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# Press information

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## 'The new normal': Nucleus brings together expert panel to help advisers make sense of drawdown as it looks set to become the default retirement option

With more consumers turning to drawdown to provide an income in their retirement, Nucleus, the adviser-built wrap platform, has brought together a panel of leading experts to discuss how advisers can best navigate their way through the market and how they need to be speaking about this approach with clients in a post-pension freedoms world.

Chaired by Nucleus' Natalie Holt, the panel debated if the market is ready for drawdown to become 'the new normal', whether defaults should be used in some way to nudge and help clients manage their retirement income, and if defaults could potentially have a role as a gateway to advice.

The session was filmed and further educational content can be accessed by advisers through Nucleus' best practice website [Illuminate](#).

The panellists for this debate were:

- Rachel Vahey, product technical manager, Nucleus
- Michelle Cracknell, chief executive, The Pensions Advisory Service
- Abraham Okusanya, director, Finalytiq
- Richard Parkin, independent consultant
- Andrew Pennie, marketing director, Intelligent Pensions

This initiative is part of a regular series as Nucleus looks to bring together advisers and industry experts under its Illuminate knowledge hub to explore further topics within the pensions and savings landscape. Earlier this year, the platform brought together a panel to discuss defined benefit (DB) transfers and what advisers need to do to navigate through a market that is increasingly under scrutiny.

**Rachel Vahey, product technical manager at Nucleus, said:** "The pensions industry was turned on its head when the pension freedoms were introduced in 2015. Since then drawdown has become an increasingly popular pathway for people entering retirement and advisers have been helping them to do this safely.

"Advice firms need to ensure they have adapted their processes to meet customers' needs, and consider whether they have the capacity to carry out the extra review work that will be needed as a result.

"Likewise, customers need to be safeguarded in this new environment, both in terms of avoiding running out of money, but also giving people permission to live the retirement they've earned. Both may involve rethinking traditional approaches to retirement planning.

"Speaking to policymakers and experts allows us to assess where the industry is at and what advisers need to be doing to navigate what has become something of a balancing act, ensuring the best possible outcome is achieved for the customer."

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For further information please visit [www.nucleusfinancial.com](http://www.nucleusfinancial.com) or contact:

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#### About Nucleus

Nucleus is a wrap platform founded in 2006 by advisers committed to altering the balance of power in the industry by putting the client centre stage.

Since then, Nucleus has established itself as a major force for change. It is now one of the UK's fastest-growing platforms and the meeting point for over 800 adviser firms in total seeking to create better customer outcomes.

As at 30 June 2018, assets under administration on the platform were £14.3bn.

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