the 'Invest into' dropdown set to 'investment strategy' and the value field set to '£250,000.00'. A red box highlights the 'PENSION PROTECTION' section, which is expanded to show several radio button options: 'None' (selected), 'Pension', 'SSLS', 'Fixed 2012', 'Individual 2014', 'Fixed 2014', 'Fixed 2016', and 'Individual 2016'. A 'DELETE' button is also visible to the right of the value field.

Contributions

You can add one-off contributions if required.

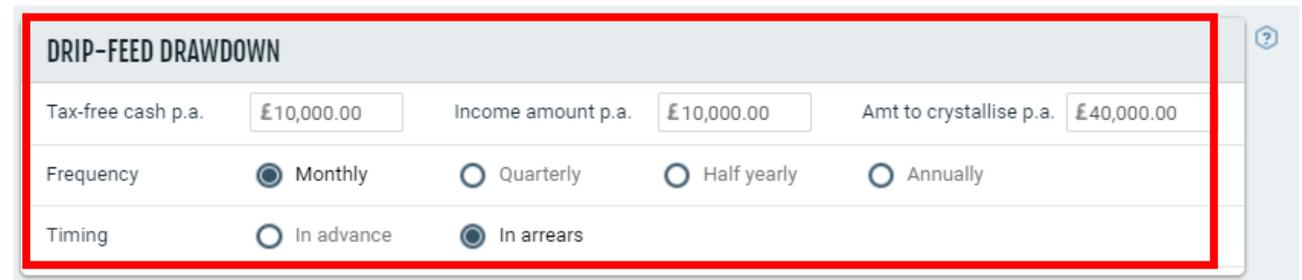
The screenshot shows a web form for adding contributions. A red rectangular box highlights the main input area. The form includes the following fields and options:

- CONTRIBUTIONS** header with a **NEW** button.
- Date:** A date picker set to 17/08/2021.
- Invest into:** A dropdown menu set to "investment strategy".
- Frequency:** Radio buttons for "One-off" (selected), "Quarterly", "Half-Yearly", and "Annually".
- Amount:** A text input field containing "£0.00".
- Dropdown Menu:** A dropdown menu is open, showing options: "Net Employee £", "Gross Employee £", "Employer £", and "Standard".
- DELETED** button.
- INCOME** header.

Drip-feed drawdown

Complete **Drip-feed drawdown** details

- Enter the amount your client requires as a yearly figure – you can complete **Tax-free cash**, **Income amount** or **Amt to crystallise** and the system will automatically calculate the relevant figures.
- Select **Frequency**
- And set **Timing** to **In advance** – the system defaults to In arrears so make sure you select **In advance**.



The screenshot shows a form titled "DRIP-FEED DRAWDOWN" with a red border. The form contains the following fields and options:

| DRIP-FEED DRAWDOWN | | | | | |
|--------------------|--|---|---|--------------------------------|---|
| Tax-free cash p.a. | <input type="text" value="£10,000.00"/> | Income amount p.a. | <input type="text" value="£10,000.00"/> | Amt to crystallise p.a. | <input type="text" value="£40,000.00"/> |
| Frequency | <input checked="" type="radio"/> Monthly | <input type="radio"/> Quarterly | <input type="radio"/> Half yearly | <input type="radio"/> Annually | |
| Timing | <input type="radio"/> In advance | <input checked="" type="radio"/> In arrears | | | |

Annuity assumptions

You can add specific annuity assumptions by selecting **Advanced/Annuity**.

YOUR ILLUSTRATION SAVE CANCEL

Reference: **137563**

Product: Self-invested Personal Pension (SIPP)

Type: Drip-Feed Drawdown

Status: Pre-sales

Basis: Flexi-Access Drawdown

Allowance: Money Purchase Annual Allowance

Illustration start date: 04/08/2020

Illustration end date: 01/01/2054

ADVANCED / ANNUITY

Illustration Results (select to view)

DATA CHANGED, RE-CALCULATION REQUIRED

COPY HISTORY SHOW PRINT OPTIONS

CALCULATE VIEW LAST PDF

ADVANCED

Policy Reference

PROJECTED ANNUITY ASSUMPTIONS

Frequency Monthly Quarterly Half-Yearly Annually

Timing In Advance In Arrears

Guarantee None 5 Years 10 Years

Escalation 0% 3% 5% In line with prices

Dependants Pension 50.00 %

Use the results panel buttons to view more results.

← VIEW PDF

Calculate and view PDF

Once you've entered all the information, you'll be able to select **Calculate**.

Once it's calculated and the **Illustration results** section is complete, you can select **View PDF**.

Now **Open** or **Save** the illustration.

Illustration start date: 03/09/2021
Illustration end date: 01/01/2059
ADVANCED / ANNUITY

100.00%

TRANSFERS NEW

Date: 03/09/2021 Uncrystallised funds transfer £500,000.00 DELETE

Invest into: investment strategy

PENSION PROTECTION

CONTRIBUTIONS NEW

DRIP-FEED DRAWDOWN

Tax-free cash p.a. £10,000.00 Income amount p.a. £10,000.00 Amt to crystallise p.a. £40,000.00

Frequency: Monthly Quarterly Half yearly Annually

Timing: In advance In arrears

Illustration Results (select to view)

| | |
|------------------------------|---------------------------------|
| Final fund value £80,515 | Income Year 1 £9,893 |
| Deductions Year 1 £21,120 | Tax-Free Cash Year 1 £10,000 |
| Reduction In Yield 1.64% | Critical Yield 5.07% |

COPY HISTORY SHOW PRINT OPTIONS

CALCULATE VIEW PDF

DUNSTAN THOMAS
Financial Services
Software Consulta

What do you want to do with Example-JT-137563-20200805-141259812.pdf?
From: pltin1.test.aegon.co.uk

Open Save ^ Cancel X

dt

Illustration

Your illustration will open in another window.

Once your client has reviewed their illustration and is happy to proceed, you can continue and apply for drip-feed drawdown online.

Our [Submitting a drip-feed drawdown request](#) guide shows you how to do this.

Example-JT-137563-20200805-141259812 (1).pdf - Foxit Reader

| | | | |
|---|--------------------|-------------------------|--|
| Name: | Mr JT Test Example | Illustration Reference: | 137563 |
| Date of Illustration: | 04/08/2020 | | |
| Illustration End Date: | 01/01/2064 | | |
| Tax-free cash | | | £5,000 |
| Amount remaining for drawdown investment (before any charges are deducted) | | | £15,000 |
| Amount not in drawdown investment | | | £230,187 |
| Withdrawals | | | |
| Regular withdrawals | | | £0 |
| Total taken each year | | | £0 |
| One-off withdrawal | | | £0 |
| What your fund might be worth in the future Assuming annual growth of -1.0% a year above inflation, taking withdrawals shown above. | | | |
| • at the end of year 5 | | | £209,000 |
| • at the end of year 10 | | | £173,000 |
| • your fund will run out before you are | | | n/a |
| For more details, see the 'What might your benefits be at the illustrative annuity purchase date?' section | | | |
| Charges will reduce the assumed annual growth rate of your plan, after inflation, by: Charges would reduce your annual fund growth from -1.0% to -1.5%. For more details, see the 'How the charges can affect your plan' | | | 0.5% each year Figure known as 'reduction in yield'. |



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