Adviser 3.0

Agenda

18 May 2023

133 Houndsditch, London, EC3A 7DB

timeline.co/adviser3.0

Why attend?

- Top class keynote speakers
- Dynamic panel discussions
- Tech demos
- TED talks
- Q&A and networking

That will help you to

- 'Be the change' you want to see in the profession and society
- Keep pace with technology and digital transformation
- Futureproof your business and career
- Help clients navigate major life transitions

Our Partners

Platinum Partner
timeline MONEY FOR LIFE

Platinum Partner
Vanguard

Platinum Partner
Fundment

Gold Partner
seccl

Silver Partner
HSBC Asset Management

Silver Partner
asset+map

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MO MODEL OFFICE

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transact take control

Silver Partner
nucleus

Bronze Partner
plannr

Adviser 3.0

Draft Agenda

AM

TIME	SESSION
09.00	Registration, coffee & networking
09.30	Welcome - Robin Wigglesworth & Abraham Okusanya
09.45 - 10.30	**Keynote 1** Sean Hagerty - Monumental Moments
10.30 - 11.15	**Breakout Sessions:** The million pound solo practice Growth strategies for ambitious planning firms Morning Tech / TED Talks
11.15 - 11.40	Comfort break & networking
11.40 - 12.25	**Keynote 2** Baroness Karren Brady CBE
12.25 - 13.05	**Keynote 3** Abraham Okusanya - Let's make a dent in the Universe!

Draft Agenda

PM

TIME	SESSION
13.15 - 14.00	Lunch & networking
14.00 - 14.45	**Keynote 4** Ola Abdul - The Platform paradox
14.45 - 15.30	**Breakout Sessions:** Succession strategy - navigating the transaction and the transition Does ESG investing move the needle in the real world? Afternoon Tech / TED Talks
15.30 - 16.00	Comfort break & networking
16.00 - 16.20	**Fireside Chat:** What's next for platforms? David Ferguson & Bella Caridade-Ferreira
16.20 - 17.10	**Keynote 5** Seth Godin - Becoming a Change Agent
17.10 - 17.20	Closing remarks - Robin Wigglesworth & Abraham Okusanya
17.20 - 18.30	Drinks reception

KEYNOTE SPEAKERS

SETH GODIN

Appearing via satellite

Seth will look at how financial advisers can remain relevant, valuable, and deeply connected to their clients. How can advisers become change agents in the lives of their clients as they navigate major life transitions amid economic uncertainty?

We hope that by sharing his latest thinking on the power of empathy and being human, embracing change, building a tribe, and storytelling, Seth will equip financial advisers with the tools they need to navigate the rapidly changing landscape of their profession and create deeper connections with their clients. Attendees will leave feeling energised and inspired to take action and become change agents in their own right.

BARONESS KARREN BRADY CBE

Karren will draw on her expertise in business strategy, leadership, and entrepreneurship to inspire and motivate our audience. She will focus on her own experience and share insights on how relentless determination, grit, and persistence can help financial planners to overcome obstacles and achieve big business success.

Attendees will leave with a deeper understanding of the power of relentless determination in achieving success, and practical strategies to overcome obstacles and challenges. They will be inspired and motivated to take action towards achieving their goals and building successful businesses.

KEYNOTE SPEAKERS

OLA ABDUL

CEO FUNDMENT

The Platform Paradox

The year is 2023, and platform service remains a concern for advice firms. Changing advisers and client preferences call for profound innovation across the platform operating chain. So, what does good look like, and how close are we to this mission?

SEAN HAGERTY

MD VANGUARD EUROPE

Future of Advice

Sean will discuss the outlook for advice in an increasingly digital world. He will consider: the role of the adviser; the opportunity to drive greater access to advice through simple, transparent propositions; and, how technology can enable advisers in delivering the best client outcomes.

ROBIN WIGGLESWORTH

EDITOR, FINANCIAL TIMES ALPHAVILLE AND AUTHOR OF TRILLIONS

Robin is co-hosting the event and will be interspersing the timetabled sessions with fascinating insights from his book 'Trillions' that explores how a band of Wall Street renegades invented the index fund and changed finance forever.

BREAKOUT SESSION

The Million Pound Solo Practice

What does it take to build a million pound solo practice and a life you love? Is it even possible?

We're excited to reveal our first breakout session, designed for advisers running solo/small/lifestyle practices, with the ambition to grow on their own terms! The session will help redefine what it means to run a successful lifestyle practice and stretch your mind on what's possible for your team and clients.

Led by two wildly successful financial planners, Paul Cleworth and Warren Shute, who themselves are walking the walk by creating bigger, better futures for their teams and clients. From client acquisition to marketing and team building, they will let you in on their playbook for creating a million pound solo practice.

The session will be moderated by our very own Kate Phillips and will provide meaningful discussion and interactive Q&A to fuel your growth with ideas and practical tips.

