

# Invest in your children's future with Vantage and Vantage Platinum



HANSARD  
INTERNATIONAL

Perhaps the ultimate gift you can make is the gift of a quality education. A good higher education qualification in today's competitive employment market has become an essential passport to greater career opportunities.

In addition, research shows that degree holders earn more over their working career. A US study<sup>1</sup> has shown the worth of a higher education in monetary terms.

The report reveals that over an adult's working life, high school graduates can expect, on average, to earn USD 1.7 million. However, average earnings increase for degree holders:

- **bachelor's degree - USD 2.3 million**
- **master's degree - USD 2.6 million**
- **doctoral degree - USD 3.2 million**
- **professional degree - USD 3.6 million**

The message is clear that higher educational achievements equate to higher earnings and the payoff is most notable at the highest educational levels.

<sup>1</sup> The College Payoff. The Georgetown University Center on Education and the Workforce (2011)



## The price for a successful future

The cost of private and university education is increasing all the time. Many governments are reducing their financial support for higher education.

For instance, in England, maximum tuition fees for university rose to GBP 9,000<sup>2</sup> per year in 2012/13. In the USA, private non-profit four-year colleges now charge, on average, USD 28,500<sup>3</sup> per year in tuition and fees. Public four-year colleges charge, on average, USD 15,172<sup>3</sup> per year in tuition and fees for out-of-state students.

And don't forget the cost of education is not just the college fees. You will also need to consider further but necessary expenses, such as accommodation, food, study materials, computers, flights home, and the gap years.

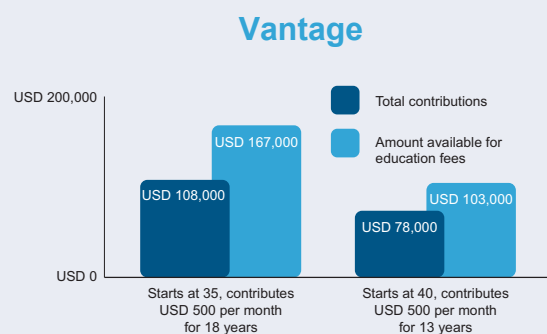
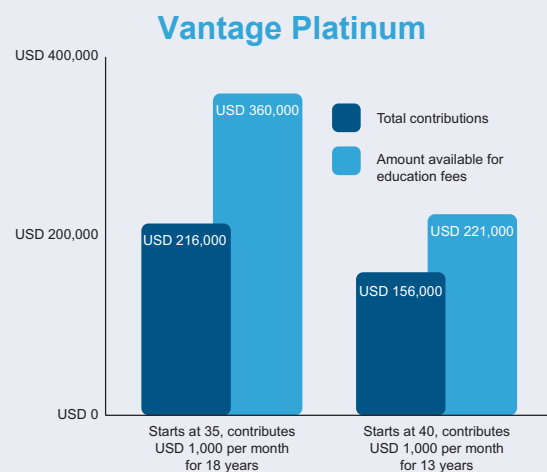
<sup>2</sup> Source: [www.thecompleteuniversityguide.co.uk](http://www.thecompleteuniversityguide.co.uk) (2013)

<sup>3</sup> Source: [www.collegeboard.com](http://www.collegeboard.com) (Tuition and fees for 2012/13)

## Effective planning for education fees

Most of us aren't able to afford to fund education fees directly from our income. If you want to give your children the best possible start in life then there is no time to lose.

Starting to save regularly when your children are young gives you the best opportunity to ensure that you can pay for the cost of your children's education. The following graphs illustrate the effect of delaying the decision by only five years.



**These illustrative figures assume a uniform accumulator unit price growth rate of 6% per year, net of accumulator unit fund charges and include the special offer. Figures assume that no withdrawals are taken prior to maturity and all contributions are paid as planned. Projected maturity values are not guaranteed. For Vantage the assumed inflation of monetary charges is 3% per year.**

Hansard has a suite of products designed to help you meet your children's education fees. In addition to their core benefits they have specific features which can add significant value and help ensure that your children don't miss out on a first rate education.

- The maturity benefit can be taken as a lump sum, giving you flexibility to pay education fees as and when they arise.
- If your circumstances change and you need access to your money before you reach your selected contract maturity, you can make a withdrawal at any time once your contract is fully established, subject to restrictions.
- We can provide extra life cover in the form of a guaranteed sum assured to suit your personal circumstances.

Your independent financial advisor can discuss with you which product best meets your needs and give you the relevant product profile which contains further details.

## Important notes

**This document is produced for general information purposes only. Before applying for any product, you should read the product literature.**

Hansard:

- uses reasonable efforts to ensure that the information contained in this document is accurate at the date of publication;
- does not offer any minimum return guarantee, therefore the amount you get back from your contract may be lower than the contributions paid;
- does not provide advice on the suitability of any products;
- products are available through independent financial advisors only, on the basis that the independent financial advisor is acting on behalf of the applicant.

Tax consequences will depend on an individual's circumstances and residence, and may change over time. Applicants are advised to seek independent professional advice before applying for any product or if their tax circumstances change during the contract term.

Past performance is not a guide to future performance. Unit prices can go down as well as up. Unit price performance may be affected by movements in exchange rates.

All Hansard International products are covered by the Life Assurance (Compensation of Policyholders) Regulations 1991.

The monetary costs are expressed in GBP. The exchange rate used to convert the monetary charges to the currency of the contract is USD 1.5 : GBP 1.0.

For full details of the product, please refer to the product literature.

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