

## Using Dynamic Planner's Attitude to Risk questionnaire throughout life

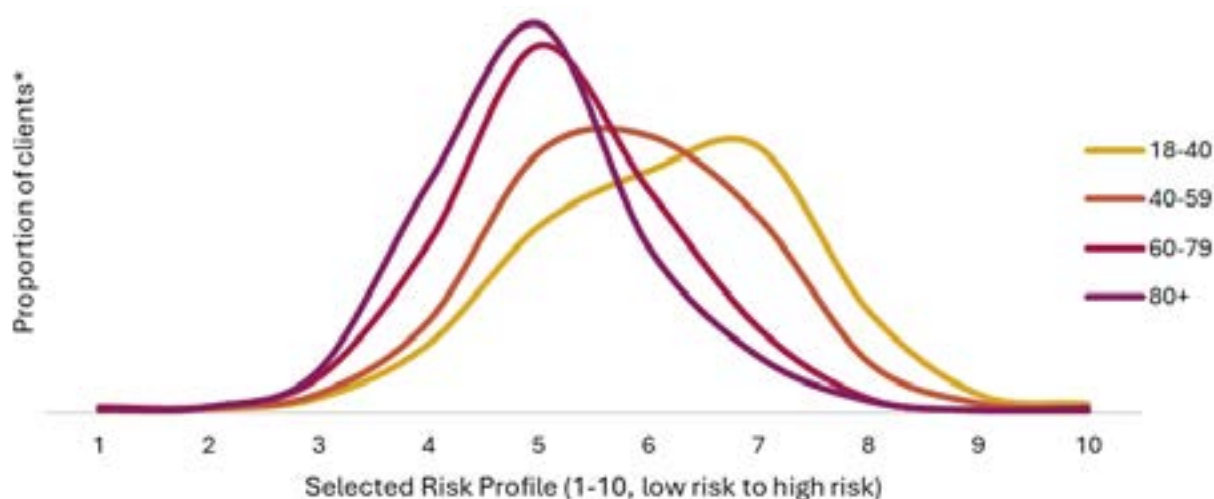
Understanding how your client is likely to feel in the future about the products and services that you might provide to them is both a regulatory requirement and a business advantage.

There are many factors about each individual client for an adviser to consider, one of which is attitude to risk. To help you gauge this throughout a client's lifetime, Dynamic Planner uses a **psychometric, whole-of-life Attitude to Risk questionnaire**. With over 2 million responses, we are confident that our model allows individuals at all stages of life to be ranked appropriately in terms of their attitude to risk. We check this statistically each Quarter (a full academic due diligence report is available each year).

Our Attitude to Risk questionnaire manages out the 'noise' of the state of the world and your client's current financial position to provide information you can rely on for further discussions with your client. It is then up to you both to jointly agree on and then select a risk profile, considering not just attitude to risk but all factors that impact this choice.

As the market leader our platform has aggregated data for a significant portion of the population as they grow older and includes a wide spread of ages. You can see the results here:

### Risk profile varies by age group



This data shows what you might expect, that attitude to risk does change as people get older and the distribution of risk profiles across age groups remains a normal bell curve for both pre- and post-retirement age groups.

What does change significantly at different phases of life are a client's financial needs, income and circumstances. As far as attitude to risk is concerned the important thing to assess remains the individual client and their attitude, separately to these other factors.

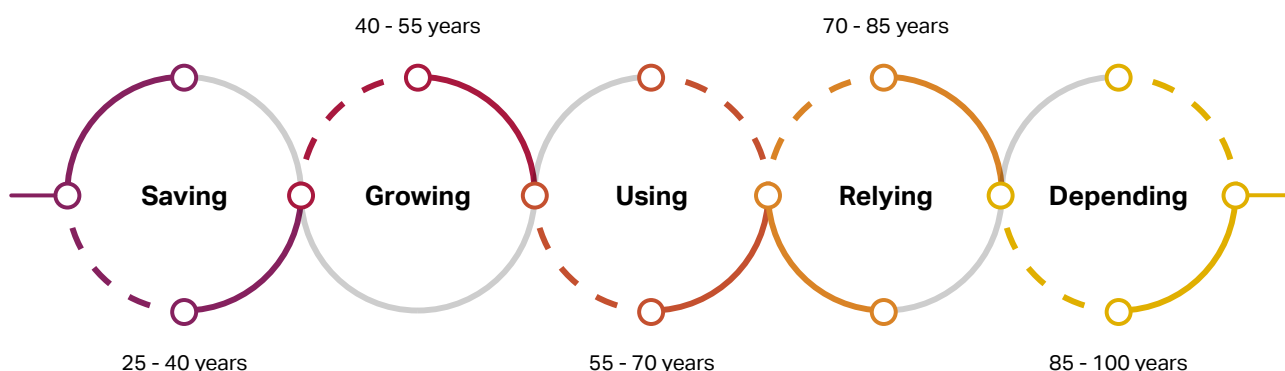
## One questionnaire, or multiple?

