

# CISI



CHARTERED INSTITUTE FOR  
SECURITIES & INVESTMENT

# THE PARAPLANNER CONFERENCE 2024

## Agenda

22 May 2024

Thinktank Museum, Birmingham

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# The Paraplanner Conference 22 May 2024

## THE SCIENCE OF DATA IN MODERN PARAPLANNING

08:30 – 09:30 Registration and refreshments

09:30 – 09:40 Welcome address by Dan Atkinson

09:40 – 10:00 **Winner of the Paraplanner of the year 2023: Alison Neale, Director, Principal Planning**

10:00 – 10:45 **What Clients Want**

*Blair Anderson, Regional Director, Practice Management & Vice President, Dimensional*

Client wants and needs are varied and complex. So, designing a service proposition that can deliver value across a broad range of clients presents advisory firms with some interesting challenges. This presentation draws on Dimensional's extensive studies of global adviser businesses and end investors to better appreciate what it is that clients want and use these insights to solve challenges such as growth, business development and the demonstration of value add.

### STREAM 1

10:45 – 11:15

#### **Analysing tech solutions**

*Dan Atkinson, Head of Technical, Paradigm Norton Financial Planning*

*Charles Southey, Founder and CTO, Contengo*

### STREAM 2

#### **Pensions, the New World – What now?**

*Brian Radbone, Technical Counsel, Transact*

We will look at the new allowances that came into effect from 6th April 2024 and how they apply and what action may be required to ensure the best allowances are achieved. We will also consider those areas where inaction may be necessary, for now, so that benefits are not disadvantaged as the new legislation settles.

11:15 – 11:45 Refreshment break

11:45 – 12:30 **Technical paraplanning: Long term care**

*Robin Melley TEP, Chartered MCSI, FLIBL, FPFS, Managing Director, Matrix Capital*

*Jacqueline Berry, Managing Director, My Care Consultant*

*Kate Morris, Financial Planner, Paradigm Norton*

In this panel discussion, we delve into the complex financial care case of Betty, an 85-year-old widow living with dementia.

Key discussion points include:

- **Current financial situation assessment:** The panel will dissect Betty's financial landscape, including her assets, care costs, and available benefits, to establish a comprehensive understanding of her financial standing.
- **Exploring financial options:** With Betty's needs and preferences in mind, the panel will evaluate various strategies, from drawing down existing funds to purchasing Immediate Needs Annuities or exploring investment opportunities.
- **Immediate needs annuity evaluation:** The process of obtaining Immediate Needs Annuity quotes along with a discussion on affordability, tax implications, and eligibility criteria.
- **Risk assessment and asset management:** The panel will navigate preserving assets and mitigating inheritance tax.
- **Legal and ethical considerations:** Addressing legal nuances surrounding Lasting Powers of Attorney, means assessment by local authorities, and the implications of the Mental Health Act on financial care decisions.

The session will answer the following questions: Can we provide the advice? What qualifications are needed? What is the 'gold standard' and how is that achieved? Who is the client?

**View the case study here.** Please note this is based on a fictional person and scenario.

12:30 – 13:15 **Ethics and AI**

*Patricia Barlow, Ethical AI Project*

*Matt Toms, Senior Portfolio Manager, Multi Asset Europe, Allianz Global Investors*

*Tom Proverbs-Garbett, Associate Director, RSM*

In this session, the expert panel will debate 2 dilemmas with the help of audience participation.

Dilemmas include:

- Artificial Interruption - An organisation uses AI to help its clients' advice service, but this has unintended consequences on staff when the recommendations made don't align with the clients' requirements.
- Social Network - A member of your teams posts information about an influencer who is working closely with the firm, without naming names but highlights their inauthenticity. What do you do?

45 minutes ethics CPD

13:15-14:15 **Lunch**

**STREAM 1**

14:15 – 14:45

**Useful resources and best practices: Develop your career with Sian Davies Cole CFP MSCI, Chartered Paraplanner and Director, Plan Works**

In this interactive discussion, delegates will be able to share their best tips and tricks in the business, with a key emphasis on knowledge sharing and building a community.