Meet the panellists

PAUL CLEWORTH

Paul Cleworth is MD at Tandem Financial, a firm he founded in 2016. As sole financial planner supported by three other team members, he grew the business to over £1.2 million in revenue, and his client relationships from 176 clients in 2016 (£44m AUM) to 210 families today (£120m AUM).

WARREN SHUTE

Warren Shute MSc., CFP is a Chartered Wealth Manager and director of Lexington Wealth and author of The Money Plan, an Amazon number 1 best selling book on personal finance. A multi-award winning financial planner, he is a regular contributor to the press, a weekly columnist for the Sunday Mirror and has appeared on TV and radio to raise the profile of financial planning in the UK.

BREAKOUT SESSION

Growth strategies for ambitious planning firms

Growth strategies for ambitious planning firms with Tim Horrocks, Alan Smith, Gaynor Rigby.

Are you an ambitious financial planning firm owner/ manager with an aspiration to exceed £5m in revenue over the next 5 years? Then, you'll want to hear from our panel of heavyweights at the Adviser 3.0.

You may not want to take over the world, but growth requires a clear vision and strategy, strong leadership, and a culture of continuous improvement.

Gaynor Rigby, Tim Horrocks and Alan Smith will share their personal experience on what it takes to drive ambitious growth within a financial planning business. From managing your own mental health to setting a clear vision that inspires your team and keeping your service standards high. You'll gain invaluable insights that you need to take your business to the next level!

Meet the panellists

GAYNOR RIGBY

Gaynor Rigby is a leader with a focus on driving transformational growth. During her time as Managing Partner at Equilibrium Asset Management, she helped grow revenue from £2m to over £10m per year, while achieving consistent staff retention figures of 97% and client satisfaction of 4.9/5.0! A former director at Strategic Coach, Gaynor helps businesses drive ambitious business growth by focusing on continuous improvement.

ALAN SMITH

Alan Smith, CEO of Capital Asset Management - Alan started Capital in 2004 with a clear vision to do things differently, and to challenge conventional thinking in financial services. Having built a successful firm, he spends a lot of his time helping entrepreneurs and business leaders clarify their personal vision and then working as part of their team to make great things happen.

TIM HORROCKS

Tim Horrocks, Founder and Managing Partner at RockWealth, a financial planning firm with offices in Aberdeen, Cheltenham, Norwich, Leamington Spa, Brighton, Cardiff and Knutsford. For Tim it's not about massive exponential growth but steady organic growth, the right people joining the team and helping others to start up successful businesses.

BREAKOUT SESSION

Succession Strategy - Navigating the transaction and the transition

As an advice firm owner, your practice isn't just a business, it's your life's work, and you want to ensure that your clients, your team and you are taken care of when it comes to passing the torch.

There is no short supply of private equity backed consolidators looking to buy your business but that may not be the right path for you, especially if you have no plans to leave town after the sale.

You may prefer a management buy-out or an internal succession - but how exactly do you go about funding it? What about an Employee Ownership Trust? And what if you don't want to sell at all?

Our panel of experts has the answers you need to help you make the right decisions for you and your business. We've gathered the brightest minds in the industry to provide you with actionable insights and help you navigate a successful transaction and transition.

Meet the panellists

VICTORIA HICKS

Victoria Hicks, MD of The Exit Partnership. A Chartered Financial Planner, Victoria brings her expertise and experience from her time as an owner-manager of a chartered planning practice and board member of a regional advice firm that sold for a reported £10m. She's passionate about demystifying the acquisition landscape and providing support to sellers.

GRETCHEN BETTS

Gretchen Betts, MD of Magenta Financial Planning, is a multi-award-winning financial planner, and leader within the NextGen adviser community. She brings a unique perspective from the 'successor's vantage point' after going through an internal succession at Magenta.

ROB STEVENSON

Rob Stevenson, Founder of Kingmakers: Rob Stevenson founded Kingmakers in 2005. He has worked on hundreds of M&A transactions of all shapes and sizes and alongside countless firms that have acquired businesses as part of their growth strategies. He provides a level of management expertise that is rare in the financial planning market. He's also sat in every seat in a financial planning firm, so he really understands how everything works.

BREAKOUT SESSION

Does ESG Investing Move the Needle in the Real World?

The increasing awareness and concerns around environmental, social, and governance (ESG) issues have led to a surge in demand for ESG investing. Financial advisers and investors are increasingly interested in incorporating ESG considerations into their investment strategies. However, the impact of ESG investing on the real world remains a debatable topic.

Hosted by Nicki Hinton-Jones CFA, Chief Investment Officer at Timeline, this panel aims to explore the following key questions:

- Does ESG investing move the needle in the real world and how can we judge its results?
- What data is required to measure the outcomes, and how can it be obtained and analysed effectively?
- What is really needed from the investment community to drive change?
- What are the opportunities for innovation to improve both investor and real-world outcomes?

