



Personal  
Finance  
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# Agenda

## East Midlands Regional Conference Q4 2019

### Venue:

Hilton East Midlands Airport, Junction 24, M1, Derby Road, Derby,  
DE74 2YZ

### Date:

Tuesday 15 Oct 2019



In association with our Partners in Professionalism:

**Cornelian**  
ASSET MANAGERS

 DYNAMIC  
PLANNER

**JUST.**  
RETHINK RETIREMENT

  
**PRUDENTIAL**

 **moneyinfo**

 SCOTTISH WIDOWS

15-Oct-2019

**08:45 - 09:30 Delegate Registration**

**09:30 - 09:40 Chair's welcome and AGM**  
Toby Mansfield, Clarity IFA

**09:40 - 10:15 Pulling all the levers – from the normal to the niche**

- Recognise key risk indicators, and the ways in which they can be interpreted
- Learn the different ways to dynamically manage risk
- Understand the benefits of a flexible approach to portfolio risk positioning

Andrew Naylor, Cornelian Asset Managers (North West and West Midlands)

**10:15 - 10:50 Understanding – Making complex things simple, not the other way around**

By the end of this session you will understand:

- The regulatory requirements for client understanding
- The techniques and tools available to aid understanding
- The behaviour psychological theories that apply
- The limitations of unit price returns and measurements

Chris Jones, Dynamic Planner

**10:50 - 10:55      Membership Officer**

Rosalyn Armstrong, Prosperity Wealth

**10:55 - 11:20      Morning break**

**11:20 - 11:25      Chartered Champion**

Vicki Bailey, Compliance Consultancy Solutions

**11:25 - 12:00      Retirement Income – Past, Present and Future**

By attending this session, advisers will be able to:

- Discuss the fundamental shift in risks relating to the retirement market
- Understand the key elements relating to guaranteed income as published in PS19/01
- Recognise the importance of accurate underwriting information
- Discuss how to achieve the balance between flexibility and a guaranteed income for life

Jeremy Martin, Just.

**12:00 - 12:35 Allowance...what allowance?**

- An overview of the various annual allowances – how and when they are triggered
- How these annual allowances work alongside each other
- How to calculate any charge that may apply

Andrew Nash, Prudential

**12:35 - 13:10 How to introduce mobile communications into your advice process**

This session will help you to;

- Understand how clients are engaging with digital technology
- The problems you can solve for them to ensure great adoption
- The operational efficiencies this delivers

Sim Sangha, moneyinfo limited

**13:10 - 13:15 Professional Qualifications Officer**

Janice Fielding PFPS FCII Chartered FP, Fairstone Financial Management Ltd

**13:15 - 13:55      Lunch**

**13:55 - 14:30      Protection Session: Providing Access to Insurance**

- Understand how and what technology is available to help serve clients best interests
- Understand how technology can help you operate more efficiently whilst delivering better customer outcomes
- Understand the financial implications of Underwriting decisions for you and your clients

Lee Morgan , Scottish Widows

**14:30 - 15:30      Retirement Case Study**

In this interactive session, we will be covering the following:

- Building rapport with new clients
- Getting beyond the factfind - clarifying the clients' aims and objectives and identifying issues to consider when advising them
- A cunning plan - putting in place a decumulation strategy that achieves their objectives

Paul Duckworth, Chartered Financial Planner at Paul Duckworth IFA

**15:30 - 15:35      Chair's Close**



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The content in each session has been carefully selected and can be considered for both structured and unstructured CPD hours, depending how this activity addressed each individual's personal development needs.

**Structured CPD** is the undertaking of any formal learning activity designed to meet a specific learning outcome (this is what an individual is expected to know, understand or do as a result of his or her learning).

**Unstructured CPD** is any activity an individual considers has met a learning outcome, but which may not have been specifically designed to meet their development needs.

Attendance at this event can be included as part of your CPD requirements should you consider it relevant to your professional development needs.

