

PENSIONS DISCUSSION

STUDENT A's QUESTIONS (Do not show these to student B)

- 1) What springs to mind when you hear the word 'pension'?
- 2) Does your government provide you with a state pension in your old age?
- 3) Why are pensions important?
- 4) Have you started contributing to a pension scheme?
- 5) How much of a pension do you think you'll need when you retire?
- 6) Do you understand how pensions work?
- 7) Has anyone ever tried to sell you a pension?
- 8) Do you think all companies should contribute to their workers' pensions?
- 9) Should the government tax pensions?
- 10) Do you think you'd be good at selling pensions?

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STUDENT B's QUESTIONS (Do not show these to student A)

- 1) How do pension funds operate?
- 2) What does it mean when you rollover your pension?
- 3) What's the best age to start your own pension?
- 4) How much are you prepared to pay right now in pension contributions?
- 5) What do you need to do when you plan a pension?
- 6) Do you think pension plans are risky?
- 7) What kind of life do you think you will have on a pension?
- 8) Who would you go to for advice on pensions?
- 9) Why do pension schemes sometimes collapse?
- 10) What would you do if the pension scheme you had been paying into for years suddenly collapsed due to mismanagement?

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