

A GUIDE TO  
**WHO WE HELP**

UNDERSTANDING WHAT YOU WANT AND WHEN

At Orca our approach is simple; it's not all about the money. Yes, we deliver expert financial advice and we have a team full of proficient individuals that can provide information on pensions, investments and tax. But, what it's really all about, is YOU.

We want to know your worries, your dreams, your aspirations and your ambitions. Then we'll use our experience, knowledge and expertise to make it financially possible to provide you with the peace of mind and confidence to go and live the life you want. We believe that the Orca Financial Planning Team and our clients are one big family with common goals and a shared vision of the future.

I "Personal approach and trust are the most important values in Orca.

We're providing both to each of our clients, regardless of whether you are an **individual** or a **company**"

### FAMILY & CAREER BUILDING YEARS

This life stage can traditionally be one of the most financially challenging. Whilst your income has no doubt improved, you will typically have more liabilities. This may be also the first time you've started seriously thinking about your future and receiving Financial Planning. Specifically, the most common areas of advice during this life stage will be:

- Purchasing your first home
- Protecting your family
- Replacing income in the event of losing your job, or being unable to work
- Planning for your children's education
- Saving for your future

### RETIREMENT PLANNING

During this life stage, you may start to think about when you can stop working. You may have started to make inroads in paying off your mortgage. Your children may be older and may be thinking of flying the nest. Your salary has hopefully improved and you may have more disposable income. The earlier people start saving for their retirement, the better their position will be later in life. During this life stage our main objective will be helping you to establish: "How much money you need, to reach and maintain your desired lifestyle for the rest of your days, without fear of ever running out of money." You may also be able to balance this with enhancing your current Lifestyle.



### RETIREMENT READY

#### *For the next, exciting stage in life*

You've worked hard throughout your life, and you deserve to enjoy your retirement free of financial worry. But it can be a daunting thing to plan for, and something that brings with it many questions: 'What will I do?' 'Do I have enough to last for the rest of my life?' 'Will I be OK?'

We're here to help answer those questions, support you through this transition period and put your mind at ease. Starting with where you are now, we explore what life ideally looks like in this next stage: your priorities, your values and your needs. Once clearly defined, we can lay the way forward to achieving it, without impacting your financial health.

Together we'll build a plan to ensure you won't outlive your money, and that you'll always have enough to support your lifestyle. And with that taken care of, this new stage really can be whatever you make of it.

### BUSINESS OWNERS & EXECUTIVES

In operation since 2005, Orca Financial specialise in managing small to medium sized companies financial needs. Ranging from retirement planning to succession planning.

- What happens your family and business in the event of your death?
- What happens your business in the event of a serious illness or long term disability of you or a partner of the company?
- What happens the shares of the company in the event of a death of one of the shareholders?
- Do you know the exact date you can retire?
- Do you have a buy/sell agreement in place
- What have you done to retain your key employees?
- How can I help my key employees prepare for retirement?



### COMPANY SCHEMES

A Group Retirement Plan is designed to enable companies to provide retirement benefits for their employees. Establishing a good pension plan facility can bring considerable advantages to your Company and employees, as it can:

- Improve relations
- Assist with the retention of staff
- Make it easier to recruit new employees

Such a contract would be approved under Chapter 11, Part 1 of the 1972 Finance Act, offering valuable tax advantages together with the flexibility required when the circumstances of the company or its employees change.

A Group Retirement Plan facilitates a company which may wish to vary the level of funding for different groups of employees. The Insurance Company and Orca Financial Ltd will keep records of all contributions paid in respect of each member and keeps separate account of any Additional Voluntary Contributions (AVC's) paid by members. This minimises the administration required by the Human Resources of your company.

## CONTACTS

For further advice on this area please contact:



**John Molloy**

johnmolloy@orca.ie  
+353 (87) 258 6039



**Sarah McGurrin**

sarahmcgurrin@orca.ie  
+353 (87) 258 6039

Our team have over 80 years of Financial Management experience and are dedicated to giving you tailored financial advice, to ensure your future is protected. Contact any of our team directly today. As a team we offer a highly personalised service, and have a long standing trust with all of our customers. We have exceptional industry knowledge, and are constantly up skilling on the latest financial industry updates and changes. As we educate ourselves, we will educate you.

