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RESEARCH  
IN FINANCE



2020 Event Pack

Professional  
**Paraplanner**

Technical  
Insight  
Seminars



Professional Paraplanner launched its first Technical Insight Seminar on 9 June 2015 at the Grange St Paul's Hotel, London. In 2019 we ran 15 events across the UK from London, Manchester, Edinburgh, Birmingham to Exeter and Southampton. We have hosted close to 800 paraplanners! **2020 will be even bigger!**

**The investment and savings environment makes for a challenging backdrop to our seminars, which gives paraplanners structured educational material from some of the best names in the industry.**

As well as hearing from our speakers offering technical insights and strategic views on the trends and issues in the market, the more intimate nature of the seminar format means paraplanners can question and discuss matters with the speakers either during or after their presentations.

**For 2020 we are extending the event programme to meet the delegate demand adding Colchester to the roster.**

We are looking for new partners to bring even more depth to continue to educate this influential segment of the market.



Professional Paraplanner is extending its event programme in 2020 after feedback from paraplanners. Following extensive research and consultation with the paraplanning community, an agenda is carefully crafted to offer the most relevant and appealing content for this highly influential part of the advice chain.

The format for each event will include plenary sessions mixed in with a series of focussed boardroom sessions. Each session is 40 minutes plus a Q&A and qualifies for structured CPD.

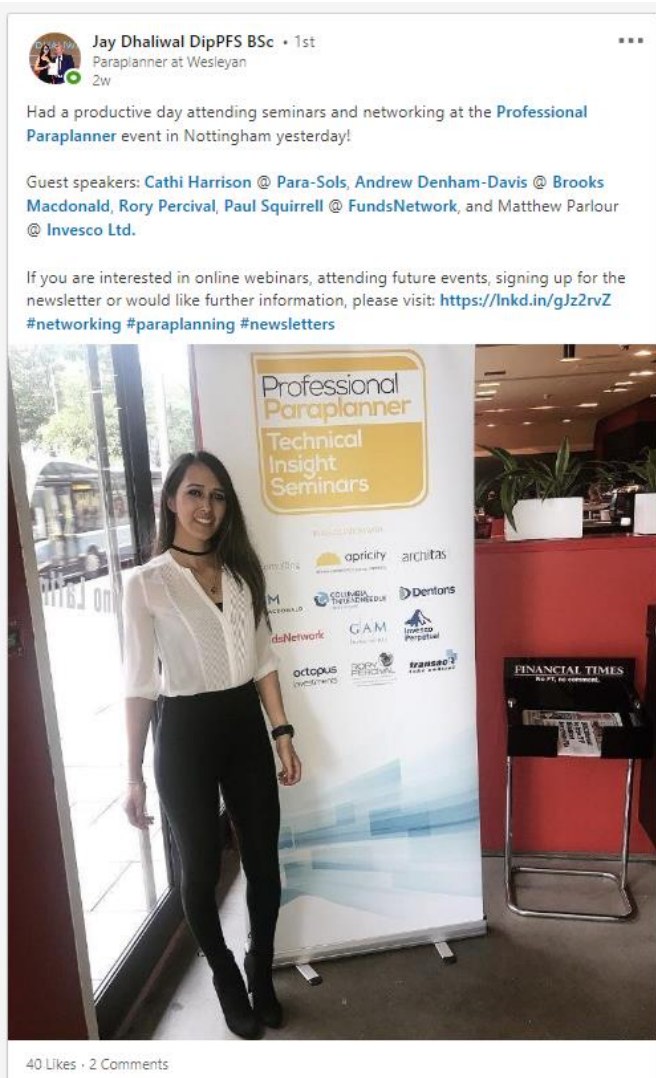
The events include panel debates and independent speakers, networking breaks and lunch.

