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### e-volve consulting: a trusted service

Justina Williams has worked in Financial Services and Financial Services recruitment for over nine 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](http://www.e-volveconsulting.co.uk) or contact: Justina Williams, T: 020 7643 2219, E: [justina.williams@e-volveconsulting.co.uk](mailto:justina.williams@e-volveconsulting.co.uk)

# CareersWanted

In association with 

## 2007 has started with a blast

From the perspective of the Financial Planning community, 2007 has started with a blast. Anecdotal evidence suggests that consumers are opening their eyes to lifestyle planning and long term working relationships with Financial Planners. Businesses operating in this sector are seeing greater success and demand for their services, which in turn is creating demand for paraplanners and high quality Financial Planners to deliver the service to clients. However, Financial Planning practices are realising that high calibre people are few and far between.

So what's the solution? The IFP and indeed a number of Financial Planners are realising the answer has to involve investment in training dynamic individuals, who are keen to develop personally and want to be an important part in the success of a firm. This is a big commitment for many firms, but one that must be taken to compensate for the ever ageing Financial Planner population.

At e-volve we regularly meet individuals from outside the profession eager to progress a career in Financial Planning. Often they have taken courses outside of their normal working hours and attended professional events, hoping that employers will spot their potential. Unfortunately many employers are still unwilling to take the risk of employing them.

Another part of the solution could involve being open to taking on CFP Professionals, Financial Planners and paraplanners from overseas. Clearly this can present challenges when it comes to technical knowledge and regulatory authorisation, but with the UK being a destination of choice for career minded people, it is a talent pool ready to be tapped.

We encourage our clients to plan for the future, so that when the time comes there are the right people ready to take over what has been successfully built. Now might just be the right time to cast the net wider to find the people that will be the future of Financial Planning.

**A COMPLIMENTARY SERVICE AVAILABLE TO IFP MEMBERS ONLY - THE OPPORTUNITY TO POST DETAILS CONCERNING HELP OR CAREERS WANTED. FOR MORE INFORMATION CALL 0117 945 2470**

### Paraplanner Wanted, Solihull

Exciting long term career opportunity for an experienced administrator /paraplanner to join our progressive practice in Knowle, Solihull. Ambitious and committed to the highest standards of client service, you have exceptional organisational and communication skills and can work independently. Excellent remuneration for the successful person who will become involved in our friendly team and share in our ongoing success. Call Heather Singleton FCII FPFS CFP, Director, Capelin Financial Management Ltd, on 01564 200304.

### Financial Planner Wanted, Solihull

Exceptional long term career opportunity for a Financial Planner to join our progressive CFP orientated practice in Knowle, Solihull. Ideally you will be well qualified with practical experience in comprehensive financial planning. You will be comfortable working with HNW clients and developing professional introducers on a fee basis. Most importantly, we will have common values and principles. Call Derek Capelin FCII FPFS CFP, Managing Director, Capelin Financial Management Ltd, on 01564 200304.



To submit an advertisement for 'Careers Wanted' send details (no more than 75 words) plus a contact email address to [katherinel@financialplanning.org.uk](mailto:katherinel@financialplanning.org.uk) Important note: the IFP is offering this service to Members as a form of 'post box' only. Publication of details within the Financial Planner is not an endorsement by the IFP and candidate details have not been verified in advance. The Institute reserves the right to not publish information submitted for publication.