The FCA (TR24/1 section 1.33) mentions that when a client moves from accumulation to decumulation it is important to understand if their attitude to risk has changed. We use a single questionnaire to measure attitude to risk in both stages. Your client's conditions change but what we are measuring, their attitude, remains the same and should be measured by the same questionnaire.

**In any field of science, changing the test while also changing the conditions results in unreliable data – was it the client's attitude that changed, or the tool measuring their attitude that changed?**

## People's investment habits evolve throughout their lives

If you had more than one attitude to risk questionnaire, at what stage would you transition to the next one?



## Retirement income advice is more than just a client's attitude to risk

There are many stages to each client's relationship with money and investing. It goes without saying that it is crucial to capture these changing conditions and circumstances to offer meaningful advice.

Our Attitude to Risk questionnaire is but one element for consideration when advising a client and does not directly drive the risk profile agreed between you and your client.

There is a much wider picture, including the client's **capacity for loss, their goals, knowledge, experience, vulnerability and retirement income preferences.**

## One system for all your retirement income advice needs

All these factors are captured in dedicated tools within Dynamic Planner to build a comprehensive picture of your client and support your advice process at every stage.

Retirement questions	Dynamic Planner's solution for you
Should I retire? What will I do? What will I need?	<b>Client Access</b> Gather client's objectives and change in circumstances in their own words.
What have I got?	<b>Client Access</b> Gather assets and liabilities. Update their valuations with integrations.
Is it a good time for me to make a big decision?	<b>Financial Wellbeing Questionnaire</b> Built on FCA's own algorithms and surveys, our supportive Financial Wellbeing Questionnaire enables you to advise all clients safely and effectively.
When can I afford to retire? When would my money run out?	<b>Cash Flow</b> Simple forecast through Review, or full Cash Flow showing 6,000 possible outcomes aligned to risk model.
What frequency should I take it?	<b>Cash Flow</b> Adjust withdrawal frequency to see its impact on the forecast and decide on the correct approach.
What about prices going up?	<b>Asset Risk Model</b> We forecast 'real' returns, inflation is built in.
Where should I take the money from?	<b>Cash Flow</b> You can control where withdrawals will come from directly, or by changing the order of disinvestments.
What tax would I pay?	<b>Cash Flow</b> Tax is modelled, including pension options such as UFPLUS and Capped Drawdown.
Which option do I prefer?	<b>Retirement Options Questionnaire</b> Understand advantages and disadvantages from the client's perspective and replay them. Compare different options using Cash Flow.

Retirement questions	Dynamic Planner's solution for you
What Product do I need?	<b>Product Research</b> Research the whole market by what products can do for your clients, and build panels.
Do I need to take investment Risk?	<b>Cash Flow</b> Forecast outgoings and goals against any defined benefit, state pension and / or annuity. Maybe you don't need to take investment risk.
Can I afford to take risk?	<b>Capacity for Loss Questionnaire</b> Questionnaire to start the conversation, continuing though Incomes, Outgoings, Assets, Liabilities and then Cash Flow.
How will I feel and react when my money goes down?	<b>Client Profiling</b> Risk profile selection is displayed in lots of ways, including max losses. Financial personality results help you understand your client more deeply.
What actual Investment do I need?	<b>Fund Research</b> Research the whole market for DFM MPS, funds, build shortlists and / or model portfolios for target markets.
What if I need annuity?	<b>Cash Flow / Product Research</b> Annuities are modelled as income, you can find products with secure lifetime income options.
What if I want to take natural income?	<b>Fund &amp; Product Research</b> Yield and distribution info in Fund Research. How it is paid out in Product Research.
What if want to spend the cash from a portfolio and rebalance?	<b>Recommendations</b> Easy to build, rebalance an advised portfolio and create suitability reports.
What if I want to sell units each month?	<b>Risk Managed Decumulation</b> RMD badge identifies solutions that manage sequencing risk so the client still gets the expected outcome for their risk profile.

**Dynamic Planner can support all clients, approaches, panels and centralised propositions. These can be set in our target market tool to make individual research and recommendations easier yet still client focused, personal and understandable.**



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