

# CISI



CHARTERED INSTITUTE FOR  
SECURITIES & INVESTMENT

SCOTLAND CONFERENCE 29 OCTOBER 2026



"CALLING THE PLAYS"  
**FINANCIAL PLANNING**



"WINNING THE BREAKDOWN"  
**OPERATIONS & COMPLIANCE**



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|               | FINANCIAL PLANNING                                                                                                                                                       | COMPLIANCE/ OPERATIONS                                                                                                                                        |
|---------------|--------------------------------------------------------------------------------------------------------------------------------------------------------------------------|---------------------------------------------------------------------------------------------------------------------------------------------------------------|
| 08:45 - 09:30 | Conference Registration                                                                                                                                                  |                                                                                                                                                               |
| 09:30–09:35   | <p>Welcome and introduction</p> <p><i>Jonathan Gibson CFP™ Chartered FCSI, CISI<br/>Scotland committee Co-President Senior<br/>Colin Anderson, CRM Manager, CISI</i></p> | <p>Welcome and introduction</p> <p><i>Shaid Moghul<br/>CISI Scotland committee Co-President<br/>Tracy Vegro OBE, CISI Chief Executive Officer</i></p>         |
| 09:35–10:25   | <p>From set piece to strategy: mastering family investment companies</p> <p><i>Robbie Hefferman, Quilter Cheviot</i></p>                                                 | <p>How AI and technology can actually work for compliance and operations teams</p> <p><i>Lee Robertson</i></p>                                                |
| 10:25–11:15   | <p>How to build the ultimate financial planner in a post AI world</p> <p><i>Steve Martin, The Financial Planning Training Academy</i></p>                                | <p>Leadership Unbound in Operations</p> <p><i>Michelle Hoskin</i></p>                                                                                         |
| 11:15–11:35   | Morning break                                                                                                                                                            | Morning break                                                                                                                                                 |
| 11:35–12:25   | <p>Employee ownership trusts</p> <p><i>Barry Horner, Paradigm Norton</i></p>                                                                                             | <p>When bias becomes misconduct: behavioural drivers of non-financial misconduct</p> <p><i>Alan Whitte</i></p>                                                |
| 12:25–13:15   | <p>Beyond the money: living well, retiring Well, and dying tidily</p> <p><i>Josh Butten, boost</i></p>                                                                   | <p>What makes a great team</p> <p><i>Tommy Seymour &amp; Brian McLean</i></p>                                                                                 |
| 13:15–14:15   | Lunch break                                                                                                                                                              | Lunch break                                                                                                                                                   |
| 14:15–15:05   | <p>Productivity, Profit &amp; People</p> <p><i>Pete Wozniak, Dimensional Fund Advisors</i></p>                                                                           | <p>Compliance vs reality: navigating operational pressure in financial planning firms</p> <p><i>Michelle Hoskins, Pauline Hamilton &amp; Sally Collie</i></p> |
| 15:05–15:55   | <p>Adviser vs Client Perception: Key Insights from the Vanguard Advice Survey</p> <p><i>Fabrizio Zumbo, Vanguard</i></p>                                                 | <p>Keeping control: Compliance in the age of AI and agentic systems</p> <p><i>Chris Davies, Model Office</i></p>                                              |
| 15:55–16:15   | Afternoon break                                                                                                                                                          | Afternoon break                                                                                                                                               |
| 16:15–17:00   | <p>How Aberdeen are using Frontier technology to enable the future of Advice</p> <p><i>Derek Smith, Aberdeen</i></p>                                                     | <p>Leadership in a changing World Andy Nicol</p>                                                                                                              |
| 17:00–17:05   | <p>Closing statements</p> <p><i>Jonathan Gibson CFP™ Chartered FCSI<br/>&amp; Tracy Vegro OBE</i></p>                                                                    | <p>Closing statements</p> <p><i>Shaid Moghul &amp; Colin Anderson</i></p>                                                                                     |