

PRESS RELEASE

BANKHALL URGES IFA BUSINESSES TO START THE TRANSITION NOW

Bankhall today launches a programme of services, guides and events for IFAs that aims to help them on the journey to 2013 and beyond.

'Prepare for 2013' is designed to support IFAs in 3 key areas with the biggest focus on business transition. Despite the uncertainty surrounding the FSA's future, Bankhall MD David Golder urges IFAs to start the transition journey now:

"Whether it's the Regulator, Providers or the economy driving the need to change, good commercial practice always makes sense. There are of course many elements to commercial success but they always include efficiency of operation, clarity of proposition and a strong, sustainable income base. Whilst the Retail Distribution Review is clearly giving firms a directive to change, it should be their ambition and vision that really gives them the impetus to develop commercial practices that are fit for the future. The task ahead shouldn't be underestimated however and that's why Bankhall has developed a comprehensive programme to support IFAs to 2013 and beyond".



Prepare for 2013 consists of the following areas of support:

- **Business support** – a range of services including Business Forums, Guides Coaching and Consultancy is available to firms who need to transition their business between now and 2013
- **Qualifications support** – this includes free or discounted training courses, discounted study materials, an online library of useful materials including personal development plans, past papers and study/exam hints and tips
- **IFA Exchange** –An online marketplace for buyers and sellers of IFA businesses. Includes exit and acquisition guidance specifically for the IFA sector

Principals and Advisers interested in any element of the programme can email support@bankhall.co.uk

Linked to this programme is Bankhall's 2009 conference with the theme of "Plan now. Profit tomorrow". Further details about the conference are being announced in August.



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Notes to Editors

- In a September 2008 member survey, 96% of respondents said that they would recommend Bankhall to another IFA (based on 506 responses).
- The average Bankhall member is male and 45 years old.
- Reflecting the wider IFA community, 78% of Bankhall member firms have between 1 and 5 Advisers working for them.
- Bankhall is a provider of support services, not a network. Established in 1993, it provides many of the benefits associated with a network, including compliance, technical and software support, but without the strings attached.
- Bankhall is authorised and regulated by the Financial Services Authority.
- With its base in Altrincham, Cheshire, Bankhall is now one of the largest suppliers of support services to financial advisers in the UK, with some 2,500 member firms comprising of more than 8,000 advisers.

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