

*"Compound interest is the eighth natural wonder of the world and the most powerful thing I have ever encountered."*  
- Albert Einstein

## Investments, Saving & Deposits

Investing for the future is a big decision. Whether you have received a bonus or inheritance, sold an asset or saving for a future event, you will want to see that money grow. We will guide you through the investment process, analyzing your current situation, your growth/income expectations and risk profile advising you on what investment vehicle will best suit your needs going forward.

Once you have provided for your short-to medium-term needs, you need to think about your longer-term needs such as retirement and financial security. For these needs, you will want to get a better return on your money than you could with a deposit account. That usually means investing in assets such as shares and property and committing your money for five years or more.

### Impact of time on investment returns...

Value of once-off investment of €10,000 at end of investor's horizon

Horizon in years	Rate of return			
	5.0%	7.5%	10.0%	12.5%
1	10,500	10,750	11,000	11,250
3	11,576	12,423	13,310	14,238
5	12,763	14,356	16,105	18,020
10	16,289	20,610	25,937	32,473
20	26,533	42,479	67,275	105,451
40	70,400	180,442	452,593	1,111,990
Cumulative return over 40 years	604%	1704%	4426%	11020%

Source: BIAM

- The rate of return and investment horizon determine the end value of an investment. Longer investment horizons allow the full impact of compounding to kick-in.
- Regardless of return, the impact of compounding is dramatic over longer periods of time – such as 30 and 40 years. Note the substantial jump in the final value of the initial €10,000 between 20 and 40 years.

Gilroy Gannon Financial Services can guide you through the available products on the market where your money is invested for you so you don't have to make day-to-day decisions about buying stocks, shares, property or other assets. We study each individual case and match each plan to your needs and requirements. We are on hand to offer impartial and expert advice. We will look at a number of investment vehicles and investment types:

- Deposit accounts
- With Profit Investment Funds
- Guaranteed investment products, where 100% of your capital is secure
- Stock market investments via unit linked funds
- Property investments, through pooled funds
- Alternatives such as Absolute Returns, Commodities etc

## Saving – The Good Habit

*We all dream about something*

Whatever financial goals you set for yourself, getting there will require a certain amount of saving. And now is a good time to start. So, whether you want to build up a lump sum for yourself, or give your children a flying start in life - by putting a little away each month you might be surprised just how soon you can achieve that goal.

Here are some tips to help you get started

### 1 SET YOURSELF A GOAL

It's vitally important to know what you're saving for or the amount you are trying to achieve. It will keep you focused and reward you in the end.

### 2 KEEP LONG-TERM SAVING SEPARATE

Don't let your savings plan get confused with ad-hoc expenses that will always arise eg. car maintenance. Before you set up your savings plan, ensure you have an emergency fund in place so that you are not tempted to 'dip into' your long term savings.

### 3 TAKE RESPONSIBILITY FOR YOUR OWN SAVING

Don't leave having a 'nest egg' in the future to chance. Take control of building up that lump sum yourself, because unless you win the lottery, no one else will do it for you.

### 4 MAKE A HABIT OF IT

So often we think we can't afford to save. But once you've started, you'll soon get used to it and before long you might not even notice that regular saving amount going out each month.

### 5 SIT BACK AND WATCH YOUR SAVINGS GROW

Check your savings regularly, but remember, depending on how your money is invested, that value will rise and fall. The important thing is to 'keep a level head', save for the long term and talk to your financial adviser regularly

€200  
x12 months  
**€2,400** a year

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€2400 a year  
x5 years  
**€12,000** after 5 years

Look what you can invest with just €200 a month

And remember, that's before you factor in any potential growth on your investment!

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## Pensions & Retirement Planning

**FACT:** PEOPLE ARE NOT SAVING ENOUGH FOR THEIR RETIREMENT  
**IMPACT:** YOUR PENSION FUND MAY BE INADEQUATE TO MEET YOUR NEEDS IN RETIREMENT  
**SOLUTION:** START TO SET ASIDE EXTRA FUNDS FOR YOUR RETIREMENT TODAY  
**ACTION:** MAXIMISE YOUR PENSION CONTRIBUTIONS

It is very important that each person plans for his or her financial future in retirement. The world is becoming an expensive place and people are living longer and many choose to retire before age 65, when they are still active both mentally and physically, so you see there is much to ponder in the planning for retirement. Nowadays with increased life expectancy you can be planning for anything up to 30 years post retirement!