### THE IMPORTANCE OF PENSION TRAINING

If you, or one of your employees were to retire today, the State would pay a contributory old age pension which currently represents less than 28% of the national average wage. That will almost certainly represent a big drop in income. The National Pensions Policy Initiative recommends that State Pensions be increased over a period of years to bring the level up to 34%.

By the time you retire, the State Pension should be higher than it is today but given that today there are 5 people working for every one person in retirement and by 2050 that figure will be 2 to 1 there is concerns over the figure of the State pension. By providing your employees with a pension plan and the facility to invest Additional Voluntary Contributions (AVC's), members will receive an additional income for life throughout retirement.

### TAX ADVANTAGES

A Retirement Plan gives a company and its employees access to the unique taxation treatment of pension funding. The main features are summarised below:

- The employer's contributions can be offset against corporation tax as a business expense.
- The member's regular contributions will qualify for full income tax relief.
- The pension contributions will be invested in a fund that grows tax-free.
- On retirement, the members will be able to take a significant part of their accumulated benefits as a tax-free cash sum.

### A GROUP RETIREMENT PLAN THROUGH ORCA OFFERS THE FOLLOWING FACILITIES:

- Contributions can be invested in a range of actively managed investment funds.
- Regular contributions may be increased or decreased at any time.
- The entry and withdrawal of members are easily administered within the plan.
- On joining the plan, a member receives information outlining the benefits of the plan and a notification of membership.
- Each year, members receive a statement of benefits secured to date and current levels of contribution.

### ONLINE MEMBER ACCESS

- Each year the member will receive a review from their Orca representative.
- Member Presentations carried out annually or bi annually.
- A Death in Service and Permanent Health Insurance scheme can be set up alongside the Company Pension Scheme.

## About Orca

Orca was set up to challenge the lack of service in the pensions market, and we wanted to fill that gap. Over time we have added a range of services for our customers, and our core focus has always been about making everything we do more client and service focused.

We are a financial broker established in 2004, and through our team of financial advisors and administrators, we now look after the needs of over 2000 clients nationwide.

# Orca

Financial Group

## DUBLIN

The Grange,  
Stillorgan Rd,  
Galloping Green North,  
Blackrock, Co. Dublin

+353 1 210 3030  
info@orca.ie

[orca.ie](http://orca.ie)

## LAOIS

7/8 Old Mill  
Church Avenue,  
Portlaoise,  
Laois

+353 057 867 2929  
info@orca.ie

## Important Disclaimer

It is important you read this disclaimer. Please read the following terms describing important legal, regulatory, and risk information about material contained in this document which Orca Financial Group may, without notice, change. By accessing this document, you agree to be bound by these terms. If you do not agree to these terms, you should refrain from using this document. Orca Financial Group has designed this white paper to prevent unsuitable categories of users from accessing this information. Through this disclaimer, Orca Financial Group cannot be responsible for any misrepresentations you may make in order to gain access to this document.

### Limitation of Liability

Orca Financial Group does not accept any liability for any damages or losses arising from changes or alterations made to this document by unauthorised third parties.

The information within this document is provided "as is". To the extent permitted by law, Orca Financial Group and its directors, employees and agents expressly exclude all conditions, warranties, representations and other terms which might otherwise be implied by statute, common law or the law of equity. Orca Financial Group shall not be liable under any circumstances, including, but not limited to, negligence, for any special or consequential damages that may result from the use of, or the inability to use, the materials in this document, even if Orca Financial Group has been advised of the possibility of such damages.

Nothing in these terms is intended to exclude or restrict any duty or liability that Orca Financial Group has to its clients under the "regulatory system" in the Republic of Ireland under applicable local regulatory rules or which may not be excluded or restricted as a matter of applicable law.

Orca Financial Group Limited is Regulated by the Central Bank of Ireland.