These are full day events will cover some of the following topics and themes – sponsors may suggest topics which we can test with a sample of the audience in advance:

- Retirement – new retirement options; pensions transfers; income generation in retirement planning.
- Tax planning – trusts in estate planning; IHT; trust taxation, taxation of investment bonds; LTA testing; residence nil rate band, death benefits.
- Investment – risk profiling; market views; the quest for income; ETFs; portfolio building; DFM v Multi-Manager; DFM due diligence; active allocation to help navigate volatile markets. ESG
- Technology – cashflow planning; platform due diligence; fund research tools.
- Regulation - core elements of the financial advice process and highlighting new examples from the regulator of good and poor practice.
- Exam preparation and study tips



## A Paraplanner's view of our events:



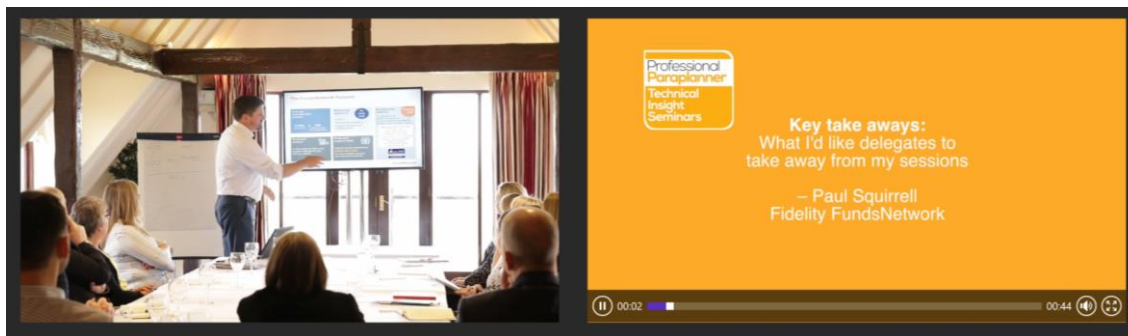
*"This year's Technical Insight Seminar was great. I attended last year and this year's event was even better. I love the structure of the event how you get split into smaller groups for the presentations throughout the day, it feels more personal and it is easier to interact with the presenters as well as others in the group. The sessions are just the right length of time, often making them short and snappy therefore keeping you engaged throughout."*

*"The York seminar was the best CPD event I've attended all year! Great content, interesting speakers, great venue (the food was awesome!) - I took away pages of notes and ideas. I can't wait for next years!"*

*"I liked that you arranged the event in a regional centre rather than relying on London or Birmingham. It was well organised and gave me much to think about. Thank you."*

*"The overall day was excellent. It made a refreshing change to see such a mix of males and females of varying ages (much different to the usual events I attend). Every session was informative and gave me a wealth of ideas to take away and implement within our business. I would and will highly recommend future events to my colleagues."*

## Extended marketing opportunities:



**Key take aways:**  
What I'd like delegates to take away from my sessions

— Paul Squirrelle  
Fidelity FundsNetwork

### Professional Paraplanner Technical Insight Seminars

## EVENTS 2018

As we head towards the first of our Technical Insight Seminars 2018, we have pleasure in announcing some of the speakers who will be presenting around the country this year. As the Professional Paraplanner seminars you can hear from industry experts in pensions, tax, retirement planning, compliance, investment and other areas – our aim being to help paraplanners deliver even better outcomes and service to clients. This year we have 11 events for you to choose from, so look to see which may be nearest to you. Our first event is in Exeter, a new location for us and we are looking forward to meeting paraplanners from across the South West on 12 May at Woodbury Park. Please note: some venues are already oversubscribed or close to it, so avoid disappointment and secure a place, please do register your interest in attending as soon as possible by going to the Professional Paraplanner website: [www.paraplanner.co.uk/events](http://www.paraplanner.co.uk/events)

Some of our speakers confirmed this year are:

- Paul Squirrelle, National pensions sales manager, Fidelity FundsNetwork**  
For people with paraplanners who have to talk about often complex technical pension issues in plain English.

### THIS YEAR'S 11 VENUES

**Exeter:** Woodbury Park, Wednesday 2 May  
**Birmingham:** Connaught Place, Birmingham City, Wednesday 16 May  
**Manchester:** Deans Hall, Wednesday 23 May  
**London:** The Grange, Event & Awards, Wednesday 3 June  
**GLASGOW SUBSCRIBED - WAITING LIST!**  
**Southampton:** Hilton, AEGAS Hall, Wednesday 4 July

**SPACES ARE RUNNING OUT SO DO REGISTER TO SECURE YOUR PLACE**  
[ProfessionalParaplanner.co.uk/events](http://www.paraplanner.co.uk/events)

Paul will be presenting around the country for us this year. Paul will be bringing his presentation "technical and practical" and will build in time during his workshop to answer paraplanners' questions. Indeed, he says there is one thing he wants paraplanners coming to the events to do, it is to have at least one question to ask of him on things people want. You can see our interview with Paul in our February 2018 issue <http://www.paraplanner.co.uk/issue/770562347>

**Andrew Denham-Davis, Director of Business Development, Brooks Mansfield**  
Paraplanners tasked with conducting due diligence on outsourcing partners will learn much from Andrew. He will be covering the technical elements of understanding due diligence, focusing on outsourced discretionary management services but with techniques that can be adapted to other areas. Brooks Mansfield has a number of support documents, including a guide to DFM due diligence and a whitepaper "Building the digital heart of your business". You can see our interview with Andrew in our February 2018 issue <http://www.paraplanner.co.uk/issue/770562347>

**Andrew Pike, Head of Intermediary Relationship, NS&I**  
Andy will consider NS&I in the pension market and the market and the economy. He will also look at the need for diversification and how NS&I could provide hidden gems in holistic financial planning. He will also highlight how the service is being changed to better serve the financial advice market, notably in terms of service and support.

**MORE SPEAKERS**  
Keep a watchful eye on the Professional Paraplanner website over the next couple of weeks where we will be providing details of more speakers at the seminars this year.

**Nicky Perceval, Senior Personal Consultant**  
A well-known figure in the industry, both for his role as a technical specialist for the FCA and a supporter of paraplanners, in his work, "Setting at the heart of advice business". Nicky will be tackling issues around suitability reports, which are obviously a core part of the advice process and central to the paraplanner's role. He will be looking in particular at reports needed at the annual review stage in light of new requirements, as well as providing his views on good and poor practice for suitability reports. You can see our interview with Nicky on pages 20-21 of this issue.

**Glen Sweet, Head of Sales, Transact**  
Glen will be focusing on choice and use of platforms. It will look at the platform market in the wider context, and amongst other issues, at determining long term suitability of the various platform choices, for the benefit of the client, and making important assessments when there is so little impartial and unbiased commentary and analysis.

**Paul Spaulding, Head of Technical Sales, Fidelity Investments**  
Ever regular with paraplanners for his ability to talk about often complex technical pension issues in plain English, Paul will be bringing his presentation "technical and practical" and will build in time during his workshop to answer paraplanners' questions. Indeed, he says there is one thing he wants paraplanners coming to the events to do, it is to have at least one question to ask of him on things people want. You can see our interview with Paul in our February 2018 issue <http://www.paraplanner.co.uk/issue/770562347>



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**Martin Tilley, Technical Services Business Pension**  
A regular contributor to the magazine and website, this year we are delighted that Martin will be joining us at a number of our Technical Insight Seminars around the country.

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## FIVE MINUTES WITH...

For this issue's Q&A we talked to Martin Tilley, director of Technical Services for Domestic Pensions. As well as being a regular writer for the magazine and website, this year we are delighted that Martin will be joining us at a number of our Technical Insight Seminars around the country.

**Q: How do you see the role of paraplanners in the future?**  
A: Paraplanners are a vital part of the financial planning process. They are the bridge between the client and the financial products. They need to be able to understand the client's needs and to be able to communicate those needs to the financial products. They also need to be able to understand the financial products and to be able to communicate those products to the client. Paraplanners are a vital part of the financial planning process.

**Q: How do you see the role of paraplanners in the future?**  
A: Paraplanners are a vital part of the financial planning process. They are the bridge between the client and the financial products. They need to be able to understand the client's needs and to be able to communicate those needs to the financial products. They also need to be able to understand the financial products and to be able to communicate those products to the client. Paraplanners are a vital part of the financial planning process.