*The sooner you start planning for what will happen in the future, the sooner you will be on your way to making it happen.*

A pension is still one of the **most tax efficient ways** to replace earnings at retirement so as to maintain one's standard of living during retirement and to provide an adequate future income for dependants. So pensions and retirement planning go hand in hand.

### PRE-RETIREMENT

We have all heard about the need to provide for our retirement years; your retirement may seem a long way off, but you still need to plan for it today. The most suitable pension plan for you will depend on your employment details; whether you are self-employed, a contract worker, an employee or a company director. Our experience and knowledge means we can recommend the pension that best suits your needs.

- PRSA/Personal Pension Plans
- Employer Sponsored Pension Schemes
- Director Pension Plans (insured)
- Self Administered & Self Directed
- Additional Voluntary Contributions (AVCs)



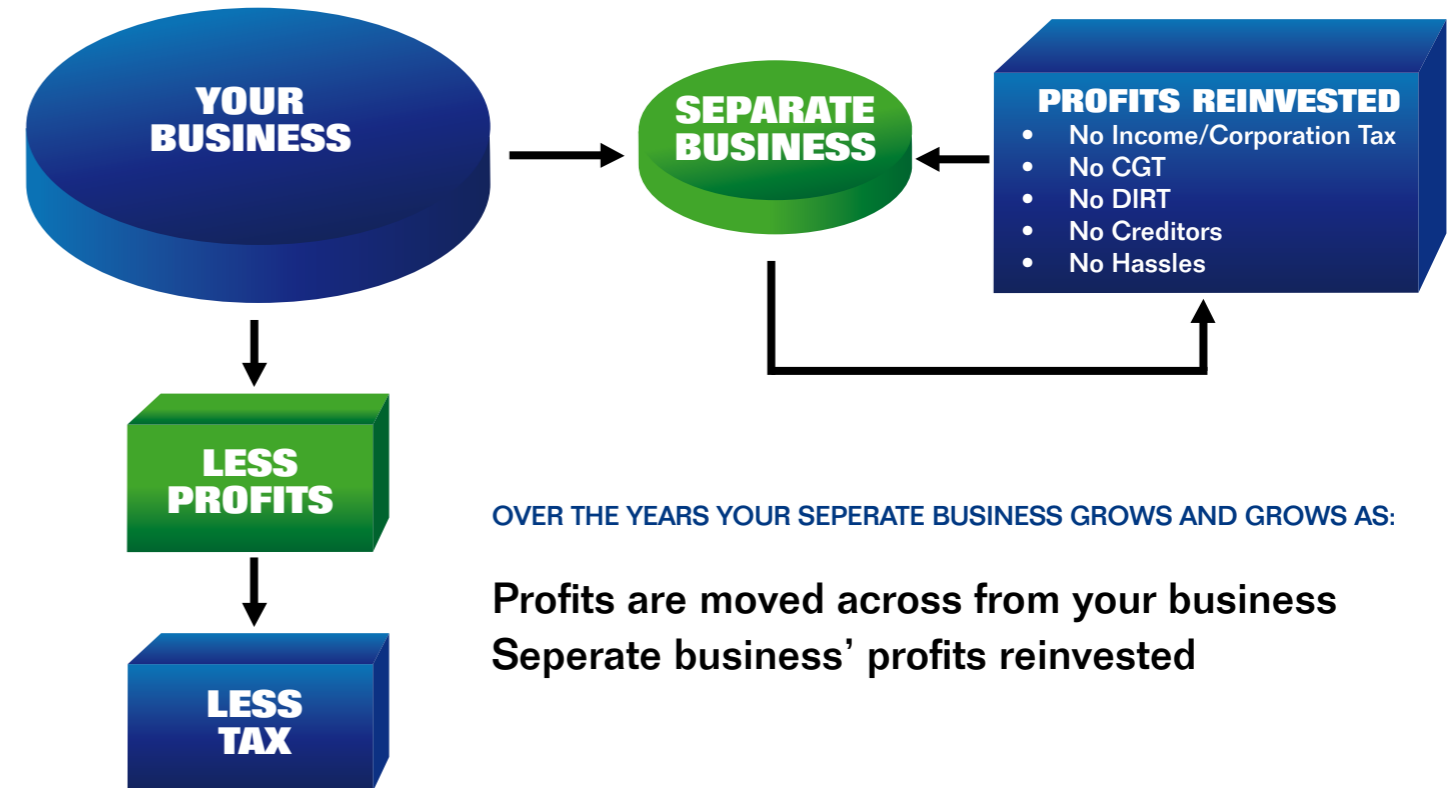
### POST-RETIREMENT

At retirement you will be faced with numerous complex financial decisions regarding how your retirement benefits are ultimately structured. Irrespective of the size of the fund you have accumulated, you will need advice on products such as:

- Annuities
- Approved Retirement Funds
- Approved Minimum Retirement Funds
- Investing Tax Free Cash



## Setting Up A Seperate Business



## Setting Up A Seperate Business - At Retirement



**Of course, your separate business is a pension plan**

For more info contact us today - Gilroy Gannon Financial Services

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## Have You Got Them Covered?

Taking care of your family is part of your everyday life. Providing them with **financial security** is one way of looking after them. But what would happen if you were to die suddenly?

It may be an uncomfortable thought but it is easy to put your mind at rest. Ensure that you have adequate **Life Assurance cover**.

The table below shows how long your Life Assurance cover will last, based on **different monthly expenditure**. Try applying it to **your own circumstances**. You may be reassured to see just how well your family will be provided for, or you may discover you need to review your cover.



Life Assurance Payout*										
Monthly Income Needed	€100,000	€200,000	€300,000	€400,000	€500,000	€600,000	€700,000	€800,000	€900,000	€1,000,000
€1,500	5 years 10 months	12 years 6 months	20 years 1 month	29 years 1 month	39 years 11 months	Over 50 years	Over 50 years	Over 50 years	Over 50 years	Over 50 years
€2,000	4 years 4 months	9 years 1 month	14 years 3 months	20 years 1 month	26 years 8 months	34 years 3 months	43 years 1 month	Over 50 years	Over 50 years	Over 50 years
€3,000	2 years 10 months	5 years 10 months	9 years 1 month	12 years 6 months	16 years 2 months	20 years 1 month	24 years 5 months	29 years 1 month	34 years 3 months	39 years 11 months
€4,000	2 years 1 month	4 years 4 months	6 years 8 months	9 years 1 month	11 years 7 months	14 years 3 months	17 years 1 month	20 years 1 month	23 years 4 months	26 years 8 months
€5,000	1 year 8 months	3 years 5 months	5 years 3 months	7 years 1 month	9 years 1 month	11 years 1 month	13 years 2 months	15 years 5 months	17 years 8 months	20 years 1 month
€6,000	1 year 4 months	2 years 10 months	4 years 4 months	5 years 10 months	7 years 5 months	9 years 1 month	10 years 9 months	12 years 6 months	14 years 3 months	16 years 2 months
€7,000	1 year 2 months	2 years 5 months	3 years 8 months	5 years	6 years 3 months	7 years 8 months	9 years 1 month	10 years 6 months	12 years	13 years 6 months
€8,000	1 year	2 years 1 month	3 years 2 months	4 years 4 months	5 years 5 months	6 years 8 months	7 years 10 months	9 years 1 month	10 years 4 months	11 years 7 months
€9,000	11 months	1 year 10 months	2 years 10 months	3 years 10 months	4 years 10 months	5 years 10 months	6 years 11 months	8 years	9 years 1 month	10 years 2 months
€10,000	10 months	1 year 8 months	2 years 6 months	3 years 5 months	4 years 4 months	5 years 3 months	6 years 2 months	7 years 1 month	8 years 1 month	9 years 1 month

**For More Information Contact Us Today!**

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## Are You Covered - Protect Your Current Lifestyle

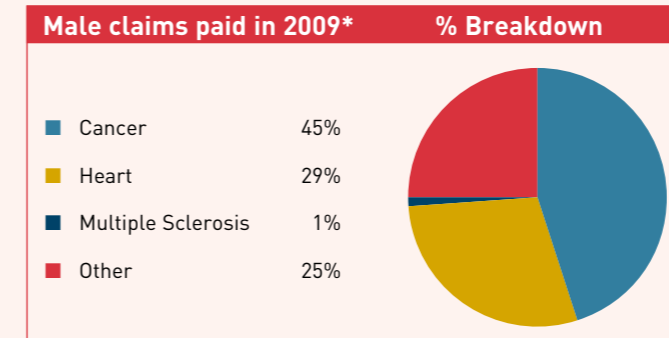
### Personal Protection

### Examples of claim payments from New Ireland Assurance 2009

#### Male Claims

In 2009, we paid out over €15 million to our male clients in specified illness claims.

