

# Funding Negotiations in 2009 – An Employer Perspective

Many employers whose cashflow is already under pressure will also be facing an added headache from their defined benefit pension scheme. Trustees needing to repair significant deficits will be pushing their employers for higher contributions, although it seems to be accepted that the employer's trading position needs to be factored in to any funding arrangements. It is, therefore, more important than ever for employers to take a pro-active and strategic approach to managing their scheme.

This is the first of our series of interactive Corporate Consulting seminars, aimed at directors of companies with defined benefit pension schemes and their advisers. We will be focusing on the key issues for employers when agreeing a funding strategy with trustees in the current climate:

- What objectives should employers have before entering into the negotiations and what bargaining tools do they have?
- How will trustees be assessing the strength of the employer covenant and what influence can employers have on the payment plan?
- Should employers be worried about The Pensions Regulator?
- What options do employers have if scarce cash is more important in the business than in the pension scheme?

These questions are certainly important for employers if their scheme has a valuation due in the coming year – but even if this is not the case, these problems are unlikely to go away. Employers should remember that trustees generally have the power to call a valuation if they feel that the circumstances justify this.

We will also include a round-up of some of the latest developments in the pensions world from the perspective of employers – keeping company directors and decision makers up to speed with key issues that their trustees will be facing.

<b>BIRMINGHAM</b>	Breakfast Seminar	Wednesday 30th Sept 2009	8.15am for 8.45am start
<b>LEEDS</b>	Breakfast Seminar	Tuesday 29th Sept 2009	8.15am for 8.45am start
<b>LONDON</b>	Breakfast Seminar	Wednesday 23rd Sept 2009	8.15am for 8.45am start
<b>MANCHESTER</b>	Breakfast Seminar	Thursday 24th Sept 2009	8.15am for 8.45am start

The Leeds and London seminars will be held in our offices and the Birmingham and Manchester seminars will be held in external venues, details of which will be confirmed on booking. All seminars are FREE OF CHARGE and a maximum of 25 PMI CPD credits may be recorded (this will be confirmed at each seminar).

**IF YOU WOULD LIKE TO ATTEND THIS SEMINAR PLEASE COMPLETE AND FAX BACK THIS FORM TO THE RELEVANT OFFICE OR EMAIL: [seminars@barnett-waddingham.co.uk](mailto:seminars@barnett-waddingham.co.uk)**

**BIRMINGHAM** – Fax to Elizabeth Guest on **01527 559222**  
**LEEDS/MANCHESTER** – Fax to Maureen Parkinson on **0113 394 3760**  
**LONDON** – Fax to Susan George on **020 7776 3800**

Name of attendee(s):

Company:

Tel:

Email:

Seminar attending: