

SIFA Conference workshops 2013

1. IHT Planning – Overcoming the usual objections

with Dominique Butters, Octopus Investments

This session will guide the adviser in some of the ways to navigate IHT exemption with the intelligent use of Business Property Relief. Do some clients feel 7yrs is too long for IHT exemption? Octopus will show how BPR provides IHT exemption after only 2yrs and how investors have full access at any time and without penalty. Is there a Power of Attorney in place due to loss of mental capacity? Discover how to tackle an issues of this sort while providing IHT planning advice using BPR. It will also focus on how you can achieve a capital preservation model using BPR.

2. Beware of the Bite – The Value of Advice

with Neil Boulton, International Sales Manager, Standard Life

2013 is the Year of the Snake in China. The way financial advice is paid for in the UK was transformed in the last day of 2012, and creates new challenges for advisers in 2013, in having to demonstrate the value of their advice. A major concern arising out of the Chancellor's Autumn Statement is the further restrictions imposed on lifetime and annual allowances. This puts the focus onto the creation of alternative pension "pots". To the extent that this might involve the use of offshore bonds, questions of residence, domicile and wealth transfer will arise. The related tax planning will assist advisers to demonstrate "The Value of Advice in 2013".

3. Demographic Time bomb – Challenge or Opportunity?

with Jan Holt, Just Retirement and Lorreine Kennedy of Care Matters

The later life market is set to boom, fuelled by increased longevity, the end of the "baby boom" and the favoured financial position of those approaching or having reached retirement age. The quality of advice for people in this vulnerable group is subject to particular scrutiny and needs to be considered holistically. This session will be hosted jointly by Jan Holt and "Ask the Expert" Lorreine Kennedy of Care Matters, who will present an introduction and interview session and consider the pitfalls for practitioners and the options for charging for advice.

4. Advantages Cash flow modelling

with Russell Investments

Cashflow forecasting is relevant to a wide range of legal work and provides an important means of impressing solicitors with the value of IFA technology. In personal injury cases, cashflow forecasts provide an indispensable means of demonstrating the viability of proposed solutions to the Court of Protection. They are also a vital part in later life and care home planning, and in divorce, trust investment and redundancy cases. This workshop will discuss the merits of dedicated cashflow forecasting systems and will include case studies based on real-life examples of the applications, explaining how carefully constructed investment solutions can assist solicitors to achieve the optimum results for their clients.

5. " RDR is not just about exams"

with John Joe McGinley, Head of Business Brain, Aegon

RDR is not just about qualifications; it is also about having a more focused approach to how you run your business. Having worked with many advisers over the last year, John Joe would like to share with you what he sees as the key steps that need to be taken. Business transformation is never easy but it can be made less painful if you follow a defined path, and he will outline the key questions every business needs to have answered for future direction; segmentation; proposition; remuneration; processes and profitability.

6. Retirement Planning – A sales opportunity for every client

with Phil Aylott, Adviser Development Manager, Aviva

The pensions marketplace is subject to constant change, and this presents a number of challenges to the adviser. It is important not only to understand the technical aspects, but also to determine how these will impact the plans of individual clients. In this interactive session Phil will be looking at a number of case studies which will highlight the business opportunities under the current and future rules for pension funding. He will also suggest how best to target clients and to segment the client database.

7. Answering Some Tough Retirement Questions

with Steven Brown, Head of Advisory, Old Mutual Asset Managers

Clients who are looking for ways of generating income in retirement are finding that more traditional methods such as cash, government gilts and other bonds offer little potential for returns. For those in drawdown, issues such as longevity risk, inflation, interest rates and mortality risk are also impacting retirement income. In order to answer some of these questions arising, Steven of Old Mutual Asset Managers will look at the challenges facing both clients and their advisers and suggest some potential solutions to those challenges.

8. Family office = trusted adviser – the concept explained

with Justin Urquhart Stewart – Director and Co-Founder 7IM

Family Fortunes or Personal Austerity? Despite the backdrop of economic gloom, courtesy of a populist media, there are key opportunities for those willing to investigate them. Private banks have provided an expensive and generally poor quality service, and many stockbrokers locked into an old world. However, this is set to change as a result of regulation, the effects of RDR and increased transparency. Improving technology, with better access – tablets etc – will provide a catalyst. Family issues will need to be addressed on a generational basis. This session will consider the opportunities for building strong adviser businesses, based on the trusted adviser relationship, doing the right thing for the right people; great service levels, longer term assets and income, and inter-professional activity.