

KNOWLEDGE EXPERIENCE OPPORTUNITY

# managing the new financial landscape: how to engage employees.



**Greg Thorley** Head of Business Development



# freedom and choice.



# further complexity?















### **"Generation Y"**









# "Generation X"









# "Baby boomers"















WEALTH at work KNOWLEDGE EXPERIENCE OPPORTUNITY do you provide financial education to help employees during the pension accumulation stage?

> 1. Yes 2. No

> > WEALTH at work

# Do you provide financial education to help employees during the pension accumulation stage?







Based on seminar attendees in 2015





"a baby's laughter is one of the most beautiful sounds you will ever hear...

...unless it's 3am
...and you're home alone
...and you don't have a baby."

WEALTH at work

# context.





<sup>66</sup> The household saving ratio is projected to fall to 5.4pc in 2015, from 6.6pc this year. <sup>99</sup>

Office for Budget Responsibility

<sup>66</sup> Demand for credit card debt soars at fastest pace since the recession. <sup>99</sup>

The Telegraph

<sup>66</sup> New consumer debt reaches seven year high in the UK. <sup>99</sup>

theguardian



# distraction.



# education advice implementation.











# **Early Career**









### **Mid Career**









### **Pre-retirement**









### At retirement





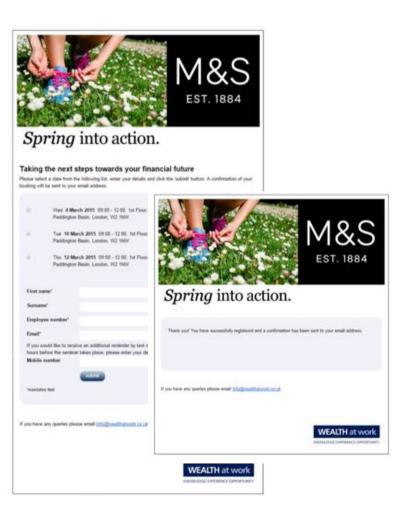
# Life Planning



# M&S

EST. 1884









# maintaining engagement.







# Life Planning