### Editorial

## Professional Paraplanner

## AN INTERESTING AUTUMN?



When Parliament returns on 4 September, not only will Brexit be just eight months away but it will start dealing with issues around tax and other issues which, if carried through, are likely to change the financial planning landscape.

### Tax changes

The Office of Tax Simplification recently closed its consultation on simplification of inheritance tax (IHT). This looked at the taxing of savings and investment income and amongst the recommendations were alternative approaches to potential consolidation of the current number of tax rates and allowances, specifically those around personal savings and dividends. Also in its sights were life insurance bonds and the way they interact with taxation, which it describes as complex. It has also suggested greater simplification and flexibility around ISA and a review of the pension for early withdrawal from a LISA (it's not scrapped). Importantly, it has called for more to be done to help people understand the tax implications of drawing down money from a pension, particularly in the HMRC. We are pleased to review its policy of applying the emergency tax code on personal pension lump sums, which then has to be reclaimed.

### ISA changes

The ISA regime is still in the air with proposals to scrap the LISA and to introduce an IHT-free Cash ISA – both of which went down like a lead balloon with commentators.

people wanting to get on the property ladder and needs simplification not abolishing.

On the other hand, it was suggested an IHT-free Cash ISA would insert another layer of complexity into the ISA regime while adding "nothing new" as pensions could be partly designed to cover care costs and can be left IHT free to nominated persons.

### Pensions Dashboard

The Department for Work and Pensions was due to deliver its feasibility study on the Pensions Dashboard in the Spring. This then got pushed back to summer and now an autumn publication is expected, possibly September. It is to achieve the proposed deadline for launch of 2019, then it would be sooner rather than later.

From a stance of "it will happen" the delay from the DWP and a story in The Times suggesting Government no longer wants to be involved, have cast a shadow over the project. The fact is that a lot of big name companies and firms have put in considerable time, resource and money into developing the project to the point where it could go live quite quickly, so if Government was to pull out, it could well become an industry initiative.

For paraplanners and administrators having clients with electronic access to their pensions data on one screen and downloadable in a report could prove to be a boon. Without Government backing it might not be all encompassing the alternative to maintain the status quo, which is neither good for existing nor for future pension holders. With all these issues now for Government review, at all, it could be an interesting Autumn.

**Rak Kingsbury, Editor, Professional Paraplanner**  
[rkingsbury@researchinfinance.co.uk](mailto:rkingsbury@researchinfinance.co.uk)

### Technical Insight Seminars Autumn 2018

We're looking forward to meeting families from and new at the Professional Paraplanner Technical Insight Seminars from 12 September through to 28 November around the country. We have a super line up of top experts, covering areas such as suitability report writing, pension transfers, pension tax, inheritance tax, due diligence, platform review, investment planning, behavioural finance and more.

We are pleased to review its policy of applying the emergency tax code on personal pension lump sums, which then has to be reclaimed.

### Venues and dates

- Exeter: The Waldorf Astoria, Wednesday 12 September
- Nottingham: Connaught Place, Wednesday 19 September
- York: The Grange, Wednesday 23 October
- London: The Grange, Wednesday 23 October

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## 2020 Schedule:

