

MEDIA RELEASE

Retirement Income for Life: Essential New Retirement Income Strategies for Financial Planners

Optimum Pensions has launched a new book supporting Financial Planners to understand new retirement products and guide their clients towards a secure retirement income - for life.

MELBOURNE, 27 November 2023 – Retirement product experts David Orford, Jim Hennington and Peter Rowe have joined forces to release a book aimed at equipping financial planners with strategies required to design secure income strategies for their retiring clients.

[Retirement Income for Life: Solving the longevity equation](#) is a comprehensive guide addressing the new landscape of retirement planning, providing expert solutions to the uncertainty around lifespan and the challenges posed by rapidly increasing life expectancy.

Key features of the book include:

- In-depth exploration of the challenges associated with increasing life expectancy.
- Practical insights and solutions for balancing client retirement lifestyle expectations with the array of retirement income options available in the Australian market.
- Actionable steps and key principles for implementing successful retirement income strategies.
- Real-world case studies illustrating effective approaches that financial planners can readily apply.

The book's practical approach distinguishes it as an invaluable resource for financial planners - potentially increasing each client's retirement income by 15-30%. By combining their knowledge with real-world examples, the authors provide a nuanced understanding of the complexities surrounding retirement planning.

"We recognise the critical role financial planners play in helping individuals navigate the complexities of retirement planning," said David Orford. "Our book aims to empower financial planning professionals with the tools and knowledge needed to create robust retirement income strategies tailored to the unique needs of their clients – thus increasing client engagement and satisfaction."

Peter added, "In an era of increasing life expectancy, it is essential for financial planners to stay ahead of the curve. Our guide offers a roadmap to navigate the challenges and opportunities presented by changing longevity, ensuring that clients can enjoy a secure and fulfilling retirement."

With Australians living longer, it is more important than ever to understand how long retirement income needs to last. Financial planners, industry professionals, and anyone interested in securing a confident retirement income strategy are encouraged to acquire this essential resource.

[Retirement Income for Life: Solving the longevity equation](#) is now available for purchase online.

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About the Authors:

David Orford, Peter Rowe and Jim Hennington are committed to empowering financial planners with the knowledge and tools needed to navigate the complexities of retirement income strategies. David and Jim are actuaries and hold Diplomas of Financial Planning.

Optimum Pensions was launched in 2017 with a single mission – to help Australians lead a comfortable retirement. The Optimum Pensions innovative retirement income solutions are specifically developed to address longevity risk and provide greater peace of mind for all retirees; no matter how long they live.

www.optimumpensions.com.au

Note to Editors: Photos available on request.

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