



## Dutch advisers meet British counterparts for new model tips

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London played host to a meeting of like minds on 9 June, when a contingent of 15 aspiring financial planners from the Netherlands travelled to the City for a day-long conference with some established faces of the New Model Adviser® movement.

NNEK, a Dutch discretionary investment manager, is creating the first independent wrap platform for advisers in the Netherlands. It brought a group of IFAs to learn from UK-based financial planners about making the move to the new model.

Proceedings began in F&C's Bishopsgate office with a brief history of New Model Adviser® and the IFA sector. Then the carefully planned schedule was thrown out of the window as the Dutch advisers eagerly took the opportunity to quiz their British counterparts on handling clients, building the business and the advantages of being fee-based.

Lee Robertson relayed his experience in setting up City-based Investment Quorum, and Alan Smith outlined Capital Asset Management's proposition. Bruce Wilson explained how he was importing his own George Kinder-inspired brand of life planning at Helm Godfrey.

A lively lunch was followed by a presentation on wraps and technology in a new model practice by Ascentric's Rob Beverley. F&C head of UK marketing Scott Stevens finished the day with an interactive presentation about achieving goals.

NNEK, founded by a member of a family of cheese tycoons, distributed huge wedges of Holland's finest to the speakers as tokens of thanks and, after hands were shaken and cabs hailed, the Dutch contingent headed into the buzzing streets of London.

Our thanks to Lee Robertson, Alan Smith, Bruce Wilson, Ascentric, F&C, NNEK and above all the enthusiastic and lively Dutch advisers who made the day such a success.

Alan Smith, director, Capital Asset Management: 'We in the UK were told we had to learn from the 'Australian experience' and now it seems UK planners are leading the way in Europe.

I was delighted to see the passion and commitment of the Dutch advisers and their determination to move their businesses towards a more professional and sustainable model.

They certainly face challenges (for example the lack of an equivalent to a Sipp in the Netherlands means the insurance companies still have the upper hand in pension management) but, with similar issues to the UK (demographics, retiring baby boomers and dismantling of the welfare state), they are likely to enjoy great success.'

Lee Robertson, CEO, Investment Quorum:

'I always find it satisfying to be in at the beginning of something and this mini-conference of Dutch advisers proved no exception. Having been put in touch with some of the firms last year, it was good to follow up and give them greater detail about the efforts we had made in our own transition.

Judging by the amount of questions to myself and the other presenters they are committing to move forward in a big way.'

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