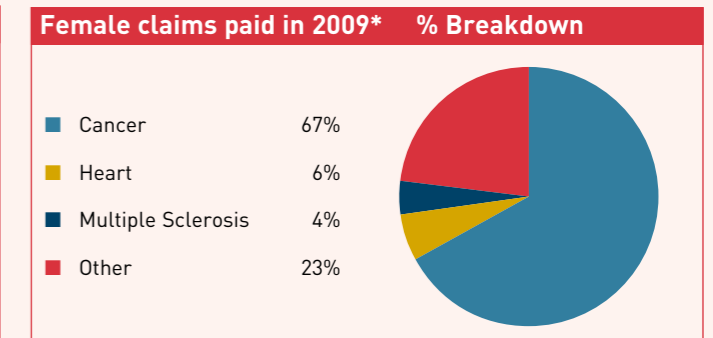
- Average claim amount €76,000
- Highest claim amount €600,000.



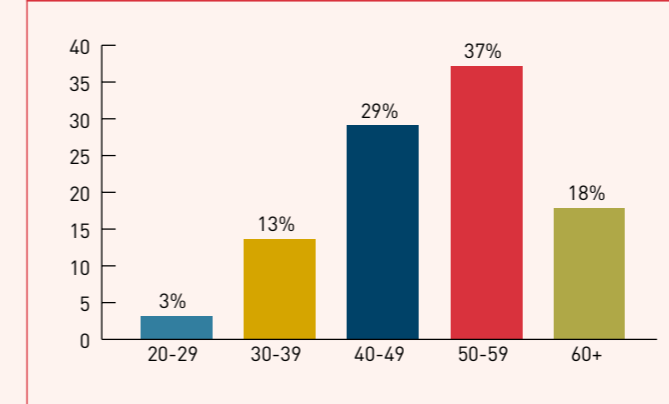
#### Female Claims

In 2009, we paid out over €10.5 million to our female clients in specified illness claims.

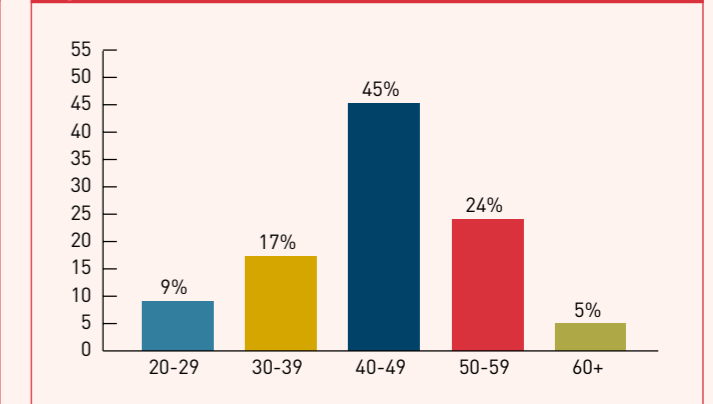
- Average claim amount €76,000
- Highest claim amount €440,000.



#### Age of male clients who claimed in 2009



#### Age of female clients who claimed in 2009



### Income Protection

- Provides you with a replacement income in the event that you are unable to work due to accident or illness
- This monthly income can be used to help pay bills and living expenses until you recover and are ready to return to work

## Protect Your Business

No matter what business sector you operate in, your company's ongoing success and development will often hinge on a number of leading individuals, be they **Key Personnel, Directors or Business Partners**. Without them, the future sustainability of the business could be in jeopardy.

But what would happen to your business if you were to lose one of your Key Personnel, Directors or Partners through their premature death?

It's not a thought anyone likes to dwell on, but the unfortunate reality is that it happens all the time. For example, in a firm with four partners there's a **66% chance that one of them will die before age 65.\***

\*Life Assurance Association 2003 - Assuming all partners aged 40 at present



## The Solution

Quite simply, taking out a **BUSINESS ASSURANCE POLICY**.

