
EXCITING NEW FUND LAUNCH & CPD WEBINAR

AIMS For More



Last week, we launched the latest of our target-outcome funds, the Aviva Irl Multi Strategy (AIMS) Target Return Fund.

The Aviva Irl Multi Strategy Target Return Fund is an outcome-oriented fund aiming to deliver average annual returns 5% above the European Central Bank base rate (before charges) over a rolling 3-year period with a target of less than half the volatility of global equities over the same period as measured by MSCI ALL Country World Index Total Return.

The fund is available across Aviva's pension and investment product range. You can now download the AIMS Financial Broker [Guide](#) and [Sales Aid](#).

Click [here](#) for your chance to enter our AIMS Competition!



How the fund works

To help the fund managers manage fund volatility and aim to meet their return target over rolling three-year periods, they pick diverse strategies that can take views on asset classes, currencies, interest rates and volatility. The managers pick a range of strategies which they expect to work well together whether markets are rising or falling.

Their multi-strategy approach is different to traditional investing in many ways. Some traditional funds aim to deliver returns by investing in only one type of asset class such as equities, bonds or property. Other funds invest in a mixture of asset classes, so might hold equities, bonds and property at the same time. By contrast, the Aviva Ireland Multi-Strategy Target Return Fund seeks to deliver returns by identifying investment

opportunities (also known as investment ideas) across and within asset classes.

Having evaluated these ideas the fund managers decide how to implement a select number of them in investment strategies within the portfolio in light of our objectives. Strategies may involve buying a share on the market or buying a derivative with the option to buy the share at a future date. Multi-strategy investing provides them with many ways to reflect their ideas more precisely than possible in traditional funds.

The fund is available across Aviva's pension and investment product range. You can now download the AIMS Financial Broker [Guide](#) and [Sales Aid](#). To find out more about how the new AIMS Fund can benefit your customers, see www.avivabroker.ie and talk to your Broker Consultant.

You can register for our AIMS Fund CPD Webinar on 11th November by clicking [here](#)

AIMS CPD Webinar Invite

We are delighted to invite you to the first of our Aviva Irl Multi Strategy Target Return Fund CPD Webinars. The webinar takes place on 11th November at 10am and you can register now by clicking [here](#).

Here you'll hear:

- Peter Fitzgerald, Fund Manager, Aviva Investors, and
- Brian O'Nualain, Business Development Manager at Aviva Investors

introduce you to this exciting new fund, discuss their outlook and how they will position the funds in light of their outlook.

We have applied for **1 hour CPD** for attendees at the webinar. You can register [here](#). We will send you a reminder with dial in details in advance, but please remember to dial-in approximately 15 mins before the call, so that the operators can capture your details.



[REGISTER NOW](#)

NEW RESEARCH

Investor behaviour & attitudes in 2014

New research from Aviva shows that the tide is turning in people's attitude to the Irish economy, and also increased confidence in their ability to save for the future. The research, undertaken by RedC on behalf of Aviva used a quantitative approach to find out people's attitudes to a range of issues concerning them – their attitude to risk, their financial and economic outlook, their past investment behaviour and their rationale in the investment process.



Some of the highlights of the research include:

- **78%** of respondents believed that it's important for an investment decision to be based on the advice of an independent qualified adviser
- **45%** feel that investments are 'really confusing' – thus strengthening the need for independent financial advice
- **97%** said the most important factor in choosing an investment would be its' ability to 'beat the bank'

There is a lot more interesting information within the research. We produced an article in the last issue of PIBA 'The Broker' magazine, and if you missed it, you can read the full article [here](#).

Market Review October 2014

- *October was a weak month for U.S. markets, with the Dow Jones Industrial Average posting a small loss of 0.23 percent; the S&P 500 Index declining further, down 1.40 percent; and the Nasdaq dropping 1.90 percent. All three indices bounced around breakeven levels throughout most of the month before finally declining in the last week.*
- *International markets suffered much more than U.S. markets. The referendum in Scotland on independence from the U.K. rattled markets earlier in the month, while continuing poor news in the progress of a German court case that could declare intervention by the European Central Bank as illegal concerned them toward month-end. Finally, the ongoing conflict between Russia and Ukraine, as well as sanctions imposed on Russia, continued to do economic damage throughout the continent.*
- *Good news for the U.S. economy continued in September. Positive data points included rising auto sales and home prices, as well as a double-digit drop in job cuts and the nonmanufacturing business survey hitting a nine-year high.*



AIMS LAUNCH COMPETITION

Competition Time

*To celebrate the launch of the Aviva Irl Multi Strategy (AIMS) Target Return Fund, we have 3 pairs of tickets to give away for each of the **Guinness Series 2014** rugby matches in **Aviva Stadium**.*

To enter this competition all you need to do is answer three simple questions about the AIMS fund. Click [here](#) to enter. All entries must be received by close of business on Tuesday 4 November 2014.



“The information outlined in this email is the opinion of the author and is not intended for use when reviewing the appropriateness of a particular investment or pension products to an individual’s financial needs and circumstances.”

Warning: These funds may be affected by changes in currency exchange rates.

Warning: Past performance is not a reliable guide to future performance.

Warning: The value of your investment may go down as well as up.

Warning: If you invest in these funds you may lose some or all the money you invest.

Warning: A deferral period may apply to withdrawals and/or switches from certain funds. Please refer to your product documentation for further details.

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