

# SCHEDULE OF THE DAY

0845 - 0930	<b>Registration: Coffee and pastries</b>
0930 - 0940	<b>Keynote: Welcome.</b> <i>Schroders</i>
0940 - 1010	<b>Keynote: Economic Climate.</b> A look at the current macro - and micro – conditions. <i>With Ben Gutteridge, Director of MPS, Invesco</i>
1015 – 1055	<i>Please refer below to get a feel for the topics that will be tabled for discussion with the roundtables</i>
1100 - 1155	<b>Coffee &amp; Networking</b>
1200 - 1215	<b>PowerTalk 1:</b> <i>Retirement with Invesco</i>
1215 - 1230	<b>PowerTalk 2:</b> <i>Productivity with Schroders</i>
1235 -1305	<i>Please refer below to get a feel for the topics that will be tabled for discussion with the roundtables</i>
1310 - 1355	<b>Lunch</b>
1355 - 1425	<b>Keynote:</b> <i>Fresh perspectives and expert insights</i>
1425 - 1455	<b>Panel Discussion:</b> <i>Multi-assets under the microscope with Schroders and Invesco</i>
1500 - 1540	<i>Please refer below to get a feel for the topics that will be tabled for discussion with the roundtables</i>
1545 – 1615	<b>Keynote: Closing address.</b> <i>Schroders</i>
1615 - 1700	<b>Farewell drinks</b>

## Paraplanning Excellence XIII, November 2024

Monday 25 November, Schroders' offices, 1 London Wall Place, London, EC2Y 5AU

### Roundtable Agenda

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#### CAREER CHALLENGES

##### 1. Overcoming the key barriers to productivity

This roundtable will explore the various barriers to productivity for paraplanners, focusing on regulatory issues, technology challenges and process inefficiencies.

This session will also discuss the impact of these barriers on client experiences and operational efficiency, as well as share insights on potential solutions in order to:

- Understand the regulatory requirements and their impact on productivity
- Identify issues related to outdated and disjointed technology systems
- Discuss process inefficiencies and their effect on client journeys
- Share best practices and strategies to improve productivity
- Explore the challenges of recruitment and staff training

## **2. Improving your wellness at work by managing stress**

When it comes to stress management and wellness for paraplanners, the topic is complex but one that needs to be addressed.

The session will discuss the causes of overwhelming, excessive workloads and the potential negative impacts of prolonged stress on physical and mental well-being, before exploring the various strategies for managing stress including:

- Effective communication, prioritisation, process improvement and self-care

## **3. The inter-gender wealth transfer and how you connect with women**

This session will explore strategies for addressing inter-gender wealth transfer, retaining clients post-inheritance, and connecting with women in financial advising. This session will delve into the statistics, challenges, and best practices for advisers to build lasting relationships and ensure client loyalty across generations and genders:

- Analyse inter-generational and gender wealth transfer statistics and their implications for financial advisers
- Develop strategies to retain clients after inheritance, focusing on emotional and practical support
- Discuss the impact of fee compression in the value chain and explore ways to manage it effectively
- Address concerns about losing clients to competitors or advisers moving on
- Share success stories and effective practices for combatting wealth transfer challenges and connecting with female clients

## **LATER LIFE**

### **4. A blended approach for annuities versus drawdown**

Many clients are now opting for a combination of annuities and drawdown to balance the benefits and drawbacks of each approach. Known as the "part-and-part" approach, using part of the pension pot for an inflation-linked annuity and the rest for drawdown, retirees can create a strategy that addresses both income stability and inflation protection.

However, the choice between annuities and drawdown, or a combination of both, depends on the individual's circumstances, financial goals, and risk tolerance. This session will therefore discuss:

- The unique needs of each client and craft tailored strategies that leverage the benefits of both annuities and drawdown
- The different types of annuities (e.g., fixed, variable, inflation-linked) to match the client's income requirements and risk preferences
- Managing the drawdown portion of the portfolio to ensure it remains aligned with the client's goals and market conditions

## 5. Changes in the Lifetime Allowance and pension tax relief

We are seeing significant changes to the Lifetime Allowance (LTA) and new concepts such as the Lifetime Savings Allowance (LSA) and Lifetime Savings and Death Benefits Allowance (LSDBA) as well as pension tax relief, tax-free cash (TFC), and capital gains tax (CGT) in the UK.

As such, paraplanners have to proactively adapt their strategies to align with these new allowances, ensuring clients can effectively manage their pension savings and estate planning.

This session will provide a detailed analysis of the impacts, including:

- Further changes to the lifetime allowance, either freezing it for an extended period or reducing it further
- Tax relief available to higher earners, potentially limiting relief to the basic rate or capping the annual allowance more strictly

## MARKET FOCUS

### 6. The evolving landscape of global equities

With the impact of rapid industry changes, inflationary pressures, passive investing flows, alongside the waning influence of powerful deflationary forces, we are seeing an increasing dominance of US equities and the growing profitability of the largest tech stocks compared to smaller caps.

This session will discuss how the unique challenges this new reality presents, with markets becoming increasingly focused on short-term gains while potentially overlooking the drivers of long-term value creation, such as China and India, as well as:

- The impact of passive investing headwinds and the potential opportunities in quality stocks
- How to adapt to market dynamics by staying agile in order to adjust strategies in response to shifting market regimes, ensuring a balanced approach to risk and opportunity

### 7. The art of selecting funds in a complex world

The impact of macroeconomic trends and regulatory changes requires confidence and precision in order to construct diversified portfolios that balance risk and return objectives, aligned with client risk tolerance and investment goals.