Meet the panellists

CLÉMENCE CHATELIN

Clémence Chatelin, ESG integration manager at CCLA, a UK-based investment manager specialising in responsible and sustainable investing.

SAMANTHA DUNCAN

Samantha Duncan, Founder & CEO of NetPurpose, a FinTech on a mission to make impact measurement effortless for all investors by 2025.

BHAVICK PATEL

Bhavick Patel, Head of UK ETF & Indexing Sales, HSBC Global Asset Management

Tech Talks - Morning Session

The precise running order might change nearer to the event

Platinum Partner

timeline MONEY FOR LIFE

Breaking through the bullsh*t with tech that works

THOMAS HOGG, PRODUCT LEAD

How many false dawns have we seen on financial advice technology? The fields are strewn with broken promises and lofty ambitions. Having struggled with integrations ourselves, we have found that it is often easier to build our own tech than it is to rely on third parties. Thomas will tell you about what we are building and how, finally, it breaks through the bullsh*t to be truly transformative for your business and your clients.

Gold Partner

seccl

Platform 3.0... It's the end of the (platform) world as we know it

DAVID FERGUSON, CEO

Control closer to clients, truly digital tech and much lower costs. Why the jump from platform 2.0 to platform 3.0 is mightily more significant than the shift from fund supermarkets to wrap platforms. And why most of the 2.0 group will go to zero...

Silver Partner

MO MODEL OFFICE

The future of compliance

CHRIS DAVIES MSC.
FOUNDER AND CEO

With a data led regulator; adviser/planner/wealth management firms now need to employ RegTech to streamline regulatory reporting, ensure their data is monitored and provide both the FCA and their business with high quality MI and data analytics. This session with demonstrate Model Office RegTech capabilities in automating compliance diagnostic, gap-analysis and audit report activities across issues such as the Consumer Duty and providing quality MI and data analytics to evidence compliance and reduce compliance costs and time.

Silver Partner

nucleus

The value of incumbent platforms and why they continue to be relevant for advisers?

ANDREW SMITH
CHIEF TECHNOLOGY OFFICER

What value do incumbent platforms offer and why will they continue to be relevant for advisers? What is the Nucleus strategy? Why are APIs so important? How best to connect the advice ecosystem? What is the value of scale and efficiency in the modern advice landscape?

Tech Talks - Afternoon Session

The precise running order might change nearer to the event

Platinum Partner

Vanguard®

The ESG data conundrum

MARK FITZGERALD
HEAD OF PRODUCT SPECIALISM, VANGUARD EUROPE

Building investment solutions that aim to satisfy a broad spectrum of investors' environmental, social and governance preferences whilst also providing the best chance for investment success is not straightforward. Mark will highlight some of the challenges that his team have to work through when designing ESG investment products. Mark will also set out the principals that Vanguard have used to construct their product range in this popular and growing area of the market.

Silver Partner

transact take control

Lifting the bonnet on Transact's technology strategy and what it means for advisers

TOM DUNBAR
CHIEF DEVELOPMENT OFFICER

Tom will discuss the myths around Transact technology: "There's a lot of paper so the technology must be old" and "Transact won't or can't share data". He will introduce the software developers who built the Transact system. Who they are, what they value, where they are based and why they are key to delivering great functionality for advisers. Tom will talk about how Transact's technology strategy is changing and why Transact is releasing more new functionality each month. He will cover Transact's digitalisation and API strategies, progress and future plans. And most importantly, how Transact will continue to make financial planning easier for advisers and reduce risk and cost their business.

Silver Partner

asset+map

A financial picture is worth a 1000 decisions

KIRSTY DU TOIT CFP
DIRECTOR OF FINANCIAL PLANNING UK

Do you ever get the sense that clients don't understand the value that we create in their lives? Do you feel like they're confused, overwhelmed, and battling to take the necessary decisions to move forward? Take a look at what gets clients' wheels spinning, together with the role Asset Map plays in enabling it. Find out how to improve advice engagement and help clients relate to your value and take ownership of the decisions needed to move them forward.

Platinum Partner

Fundment

Innovate or Stagnate

ANDREW TILEY
CHIEF PRODUCT OFFICER

Innovation is much talked about in the Financial Services sector, and increasingly so when it comes to Platforms, but it requires more than frenzied activity to be innovative. Join Andrew as he discusses how Fundment approaches innovation and product development. There could be an opportunity to showcase something new!

A FIRESIDE CHAT

The Future of Platforms

Join Bella and David for an open and hard-hitting conversation on The Future of Platforms. 20 minutes of powerful, through-provoking discussion on what's next for platforms, on the main stage at Adviser 3.0.

Bella Caridade-Ferreira
CEO, Fundscape

David Ferguson
CEO, Seccl

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