Q2 Birmingham Regional Conference Agenda

Venue: Ramada Hotel, Sutton Coldfield, Penns Lane, Walmley, Sutton Coldfield, Birmingham, B76 1LH
Date: Thursday, 19 June 2014
In association with our Partners in Professionalism:

08:30 – 09:00 Delegate Registration

09:00 – 09:10 Welcome and Introduction from the Chairman
Prithpal Saimbi

09:10 – 09:50 Investment and risk - what the FCA expects of advisers
This session will detail the regulator’s expectations of investment advisers when they assess the level of risk that clients are willing and able to take. The speaker will also provide examples of good and poor practice in matching client’s risk profiles to suitable investment recommendations.
Learning objective: be able to
• Reassess advisers' use of risk profiling tools and risk descriptions
• Evaluate different methods of measuring clients' capacity for loss
• Decide the best approach to assessing clients' knowledge and experience of investing
Explore the main issues involved in mapping clients' overall risk profiles to suitable investment solutions.

Mark Goold, Senior Associate in the Communications Division, FCA

CPD Log
Why did you choose this session and how is it relevant to your learning needs?

Reflective statement - What did you learn and how will you apply it?

09:50 – 10:30 Key drivers of US recovery and advantages of allocating to the USA 2014 and beyond
Learning Outcomes
At the end of the session delegates will:
• Learn about the strength of the US economy and drivers of future growth
• Understand why the US equity market may be more attractive than some perceive
• Learn about certain stand-out areas of opportunity within US equities
• Understand the advantages of selecting a US-based manager to manage their clients' US equity portfolios when aiming for returns independent of market conditions

Joel Mittelman, Director, Portfolio Strategist, The Boston Company Asset Management, a BNY Mellon company

CPD Log
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### 10:30 – 10:40  **Auto - Enrolment Technology Solution**

You will be able to:

1. Provide a service to employers which can match their own agreed requirements to a set of Auto-Enrolment suppliers
2. Generate a detailed output report on a per employer basis
3. Access a source of further CPD credit in respect of Auto Enrolment

*Kerry Nicolaides, Research Consultant, FTRC*

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### 10:40 – 11:00  **Coffee & Tea break**

### 11:00 – 11:40  **IHT and Trust Planning Solutions**

The expert speaker for the Skandia team will identify the growing market for IHT and asset protection planning. They will go on to present solutions for the baby boomers who now own 80% of the UK wealth. Focusing on the challenges faced by your clients, this packed session will address technical issues, as well as some of the market solutions available today.

- Identify key technical points that impact on IHT and trust planning
- Identify core single premium IHT and trust planning solutions
- Consider how these solutions meet clients’ needs
- Consider the importance of independent trustees, protectors and letters of wishes
- Recognise the importance of protection in IHT and trust planning

*John Hancock, International Specialist, Skandia*

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### 11:40 – 12:50  **Topical Financial Planning Opportunities**

This case study will highlight topical areas of current financial planning and take due account of any changes/opportunities that arise out of the Chancellor’s proposals in his 2014 Budget. In particular the following issues will be addressed:

- An analysis of the pros/cons of drawing income by way of dividend or salary for a director of a private limited company
- Should cash be taken out of the private limited company or invested inside the company pending later sale?
- Maximising the benefits of independent taxation for a married couple with varying income levels including
  - the transfer of shares in the private limited company
  - the transfer of investments
- Looking at ways of reinstating the personal allowance for taxpayers with income in excess of £100,000
- The maximisation of contributions to registered pension schemes in light of the reductions to the annual allowance/lifetime allowance
- Which is best – employer or employee contributions?
- An understanding of entrepreneurs’ relief
- A tax comparison between EIS and VCT
- A legal and tax comparison of making cash gifts to children – outright or via trusts
- Outline IHT planning – including the use of inheritance trust arrangements and generation skipping techniques
- Child Trust Funds – back in business following recent announcements?

Where relevant, full account will be taken of any changes or opportunities arising out of the 2014 Budget
The sweeping changes announced in George Osborne’s “budget bombshell” took much of the pension industry by surprise. This presentation considers why they were made, the effect on retirement savers and what the government hopes to achieve as a result.

Learning objectives:
• Understand the changes to pensions announced in the 2014 budget
• Identify the implications for my clients

Content:
• Background - What’s wrong with annuities
• Changes to pensions announced in the budget 2014
  o Immediate changes & timings
  o Proposed changes & the consultation document
• Implications of the “guidance guarantee”
• Action points for clients in or near to retirement

Fiona Tait, Business Development Manager, Scottish Life

Stand out from the crowd - Add value by portfolio diversification through exchange traded products (ETPs)

Learning objectives: be able to
• Distinguish between different types of ETPs – ETFs, ETCs and ETNs
• Understand index replication: physical and swap-based solutions
• Consider ETP due diligence – structure and costs
• Identify how ETPs can be traded
• Explain asset allocation in relation to ETPs – passive and blended solutions
• Communicate potential benefits of portfolio diversification with commodities

Pav Sharma, Associate - Retail Strategy Analyst, ETF Securities
Investment Products update
Independence in the post RDR world requires advisers to consider a wide range of products that they may have tended to ignore in the past. This session offers the opportunity to understand and compare their advantages and drawbacks.

Learning objectives: be able to
- Explain the uses of closed ended funds/investment company shares and recommend them when they may be suitable for clients
- Analyse open ended funds and their charging structures with particular reference to clean and supper-clean funds etc
- Explain the uses of exchange traded funds and recommend them when they may be suitable for clients
- Distinguish the different characteristics of REITs and other property-owning vehicles and recommend them when they may be suitable for clients
- Explain the uses of absolute return funds and how they work and recommend them when they may be suitable for clients

Frank Potaczek,
Head of Insight and Consulting (Fund Management), Defaqto