This session will therefore explore:

- The role of qualitative factors, such as fund manager track record, investment philosophy, and organisational stability, in the selection process
- The tools and resources available to paraplanners to streamline the fund selection process and enhance decision-making efficiency

## REGULATION & SUSTAINABILITY

### 8. How sure are you that you are doing your Duty?

Because of the Consumer Duty, paraplanners now have greater responsibility on investment committees, becoming key members of the management and are increasingly being tasked with due diligence and making decisions on the recommendations made to clients.

Collaboration between paraplanning teams, advisers, and compliance is becoming increasingly important, but it can be hard for paraplanners to feel empowered.

This session will discuss being able to:

- Challenge advisers' recommendations, when necessary, particularly in cases where client suitability or vulnerability may be a concern
- Maintaining data quality and robust audit trails despite inconsistent responses from product providers in providing the necessary data and information to meet Consumer Duty requirements

### 9. Will there be an ESG renaissance?

With the recent decline in traditional ESG, in contrast to the rise of personalised investing, the landscape could now be shifting towards a renaissance amidst evolving technology, education, and social attitudes.

This session will explore, and examine the complex challenges this shift presents, as well as the regulatory and performance monitoring challenges, by assessing:

- The evolving role of technology, education, and social attitudes in shaping investment trends
- Balancing ESG principles with client-specific interests
- The KPIs needed for effective ESG monitoring
- The FCA's anti-greenwashing rule and compliance requirements

### 10. SDR and its impact on fund managers and DFM providers

As regulatory bodies worldwide emphasise transparency in sustainable investments, understanding the nuances of SDR is crucial for achieving an advance in sustainable investing.

This session will discuss the implications of SDR for Gatekeepers, as well as compliance challenges, operational adjustments and strategic opportunities, including:

- The changes in reporting standards and documentation
- Integrating ESG factors into investment processes
- Challenges in data collection and verification
- Meeting SDR requirements while maintaining competitive advantage

## **I 1. Enhancing investment strategies through the identification of biases and value traps**

Refining forecasting and decision-making processes by analysing historical data, identifying biases and leveraging new tools will improve accuracy and consistency and ultimately lead to better market outcomes.

This session will examine the art of iterative improvement with a holistic approach to reviewing investment decisions, focusing on long-term outcomes and avoiding value traps, through the following:

- Applying tools using base rates to anchor expectations, leveraging machine learning to quantify portfolio manager (PM) preferences
- The tools which provide warning flags for potential biases as well as screen for investment opportunities not yet fully integrated into portfolio construction

## **TECHNOLOGY**

### **I 2. The need for human judgement in AI-assisted processes**

As more and more firms are using AI to extract insights from unstructured client data, understanding clients' goals and objectives to provide better advice and service is crucial

Given it can be difficult for paraplanning teams to understand the client's story and objectives, if they don't receive adequate information, this session will focus on:

- Building rapport with advisors by asking the right questions, demonstrating the benefits of collaboration, and understanding their working styles
- Encouraging advisers to provide adequate information and preparation for client meetings to facilitate better understanding of the client's goals and objectives
- Conduct post-meeting debriefs with advisers to gather additional information and context

### **I 3. How technology can help reduce the advice gap**

The challenges of serving lower net worth clients profitably will likely rely on the potential of emerging technologies like AI to increase operational efficiencies, as well as the need for better integration of technology systems.

This session will discuss leveraging AI and other emerging technologies to increase operational efficiencies and reduce the cost of delivering advice by exploring:

- The potential of AI and emerging technologies to automate routine tasks and increase operational efficiencies, while addressing data privacy and regulatory concerns

### **I 4. The impact of technology on the paraplanning career**

When it comes to using technology and AI in the profession, some welcome its potential to automate routine tasks and enable paraplanners to focus on more complex work, while others are concerned about the negative impact this will have on their career progression.

As such this session will discuss how paraplanners should foster collaboration and knowledge-sharing in order to:

- Facilitate the exchange of best practices, experiences, and insights into navigating career progression and alternative career paths

## INVESTMENT LANDSCAPE

### 15. Thematic thinking in the new investment landscape

Thematic investment strategies are poised to dominate the next decade, influenced by inflation, geopolitics, sustainability and AI.

This session will explore the complexities as well as potential gains in this evolving environment as well as the thematic drivers and long-term structural changes in order capture potential gains and manage risks effectively. including:

- The risks associated with renewable energy investments due to low barriers to entry and regulatory challenges
- How companies are adjusting to geopolitical supply chain risks and the implications for investment strategies
- The impact of high and volatile inflation on corporate capital budgets and long-term investment planning
- The recalibration of ESG strategies and the integration of sustainability in investment decisions amidst high inflation

### 16. The pros and cons of outsourcing investments

Can firms really demonstrate consistent customer outcomes if they do not have a holistic fund selection function process? And can all the associated risks be optimally managed internally, or is that function better partially or fully outsourced?

This session will discuss:

- The research involved in managing funds as well as the pros and cons of model portfolios in-house, versus outsourcing those functions
- The advantages of a well-structured CIP for clients and advisers, as well as the pressure points and problems

### 17. The key benefits of multi-asset investing

Schroders and Invesco will both present roundtable sessions which will explore the advantages of multi-asset investing, the methodologies behind strategic asset allocation, as well as discuss best practices for managing multi-asset portfolios in varying market conditions, including:

- Practical strategies for asset allocation and portfolio construction
- Insights into current market trends and their impact on multi-asset strategies
- Best practices for managing risk and rebalancing portfolios