

1. Share Trading Via Pensions

Problem:

How many of your pension clients also have a personal share trading account?

Solution:

Do you know that they could share trade more tax efficiently through a pension plan, both on the pre-retirement and post-retirement (ARF) side?

Many people are now using the tax effectiveness of their pension plan to buy and sell shares, due to the benefit of not having to pay capital gains tax or dividend withholding tax (depending on the jurisdiction), as well as gaining access to the very generous tax reliefs that are available to pension contributions.

Let's take a look at a typical example

Client owns €100,000 in shares through a direct share trading account with their stockbroker

Step 1: Client could sell his shares and realise the cash value of them

Step 2: Client then switches existing pension investment (e.g. Managed Fund) into the online trading platform within Irish Life's Self-Invested Pension contract and replicates the portfolio previously held in his direct share trading account.

Outcome: Client continues to trade as normal but now within a more tax efficient vehicle

What does this mean for you?

By asking your client if he has a directly-held share trading portfolio, you are increasing your knowledge of your client's wealth and assets. If your client decides to transfer his existing pension fund over to Irish Life's trading platform, then there is a possible sale / income generating opportunity for you:

Pre-Retirement Example

€100,000 Pension Transfer / Single Premium sale (Complete Solutions 1 or 2)

Your client could receive 100% investment of his funds

You could receive €4,000 commission (4% of €100,000)

**WHAT'S
THE BIG
IDEA?**



Irish Life

Share Trading Via Pensions

Target Market:

Clients already directly share trading and who have an existing pension plan

What you should do next

- Step 1:** Identify your pension clients who are share trading directly today
- Step 2:** Explain to them the tax advantages of trading within a pension plan as opposed to trading directly
- Step 3:** Advise your client to sell their existing directly held share portfolio
- Step 4:** Set up new pension plan with Irish Life to receive the transfer from the **existing pension plan**
- Step 5:** Open up their online trading account within their Irish Life Pension plan.

Irish Life Support:

- Irish Life can provide your clients with access to the only **online** trading platform in any pension product in Ireland
- The trading platform is also the cheapest in the market with a cost from just €15 per trade.
- Broker mail letter available on b-line or via your Account Manager

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