Forward financial thinking

Member services update

Professional Development Events R1: 2025

Member update

‘A chance to hear first-hand about how we are supporting you and your business’

Our strategy

Update on key strategies and initiatives

Engagement

Find out how to maximise your membership

Adviser insight

Your insight is helping shape our support

Adviser insight

Real positivity across our profession

Mitigating regulatory risk still high on the agenda

Focus remains on providing more clients with more advice

Creating efficiencies and value is business key drivers

Adviser insight

69% of advisers say the Budget has changed client conversations!

Real positivity across our profession

Mitigating regulatory risk still high on the agenda

Focus remains on providing more clients with more advice

Creating efficiencies and value is business key drivers

Retirement, IHT/Estate planning & investments top client conversations

Advisers want economic stability & changes to pension & tax rules

Intermediary services

Delivering more value and control to financial advisers

Regulatory expertise

- Compliance services
- Advice quality & regulatory consultancy
- Regulatory business consultancy

Reduce risk, improve consumer outcomes

Financial technology

- Integrated back-office & planning
- Product research & sourcing
- Learning & regulatory technology

Streamline the advice process, increase efficiency

Business support

- Professional development
- Proposition development
- Growth & exit services

Improve performance, increase value

Running my business

Advising my clients

Defaqto Engage

- **Two FREE Engage Premium licences**
- All-encompassing solution
- Save time AND money

Over **1,250** licences taken up so far!

Engage – your instant tech upgrade

	Engage Premium	Engage Core	FE Fundinfo	Dynamic Plnner	Cashcalc	Voyant	Capita	Fintegrate
End-to-end financial planning	✓	✓		✓			✓	✓
Cash flow planning	✓		✓	✓	✓	✓	✓	
Risk profiling	✓	✓	✓	✓	✓	✓	✓	✓
Detailed research for funds & products	✓	✓	✓	✓			✓	
Protection research	✓						✓	
Ratings & reviews	✓	✓	✓	✓			✓	
Pension, platform & product switching	✓						✓	✓
Suitability report production	✓	✓		✓				✓
Analytics	✓							
Back office/CRM integrations	✓	✓	✓	✓	✓	✓	✓	

CRM solutions

Offering you choice…

IFA

intelliflo office

plannr

Mortgages

Mortgage Brain

Your business – your choice

- Market leading solutions
- Integration is key
- Discounted rates
- Training & support