The ultimate aim of Business Assurance planning is to allow you to put **structures and monetary arrangements** in place now, to protect your business financially following the death of you, or one of the leading figures in your organisation.

Most importantly, by having a policy in place you have a **cash sum** available to deal with the adverse business scenarios caused by the death of you or a colleague, such as:

- a reduction in company profits
- paying your company bills, hiring a replacement or paying outstanding bank loans
- purchasing a deceased Partners or Directors share of the business, and ensuring their estate receives the shareholding's market value.

Whatever your business, there's a Business Assurance policy to suit your requirements.

**STATISTICS SHOW THAT 72% OF BUSINESSES CEASED TRADING WITHIN 5 YEARS OF THE DEATH OF THE FOUNDER OF THE BUSINESS\***

\* Source: BDO Simpson Xavier

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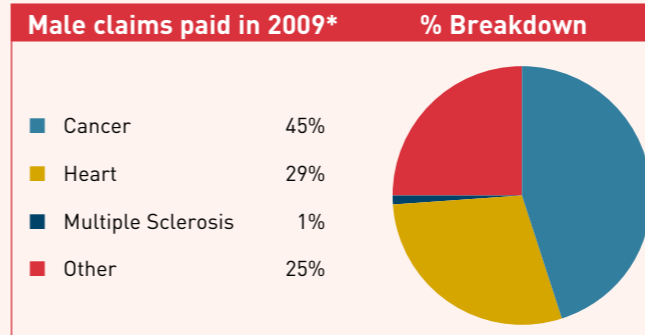
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## Examples of specified illness insurance claims paid by New Ireland Assurance 2009

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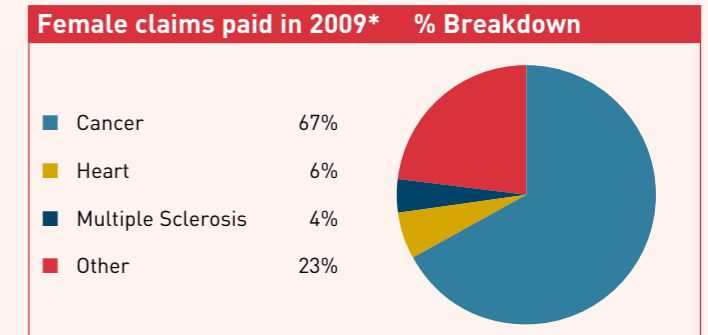
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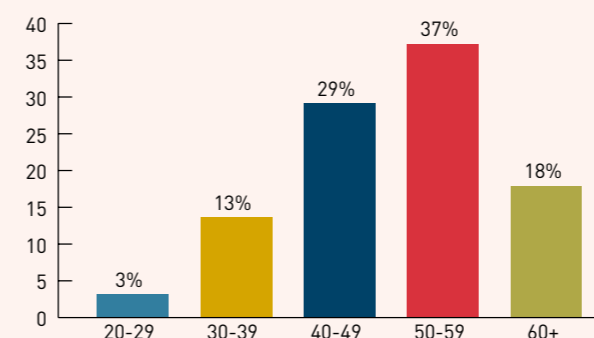
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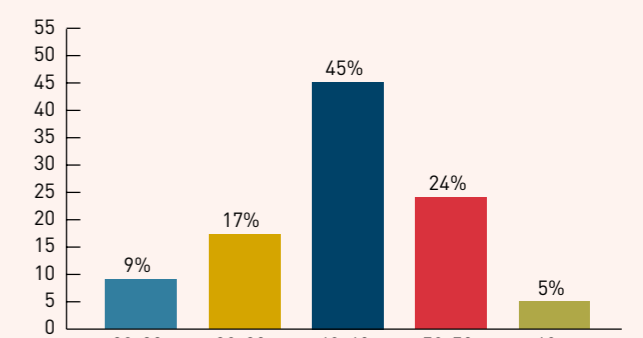
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### Age of male clients who claimed in 2009



### Age of female clients who claimed in 2009



**STATISTICS SHOW THAT 1 IN 4 PEOPLE WILL DIE BEFORE RETIREMENT AND 6 IN 10 PEOPLE WILL SUFFER A SERIOUS ILLNESS BEFORE THE AGE OF 65\***

\*Source: BDO Simpson Xavier & Central Statistics Office