

Continuing Professional Development Certificate

Advising older clients: key considerations around later life

Date: Wednesday 3 October 2018

Time: 1.15pm - 2.00pm

Speaker: Tish Hanifan, Founder and Joint Chair, Society of Later Life Advisers

In this IIL Financial Services lecture Tish examined the impact of longevity on financial advice. She reminded members of the definition of a vulnerable clients and illustrated the prevalence of Dementia in the 60-90+ population. She looked at the effect of this demographic on financial planning and products. Tish gave an overview of the current government position on social care funding and the key issues for financial advisers. She also looked at the ways to fund care and the important rules designed to prevent deliberate deprivation of assets.

By the end of this lecture, members would have gained an insight into:

- The different ways to pay for care and its impact on clients
- Some of the situations in which care funding issues might need to be addressed and the financial considerations that cause client concerns
- The desirable adviser 'technical' skills for the Later Life market



This lecture or podcast can be included as part of your CPD requirement should you consider it relevant to your professional development needs. It is recommended that you keep any evidence of the CPD activity you have completed and upload copies to the recording tool as the CII may ask to see this if your record is selected for review.