

## **Our Corporate Services: A Summary of Services to Corporate Advisers and Businesses**

### **Overview of Corporate Pensions**

You still cannot keep pensions out of the headlines, or separate the word 'pensions' from the words 'crisis' or 'time bomb'. The 'Equitable saga' grinds on and the profile of pensions continues to be high with the perception of pensions commensurately low.

The fact is that there is now no aspect of corporate activity that is not affected by pensions.

Consequently, corporate and business advisers will often need some specialist pension support in the day to day performance of their role – as will their clients.

It is an area that can be a minefield and usually requires the services of a pension specialist.

Our services include:-

### **Independent Trustee Services**

The duties of a trustee are now extremely onerous. Many are perhaps not necessarily well equipped or trained to perform them. This is where an independent trustee can help. This can be:-

- in an ongoing scheme
- in a scheme closed to new members
- in a scheme wind-up

It can be as simple as managing meetings more effectively, asking the right questions or helping to replace existing advisers, where fees are perhaps inappropriately high.

We can also be fully involved in the process of “managing” a pension problem and helping with the transition to new arrangements over time.

### **Consultancy Services**

About 95% of all 'live' corporate schemes have less than 100 members. Consequently, it is often the SME who will need specialist pension advice. This can cover

- FRS 17 issues.
- Grooming the business for sale.
- Ensuring appropriate future pensions arrangements.
- Specialist advice for senior managers/owners.
- Property issues in pensions.
- Insolvency situations.
- Actuarial advice

### **Due Diligence services**

These days, in merger and acquisition activity, the pension can be a deal-killer, (think of WH Smith and Marks & Spencer). It is just the same for smaller companies. In some ways it is more crucial when many smaller business owners regard their company as their pension.

The due diligence can cover pensions in the following scenarios:-

- Any Merger & Acquisition activity.
- Exit/succession planning.
- Company turnaround.
- Business recovery.
- Tax planning and management.
- Management buy out.

We can provide corporate advisers with an overview of a pension scheme, or recommendations as to the likely issues and their impact, and any solutions that may be applicable.

### **Back Office Facilities**

This can include:-

- Technical support and advice.
- Technical updates.
- Attendance at client meetings.
- Training.

### **Procurement: Advice in Appointing Professional Advisers**

Professional advice and support for corporate pension schemes does not come cheap. Often it is possible to find professional advisers who may be more appropriate for a particular scheme, who can give better value for money than existing advisers.

This can cover:-

- Actuaries
- Pension Administrators
- Lawyers
- Auditors
- Investment Managers

Sometimes the cost savings can be considerable and the improvement in service significant.

We can assist (and indeed manage) the process, covering everything from outsourcing to “beauty parades”. We have a wide knowledge of pensions and advisers and what a given size and type of scheme should be paying and expecting in return for their fees.

### **WHY USE MW PENSIONS LTD?**

1. We are experienced pensions professionals with many years expertise as actuaries, trustees and consultants.
2. Our fees are wholly transparent and very competitive – much lower than many companies. You will be getting support from people of Senior Partner/Director level.
3. Continuity of advice – same team, same people.
4. We are independent and are not linked to any large professional practice.
5. We work closely with OPRA and the Inland Revenue.

**We have additional leaflets with more detail on our corporate services. If you would like more details, please let us know.**

**M W Pensions Ltd  
Oaklands Park, Hooton Road, Hooton  
South Wirral, CH64 4AF**

**Tel: 0151 328 1777      Fax: 0151 328 0707  
e-mail: [admin@mw pensions.co.uk](mailto:admin@mw pensions.co.uk)**

**website [www.mwpensions.co.uk](http://www.mwpensions.co.uk)**