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# Agenda

Sussex Regional Conference Q4  
2019

**Venue:**

AMEX Stadium, Village Way, Brighton, BN1 9BL

**Date:**

Thursday 10 Oct 2019



In association with our Partners in Professionalism:



10-Oct-2019

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

**09:30 - 09:40 Chair's welcome and AGM**

Richard Cohen, Nsure Financial Services

**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

Chris Warren, Cornelian Asset Managers

**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**

**10:55 - 11:20      Morning break**

**11:20 - 11:25      Chartered Champion**  
Martyn Bowen, @ Options Ltd

## **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

Karl Steadman , 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

C, 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**  
Ryan Murphy, The Private Office

**13:15 - 13:55**      **Lunch**

**13:55 - 14:30**      **How technology is giving advisers, time, efficiency and growing revenues**

- Appreciate the results that technology is helping advice firms to realise
- Recognise how advice firms are using the technology available in the market to drive efficiency through their advice processes
- Identify what technology can deliver in your business

Afshan Sheikh , Intelliflo

**14:30 - 15:05**      **Protection Session: Relevant Life Plan – Put Life cover on expenses**

- List the main features of a relevant life plan and who is eligible to have one
- Explain the tax benefits of relevant life plans
- Identify potential clients to approach with information about relevant plans and business protection

Richard Kateley, Legal & General

**15:05 - 15:15**      **Coffee grab**

**15:15 - 16:15      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

Neil Dickey, Professional Edge Ltd

**16:15 - 16:25      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.