Session to cover:

- Useful tools for paraplanners
- Top tips / lessons learnt
- Resources to utilise
- Networking groups
- Key events for your diary
- Mentoring

**STREAM 2**

**Bringing Family Income Benefit to life**

*Shelley Read, Senior Protection Development and Technical Manager, Royal London*

Family Income Benefit (FIB) is a low cost and easy way for a client to provide their family with an income rather than a lump sum if they die. It can be especially attractive for clients with young families as they might want cover to run until their children are grown up. This income could be used to meet everyday expenses or to pay for specific on-going expenses such as school or university fees, protect maintenance payment for the divorced and for many families who are privately renting, FIB is perfect to safeguard those rental commitments.

14:45 – 15:00 **Afternoon break**

15:00 – 15:30 **Planning for niche clients**

In this session you will hear three 'TED Talks' from professionals who work with niche clients.

**'Sports professionals' by Chris Simpson, Chartered Financial Planner, Mazars Financial Planning**

Having transitioned to the profession after a career as a professional sportsman (squash), Chris is particularly passionate about working with current and ex-professional athletes, to help them negotiate the financial difficulties that come with the short lifespan of sporting careers.

Professional athletes are significantly younger than the typical financial planning client, with unpredictable careers that will (at best) come to a close in their mid-thirties. With reportedly 40% of professional footballers declaring bankruptcy post-retirement, what are the specific needs that we need to consider to best advise these clients?

15:00 – 15:30

**'Complex tax circumstances' by Andrea Solana CFP, Head of Advanced Planning, MASECO**

It is not uncommon to encounter clients in the UK where either the individual or a family member has a US connection, whether that be through citizenship, a green card, or physical residency. The US is one of the only countries to tax its citizens and permanent residents on a global basis without regard to actual residency. This means that when considering financial planning for clients in the UK with a US connection, you must factor in two jurisdictions. So, what do we need to consider ensuring that our solutions are optimising tax efficiency in both countries?

Andrea began her career in 2005 with a well-known Washington DC based international tax and global wealth management firm. Andrea regularly writes articles in various expat magazines and is periodically asked for press comment on US expat financial planning topics.

Andrea moved to London in 2013 and joined MASECO in 2014. At MASECO, Andrea is focused on enhancing the delivery of high-quality wealth planning advice to MASECO's Private Wealth Clients and helping all client facing staff stay trained on up to date regulatory and legislative issues facing US families living in the UK.

**'Divorce' by Rebecca Lucas CFP™, Divorce Specialist, Liora Wealth**

Rebecca will talk about what it is like to work with people going through divorce and the special skills needed (both technical and soft skills).

Rebecca is a Chartered Financial Planner and has been in financial services for 24 years. She runs her own boutique IFA firm in Cambridge called Liora Wealth. She is passionate about full financial planning and specialises in helping people going through divorce and also clients at retirement. In the past, Rebecca ran her own outsourced paraplanning firm and was Professional Paraplanner "Paraplanner of the Year", later becoming a judge of the awards.

15:30 – 16:00

**Closing keynote**

**Human Touch in a Digital World: Reconnecting Business with Emotion**

*Penny Power OBE, LinkedIn Pioneer; Founder, Ecademy; Founder and CEO, Business is Personal*

In an era dominated by screens and virtual interactions, the essence of human connection has become more precious than ever. "Human Touch in a Digital World" is not just a talk; it's a movement towards reinvigorating the soul of business in the digital age. Penny, a renowned speaker with a heartfelt mission, invites you on a journey to explore the transformative power of integrating love and genuine connections into the fabric of our professional lives. In this engaging and thought-provoking presentation, Penny delves into the critical importance of bringing humanity back to the forefront of business operations, sales and strategy. With a blend of compelling anecdotes, cutting-edge research, and practical strategies, this talk will challenge you to rethink the role of emotion and human interaction in a digital-first world. Penny's message is clear: In a world where technology continues to advance at an unprecedented rate, the businesses that dare to prioritize love and human connections will be the ones that stand out and flourish. Join Penny for "Human Touch in a Digital World" and be part of the movement towards a more connected, compassionate, and human-centric business landscape.

16:15 – 16:30

**Closing remarks by Dan Atkinson**

16:30– 17:00

Museum exploration and additional networking