Consultum
Financial Advisers

MEDIA RELEASE

Consultum values the importance of business succession

With a growing demand for financial advisers expected over the next few years, national adviser group Consultum Financial Advisers has enhanced its industry-leading Business Improvement Program to ensure its advisers have rewarding business succession strategies in place.

With the average age of financial advisers in Australia being 55, it is expected that one in five business owners will plan to retire over the next five years.

The Consultum Group has a national adviser-base numbering over 110 and this anticipated industry shift is a key focus for Head of Consultum, Stuart Abley, who stated that business succession planning continued to be a high priority for the group.

"Despite the current economic climate, demand for financial advice will continue to grow with millions of Australians expected to retire over the next 10 years," said Mr Abley. "The fact that people are also living longer and will need to finance longer retirements will see the need for greater financial advice, so attracting new advisers to the industry is a key priority for our Group.

"Effective succession planning enables advisers to ease into retirement, expand their business, maintain business culture and leave a legacy, however clear strategies need to be in place to achieve this," said Mr Abley.

Consultum's dedicated Cadetship Program is one of the Group's most successful business succession strategies, designed to assist advisers in employing an additional Authorised Representative to enhance the future prospects of their business.

Through the cadetship, Consultum assists advisers in absorbing the costs of expanding their businesses by providing an annual fund of $25,000 per practice towards employing an Authorised Representative.

"We developed the Cadetship Program initially to combat the staffing crisis and skills shortage that the financial market was facing in 2007," said Mr Abley "However, the program is also fit to meet current market demands, where advisers require strategies that ensure businesses will survive the present instability and pressures that are affecting businesses due to uncertain investment markets.

To ease the strain on resources, Consultum also provides advisers with assistance in the recruitment strategy, supplying job description documents, interview processes, templates for letters of offer and information on likely salary ranges.

"With the current state of the economy, the Cadetship Program alleviates the immediate pressure on our advisers, whilst establishing long term succession strategies to ensure adviser principles are adequately preparing for retirement.

"There has been a growing demand for the program amongst our Group, and we expect to see more practices applying for the program over the next 12 months," said Mr Abley.

While benefiting advisers, the cadetship also provides enthusiastic financial planners like Michael Hack, a 36-year old adviser from Kaizen Risk & Retirement Pty Ltd in Victoria, an opportunity to take a new direction in his career.

Consultum
Financial Advisers

Michael Hack explains that Consultum's Cadetship Program is beneficial to his employer and to his own future, as they expand the existing business together and plan for Michael to acquire the business further down the track.

"I had worked in some of the nation's largest banks for the past 16 years but couldn't foresee future job enhancement opportunities," said Mr Hack. "The Consultum Cadetship Program enabled me to be matched with an employer who was willing to provide me with the opportunity to satisfy my interest in the private sector and my drive to implement my entrepreneurial skills.

"Through the cadetship I have been exposed to a new industry, built a new career and have the opportunity to realise my ambition of owning a business someday," said Mr Hack.

For Andrew Watts, a 28-year old adviser from Prosperity Partners in Western Australia, the Cadetship Program has provided an opportunity to kick-start his career in a hands-on role guided by an experienced mentor.

"For me, the cadetship provides the assistance and training I need to make a seamless transition from paraplanning to financial planning. Other training programs seem to be more generic and focus solely on advisers rather than teaching the vital skills required by new or upcoming advisers that books don't provide.

"The program offers me the chance to build confidence in my abilities by allowing me to interact directly with clients. Consultum also provides me with a range of tools and strategies to overcome the everyday challenges that lie ahead," said Mr Watts.

Through the Consultum Cadetship Program, cadets are offered access to training that will equip them with the skills and knowledge needed to become high quality financial planners and to underpin a future career within the industry.

Cadets working within the Consultum group also have access to training and workshops in the areas of sales and marketing, professional standards, technical strategy and software.
To find out more about Consultum please visit www.consultum.com.au

-Ends-

For all media enquiries please contact Lauren Zammit on 03 9690 9911, 0414 655 142 and lzammit@wrights.com.au