**29<sup>TH</sup> APRIL EXETER, WOODBURY PARK**

**13<sup>TH</sup> MAY BIRMINGHAM, CROWNE PLAZA**

**20<sup>th</sup> MAY NORWICH**

**10<sup>TH</sup> or 11<sup>TH</sup> JUNE LONDON**

**17<sup>TH</sup> JUNE CARDIFF, THE VALE RESORT**

**9<sup>TH</sup> JULY SOUTHAMPTON, HILTON AT THE AGEAS BOWL**

**22<sup>ND</sup> JULY CHESTER, DOUBLE TREE HILTON**

**9<sup>th</sup> SEPTEMBER NOTTINGHAM, NOTTINGHAM BELFRY**

**23<sup>RD</sup> SEPTEMBER GLASGOW, HILTON GLASGOW**

**24<sup>TH</sup> SEPTEMBER EDINBURGH, WALDORF ASTORIA**

**8<sup>TH</sup> OCTOBER LEEDS, OULTON HALL**

**21<sup>ST</sup> OCTOBER MANCHESTER, MIDLAND HOTEL**

**4<sup>TH</sup> NOVEMBER READING, CROWNE PLAZA**

**18<sup>TH</sup> NOVEMBER BRISTOL, AZTEC HOTEL**

**25<sup>TH</sup> NOVEMBER NEWCASTLE, CROWNE PLAZA**

**2<sup>ND</sup> DECEMBER COLCHESTER, COLCHESTER FC**

## Example firms represented at our events

Exeter	Birmingham	London	Edinburgh
1st Financial Group	Aquarius Wealth Management	1825	336 Financial Management
Arbuthnot	Arrow Financial Services	Acumen Financial Planning	Acumen Financial Planning Limited
Bishop Fleming	AYCE Planning	Altorfer Financial Management Ltd	Affinity IFA Ltd
Bishop Fleming IFA	Beyond Financial Limited	Black & White Financial Planning	Anderson Strathern Asset Management
Boevallon Wealth Management	BKD Wealth Management Ltd	Black Swan Capital Ltd	Botanic Financial
Brewin Dolphin	Blackstone Wealth Management	Brewin Dolphin	Brewin Dolphin
Cathedral Financial Management Ltd	Brewin Dolphin	CBW Financial Planning	Brown Shipley
Cherry May Financial Planning Ltd	Cameron and Company Financial Planning Ltd	Chancery FP	Cailean Ltd
Chetwood Wealth Management	Capital Wealth Research Consultancy Limited	Chiltern Financial Services	Capital Risk Management Ltd
Compass Wealth Management	Close Brothers Asset Management	Close Brothers Asset Management	Carbon Financial Partners Ltd
Concise Wealth Management Ltd	Cooper Parry Wealth	Coloma Wealth Management	Charles Stanley
Fortic Financial Services Ltd	CWP	Cooper Parry Wealth	Chiene + Tait Financial Planning Ltd
Francis Clark Financial Planning Ltd	DSCF Consulting Ltd	Creaseys Wealth	Close Brothers
Grant Mitchell Paraplanning	Fortitude Financial Planning Ltd	Desire Wealth Management	County Capital Wealth Ltd
IFA Choice Ltd	Henwood Court Financial Planning Ltd	EC Financial Services Ltd	Full Moon Analysis
Medical & General IFA	Investec Wealth & Investment Limited	EQ Investors	GRC Financial Management Limited
Merchants Wealth Management Ltd	Keeley & Co	Fleet Street Financial	Henderson Loggie Financial Services Ltd
Priscum Ltd	Kingsley Financial Planning	Holden & Partners	Innovate FS Ltd
Professional Financial Partnerships Ltd	KLO Financial Services	Hughes & Co	Johnston Carmichael Wealth Ltd
Seabrook Clark	Lee Strathy Limited	Hyperion Financial Planning	KPMG
Shipman Financial Planning	Mackenzie Taylor	Informed Choice Financial Planning	Mearns & Company
Sound Financial Management Limited	Margetts Wealth Management	Lime Outsourced Paraplanning	Paraworks
Thomas & Gentry IFA Ltd	MPA Financial Management	London & Capital	Rathbones
Tilney Financial Planning	Newton EP	London Wall Partners LLP	Retirement & Investment Solutions Ltd
	Perspective Financial Management	Lothbury Paraplanning Services	Russell Gibson Financial Management
	Prosperity Wealth Ltd	NLP Financial Management	Savvy Paraplanning Limited
	Simpson Financial Services	Origen Financial Services Ltd	Strategic Asset Managers Ltd
	Smith Cooper IFS	Plan Work	Thorntons Investments
	Succession Group Ltd	Potter and Ford	Tilney
	Tavistock Investments	Prosperity IFAs	Verus Financial Planning
	The Penny Group	S4 Financial Ltd	VWM Wealth
	Vintage	Slone Capital	
	Wealth Solutions	St. James's Place	
	Wealth Wizards	Tarvos Wealth	
	Wesleyan Financial Services	The Paraplanners	
	Wise Investment	Thomas Miller Investment	
	Your Paraplanner Ltd	Wardour Partners	
		WH Ireland Ltd	

