

# Know Before You Sign: Costs, Risks & Warning Signs for Retirement Products

Retirement Products involve long-term commitments. Understanding their costs, risks, and suitability is essential when deciding whether they are right for you.

## Before you commit, check:

- Total cost of the product
- Level of investment risk
- Whether it fits your needs

## Knowing the Total Cost

Before signing, request a full list of all charges, including:

- Entry or set-up fees
- Ongoing annual charges
- Investment management fees
- Switching fees (if applicable)
- Surrender or early exit penalties

**Remember:** Charges may continue even if contributions are paused.



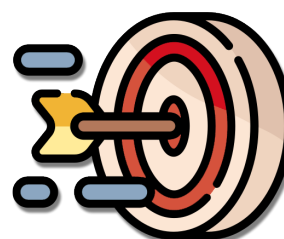
## Ensuring the Product Fits Your Needs

The product should reflect your:

- Financial goals
- Current situation
- Time horizon
- Comfort with investment risk
- Need for flexibility

Ask yourself:

- Am I comfortable tying up my money for several years?
- Does the product offer enough flexibility if I need it?
- If the product is unit-linked, am I comfortable with the risks of the underlying investment funds?



## Warning Signs to Watch Out For

Be cautious if:

- You are being pushed to sign quickly or pressured by the adviser
- Things are not explained clearly, or the paperwork is missing or hard to understand
- Benefits are stressed, but risks, costs, or penalties are not properly explained
- Tax benefits are emphasised without explaining long-term commitments or possible law changes
- The adviser cannot clearly explain how they are paid
- Your personal situation or vulnerability is not properly taken into account



**If you feel unsure, consider seeking independent financial advice before making a decision.**