



CareersWanted

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What is a paraplanner?

The dictionary definition of 'para' is 'beside' but this prefix can also be used to signify something 'distinct from but similar to'. So, a 'paraplanner' could not only be expected to work alongside a financial planner but also offer expertise that will complement the adviser's own knowledge and experience.

We find that many paraplanners are pigeonholed into 'technical' roles such as preparation of reports and suitability letters and do not get exposed to the level of client relationship management that will help them to develop into profitable financial planners in their own right.

However, if a paraplanner is, by definition, someone with a different skill set from a financial planner, what are these skills and how can they best be harnessed?

A good paraplanner will be AFPC qualified with at least two or three years' of practical experience in the industry. They should have a good all round knowledge of investments, pensions, insurance and general taxation issues and be up to speed with industry developments. He or she should also be presentable, have good written and verbal communication skills as well as an eye for detail.

Most financial planners see their main role as winning new clients and providing the initial advice. After this the client could be passed to the care of the paraplanner who would assist with implementation of the advice (application forms, checking policy documents etc), portfolio monitoring and answering any day-to-day queries that the client may have. The adviser could be called upon where necessary, at the annual review stage for example. This frees up the adviser's time to do what they are best at, namely winning new clients and providing strategic advice.

The future of financial planning in the UK is certainly a promising one, but the success, or not, of individual firms depends on having enough good quality planners and paraplanners to service the growing public demand.



Managing Director
Justina Williams

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e-volve consulting: a trusted service

Justina Williams has worked in Financial Services and Financial Services recruitment for over eight years. She set up e-volve in February 2004 to offer a high quality recruitment service to both the business and the individual.

Based in the heart of London's City, e-volve is very well connected and all new business partners are gained through referrals, networking and headhunting.

Justina is the lead consultant responsible for managing relationships, and with two Certified Financial Planner licensees as co-directors of e-volve, there is a clear understanding of the financial planning profession. A team of qualified and experienced researchers assist Justina with finding the best people.

e-volve treat their clients as partners and their candidates as individuals. The business is designed to help financial planning practices get the best from their personnel and for financial planners to get the best from their careers. e-volve aims to build long-standing professional relationships, where they are seen as a trustworthy sounding board and the preferred choice.

If you are a financial planner or planning business and would like to find out how e-volve's services could help you, please visit:

www.e-volveconsulting.co.uk or

contact Justina or Caroline on

T: 020 7643 2219

E: info@e-volveconsulting.co.uk

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Epsom, Surrey

An opportunity for an ambitious, enthusiastic AFPC qualified individual to nurture and develop the client bank of a retiring director. Experience of holistic financial planning and 1st Software an advantage. Retiring director will remain as an RI for 12 months to ensure smooth transfer. Send CV in confidence to davidjolly@ntlworld.com or contact 07889 902889.

IFAs/Paraplanners – London

We are City IFAs continuing to expand our practice through on-going mergers and recruitment, and are looking for good quality IFAs and ParaPlanners used to dealing with HNW Clients. The firm is wholly owned by our Staff and Advisers with no major shareholder. We operate on a Chambers style and welcome like-minded people to meet and discuss opportunities with us.

Email: alan.pickering@helmgodfrey.com

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