## Example programme

### Event Schedule – 13th June 2019 – Leonardo Royal St. Paul's Hotel, London

8.30am – 9.00am	Registration – Refreshments & Pastries				
9.00am – 9.05am	Introduction and welcome by Rob Kingsbury of Professional Paraplanner – Milton Suite				
9.05am – 9.50am	Paul Kennedy, FundsNetwork, Tales of the unexplained & pension conundrums 'one step beyond...' – Milton Suite				
	Reynolds	Johnson	Cornwallis	Compton	Pepys
09.55am – 10.40am	Cathi Harrison The Art of Suitability Report Writing Part II	Graham Finlay BMO Generating Income in retirement	FundsNetwork Paul Squirrell Taking a closer look at the State Pension	Octopus Victoria Barber & Tom Wood Peer to Peer – what is it and where does it fit in client portfolios?	Stephen McPhillips Dentons SIPP and SSAS - exit planning opportunities and the importance of continued due diligence
10.45am – 11.30am	Stephen McPhillips Dentons SIPP and SSAS - exit planning opportunities and the importance of continued due diligence	FundsNetwork Paul Squirrell Taking a closer look at the State Pension	Cathi Harrison The Art of Suitability Report Writing Part II	Graham Finlay BMO Generating Income in retirement	Octopus Victoria Barber & Tom Wood Peer to Peer – what is it and where does it fit in client portfolios?
11.30am – 11.45am	Refreshment Break & Networking				
11.50am – 12.35pm	FundsNetwork Paul Squirrell Taking a closer look at the State Pension	Octopus Victoria Barber & Tom Wood Peer to Peer – what is it and where does it fit in client portfolios?	Stephen McPhillips Dentons SIPP and SSAS - exit planning opportunities and the importance of continued due diligence	Cathi Harrison The Art of Suitability Report Writing Part II	Graham Finlay BMO Generating Income in retirement
12.40pm – 1.25pm	Octopus Victoria Barber & Tom Wood Peer to Peer – what is it and where does it fit in client portfolios?	Stephen McPhillips Dentons SIPP and SSAS - exit planning opportunities and the importance of continued due diligence	Graham Finlay BMO Generating Income in retirement	FundsNetwork Paul Squirrell Taking a closer look at the State Pension	Cathi Harrison The Art of Suitability Report Writing Part II
1.25pm – 2.05pm	Lunch & Networking				
2.10pm – 2.55pm	Graham Finlay BMO Generating Income in retirement	Cathi Harrison The Art of Suitability Report Writing Part II	Octopus Victoria Barber & Tom Wood Peer to Peer – what is it and where does it fit in client portfolios?	Stephen McPhillips Dentons SIPP and SSAS - exit planning opportunities and the importance of continued due diligence	FundsNetwork Paul Squirrell Taking a closer look at the State Pension
3.00pm – 5.00pm	Professional Paraplanner Awards in Association with Parmenion – Milton Suite				



## Event Overview

- 25 – 100 carefully selected paraplanners at each venue
- Max 6 sponsors
- Full day conference
- Networking breaks

## Sponsorship Opportunities

- **Boardroom Speaking Slot** – sponsor to facilitate a 40 minute interactive session with a selection of delegates plus Q&A (on rotation)
- 2 sales passes and speaker pass
- Promotion and branding on all associated event materials and signage
- Full delegate list inc email following the seminars
- Feedback report from delegates
- Event coverage in magazine
- Video promo of your session
- Cost £7,500 (+VAT) per event or £95,500 (+VAT)
- Plenary option on request and volume discounts apply

## Sponsors include



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