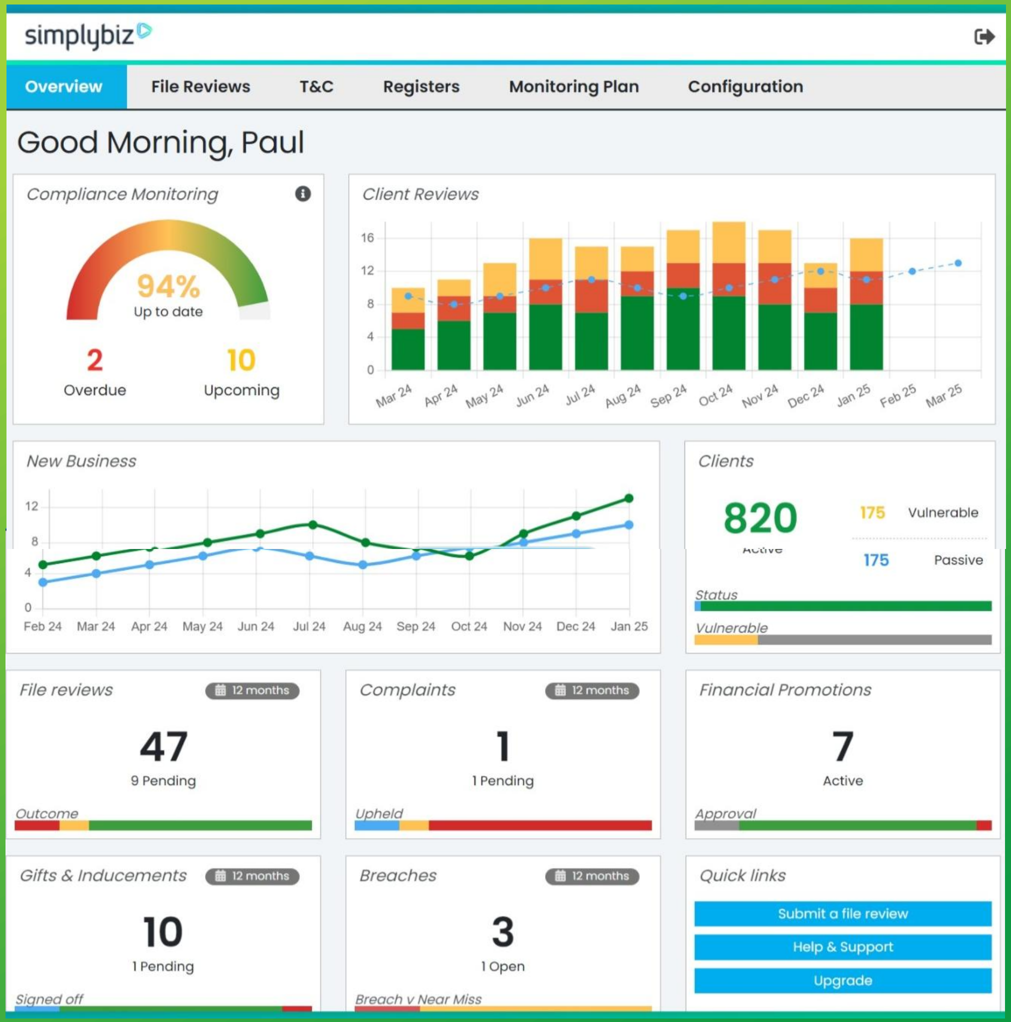
Compliance digitisation

Digitised compliance solution for all included in membership

Compliance Dashboards & Registers

Track activities & key risks – reduce worry

Consumer Duty MI



Compliance digitisation

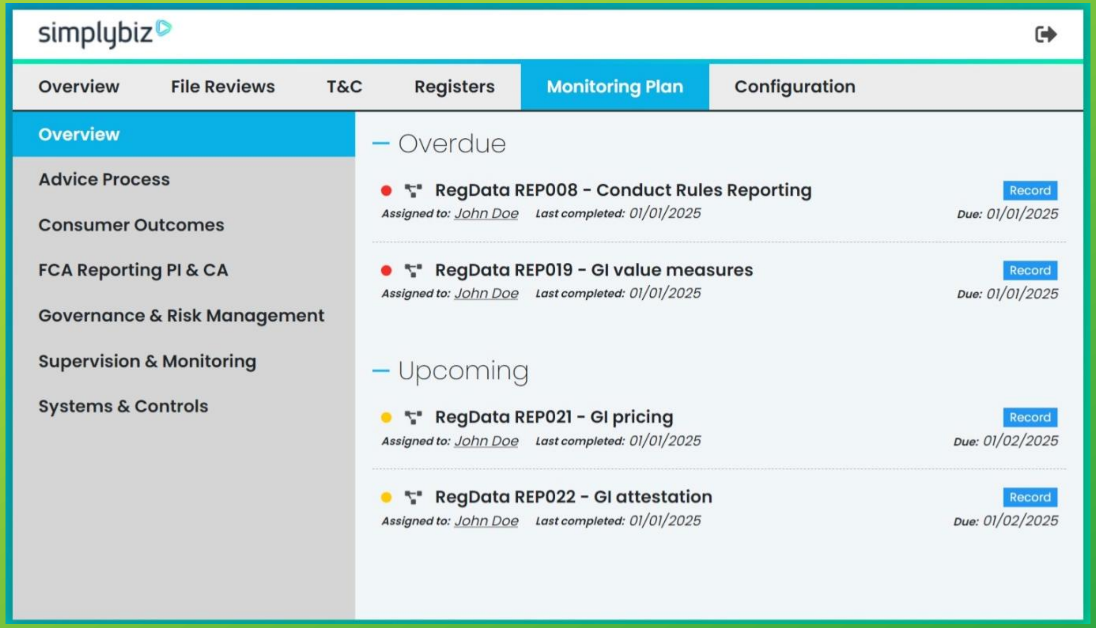
Compliance Monitoring Plan

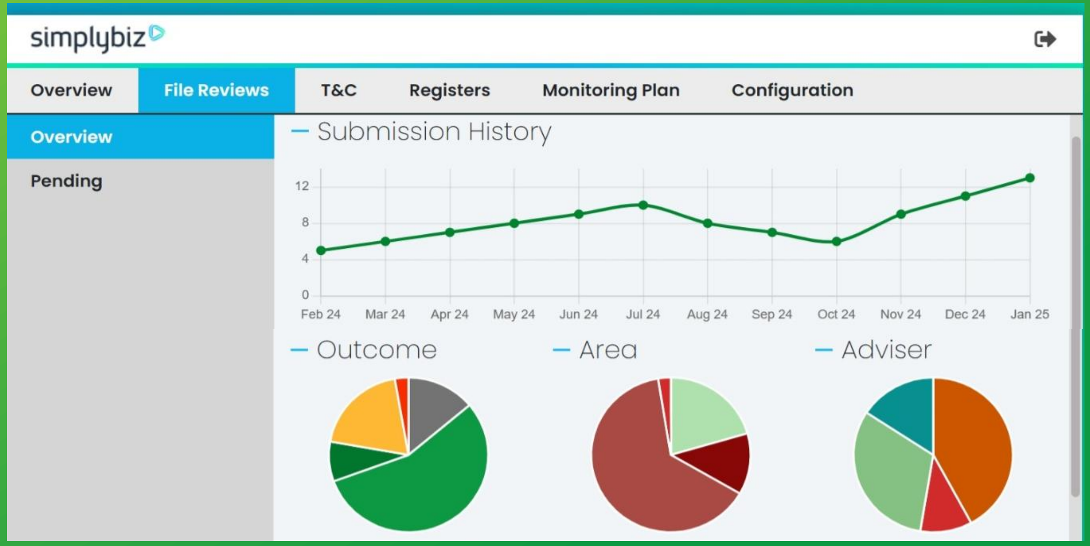
File review outputs

Annual Review Tracker

Easy Oversight – all in one place

Staged rollout from April – talk to us about priority access





Business support

Improve performance, increase value

- Flexible support from inception to exit
- Access to industry leading event programme

Professional development

Training & CPD

Regulatory based training

Learning Platform

Meet regulatory requirements, develop staff

Proposition development

Mortgage & protection

Investment solutions

Referrals & partnerships

Serve more clients, more effectively

Growth & exit services

Acquisition Services

Increase your reach

Exit planning

Create value, realise value

MyLearning

'Our bespoke learning platform, combining the best of Competent Adviser & our own in-depth knowledge of financial services'

+ NOW Includes new partner content!

Tatton Investment Management

JUST.

Vouchedfor

akoni

My Care Consultant

BlackRock

NEW content

Crypto

Markets

Cash

Care

Soft skills

Retirement

Essential still only £5pcm, or upgrade to plus for an extra £5pcm

Client growth and service – your top priority

Vouchedfor

FREE universal directory listing & client feedback

aps Legal & Associates CaspianInsurance Usaycompare

Outsource to specialists

MyMarketing

Keep clients informed

*’**93%** of consumers influenced by online reviews’’*

*‘On average, advisers **unlock £65,000 revenue** opportunities via Elevation client feedback tool’*

*‘**IHT & estate planning** now in top three client conversations’*

*‘Caspian received over **2,000 referrals** from members’*

*‘**69%** of advisers say the autumn budget has changed client conversations’*

*‘**66%** of advisers want to increase client communications’*

NEW Business Lifecycle Support

Exit planning

- Readiness assessment
- Preparation
- Take to market

Value building

- Strategic review
- 12-month programme
- Build enterprise value

Aquisition

- Prepare to acquire
- Match with sellers
- Access funding options

Dedicated contact and engagement

To ensure you can capitalise on all of these new initiatives and maximise your membership...

- Dedicated point of contact within Adviser Services
- Best practice forums
- Focus groups
- Events

'The services you have said will help you to **better utilise your membership'**

The Inaugural Compliance First Adviser Conference

1st and 2nd October, St Andrews

- Evening drinks and dinner
- Full day conference – main platform breakouts and exhibition zone

compliance first