



New personal counselling gives your private savings wings

Thousands of Danes now have the chance to invest their private savings through WTW at a cost and at conditions that are usually only available through company pension schemes.

By Martin Wex

Danes live four years longer as state pensioners compared to 30 years ago. Those who turn 67 in 2022 can look forward to living an average of 18.4 years as state pensioners – compared to 14.5 years in 1992 – according to new figures from the Confederation of Danish Employers.

The prospect of more years in retirement makes it necessary for future pensioners to either save up more, postpone their retirement or find new ways to make the most of their savings. WTW is especially focused on the latter and every year provides counselling to more than 14,000 Danes on their company pension schemes and helps them adapt their savings to their own needs and wishes.

WTW is now expanding its counselling services to include individual clients with private savings – offering many Danes the chance to invest their private savings at the same favourable terms and conditions that most people usually only have access to through their collective company pension scheme.

»As an impartial advisor, we are in a unique position to provide our clients with an overview, with transparency and with peace of mind in a complex pension and insurance market. We would like to make this offer available to a wider audience than the people who have their company pension scheme through us. Therefore, we have chosen to establish a completely new team of advisors who will be focused on advising private clients. The goal is to ensure that more people get the savings solution that suits their specific needs – and that this is done on an informed basis, so that there is more money available to them for their retirement,« says Co-CEO and Head of Health, Wealth & Career Lars Christensen from WTW.

Focus on financial security

WTW has hired Allan Garde to head the new business unit, which consists of advisors with extensive experience with personal financial advice. He looks forward to the new challenge and sees great potential for his team to make a significant difference for the future pensioners.

»As the largest, impartial pension broker in Denmark, WTW has a unique position in the market, which enables us to buy at very favourable prices that our clients can benefit from. We also have access to all



Everything we do is done to provide our clients with the greatest possible financial security in retirement

Allan Garde
Executive Director
WTW Individuals

five commercial pension companies, and we can therefore offer our clients a wide range of products and provide them with solutions that have been tailor-made to their needs and wishes,« says Allan Garde.

He is driven by a desire to create opportunities and financial security for the clients – while they are accumulating savings in their active career and when they are spending their savings as pensioners.

»Many people look forward to the day they retire, but if the dream of living the good life as a pensioner is to come true, you need to generate the necessary financial surplus before you leave the labour market – and you also need to attend to your savings after you retire. Therefore, our counselling is mainly focused on ensuring that the savings have been invested in the most optimal way during all stages of life – and we support our clients all the way,« says Allan Garde.

All clients get a personal advisor who follows him or her through the entire process – and keeps an eye on the savings to make sure that they are on track towards the desired goal.

»We want to build a long-term relationship with our clients, and therefore our clients are always met by the same advisor who looks after their interests. And we are regularly in contact with our clients to make sure that the chosen solution is always in tune with their current stage of life. This is especially important if there are significant changes to their personal situation – such as marriage, new kids, divorce, job change, inheritance and so on. Everything we do is done to provide our clients with the greatest possible financial security in retirement,« says Allan Garde.

Wide range of services

WTW's market insight and bargaining power in the corporate pensions market allow WTW to offer a wide range of services within retirement savings and personal insurance to private clients. Clients are first and foremost given the opportunity to invest their savings on the most optimal terms, but the services also include continuous monitoring of their investments measured against a comparable benchmark.

Clients also receive up-to-date information on the investment market and invitations to relevant webinars on personal finance. Finally, they are given the opportunity to purchase a wide range of insurance products through WTW at favourable prices, terms and conditions.

The offer is aimed at all Danes with a private pension savings of more than DKK 500,000.

You can contact Executive Director Allan Garde to find out more.