

SCHEDULE OF THE DAY

0845 - 0930	Registration – Network with peers over coffee and pastries				
0930 - 0940	Keynote – Welcome. With Stuart Podmore, Schroders				
0940 - 1010	Keynote - Economic Climate. A look at the current macro - and micro – conditions. With Ben Gutteridge, Director of MPS, Invesco				
1015 – 1055	<i>Rethinking decumulation strategies</i>	<i>Wealth Transfers - Where do women fit into the story</i>	<i>The evolving landscape of global equities</i>	<i>Future proofing your advice business with private markets</i>	<i>The impact of technology on the paraplanning career</i>
1100 - 1145	Coffee Break				
1115-1145	Structured Networking				
1150 - 1205	PowerTalk 1 - With Invesco				
1205 - 1220	PowerTalk 2 - Artificial Intelligence. With Konstantina Kapetanidi, Head of Client BI, Data, and AI Domain Lead, Schroders				
1225 -1305	<i>Rethinking decumulation strategies</i>	<i>Strategies for managing stress in the workplace</i>	<i>The art of selecting funds in a complex world</i>	<i>Thematic thinking in the new investment landscape</i>	<i>The need to augment human capabilities alongside AI assistance</i>
1310 - 1350	Lunch				
1355 - 1425	Keynote - Tomorrow's Client, Tomorrow's Colleague. Understanding the impact of new technologies in the context of a changing and uncertain world. With Tom Cheesewright, author, speaker and applied futurist				
1425 - 1455	Panel Discussion - The Multi-Assets Outlook. With Schroders and Invesco				
1500 - 1540	<i>Overcoming the key barriers to productivity</i>	<i>Strategies for managing stress in the workplace</i>	<i>The key benefits of multi-asset investing</i>	<i>Outsourcing investment management - Burden or blessing?</i>	<i>The impact of technology on the paraplanning career</i>
1545 – 1615	Keynote - Closing address. With Stuart Podmore, Schroders				
1615 - 1700	Farewell drinks				

Paraplanning Excellence XIII, November 2024

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

Roundtable Agenda

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CORE 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. Strategies for managing stress in the workplace

In today's fast-paced environment, stress can significantly impact productivity, mental health and job satisfaction. This interactive workshop will equip participants with practical tools to identify the symptoms of stress, manage life pressures and to develop resilience.

Expert: Aoife McNamara, Mental Health and Wellbeing Specialist, Schroders

3. Wealth Transfers - Where do women fit into the story? Are female clients key to the future of your business?

This session will look at where women fit into the wealth transfer story, focusing on new research that indicates:

- Why we believe female clients are key to the future of your business
- Why there is a challenge with current adviser/client engagement and how this can be addressed

Experts: Gillian Hepburn, Commercial Director, Benchmark and Phillip Wickenden, Founder and CEO, Ad Lucem

4. Rethinking decumulation strategies

Many clients are now opting for a combination of products in retirement, known as a part-and-part approach. In this approach clients combine guaranteed income products with drawdown to balance the benefits and drawbacks of each approach. However, how these products are combined is key to how successful they are in delivering a client's retirement plan.

In this session we will discuss:

- How to build individuality into a retirement plan through building a framework
- The art of blending products together appropriately to ensure each component part is talking to the other. This allows risk to be managed in an appropriate way aligned to the risk tolerance of the client.
- Building flexibility into a retirement plan and how different building blocks solve for different market risks

Expert: Georgina Taylor, Head of Multi-Asset Strategies UK, Invesco

MARKET FOCUS

5. The evolving landscape of global equities

Since 2020 we've had rapid industry changes, inflationary pressures, and a shifting monetary and fiscal policy landscape. In what has been arguably one of the toughest times ever to be an active fund manager, we discuss 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.

- The impact of passive investing and latent risks in the market
- How to adapt to market dynamics by staying agile: buy and hold vs active portfolio optimisation?

- Growth year? Value year? Building a portfolio for multiple environments...

Expert: Siddharth Shah, Global Equities Product Director, Invesco

6. The art of selecting funds in a complex world

It is often thought that asset allocation is the key driver of risk and return within portfolios. However, underlying exposures also have the potential to meaningfully influence portfolio outcomes, both positively and negatively. For instance in 2022, many investors saw that portfolios with the same apparent risk profile can behave very differently due to hidden risks and biases.

When done well, fund selection can help to deliver a more robust portfolio and the potential for a better investment experience. In this discussion, we will explore some key considerations:

- What are the key questions we should ask when selecting funds?
- Should we go active or passive (where, when and why)?
- What are the key risks we should look out for?

Expert: David Aujla, Multi-Asset Strategies Fund Manager, Invesco

TECHNOLOGY

7. The impact of technology on the paraplanning career

When it comes to using technology and AI in the profession, paraplanners are welcoming its potential to automate routine tasks and enable them to focus on more complex work, dispelling myths that this will have a 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
- How firms can help by designing training programmes to educate staff about AI in order to build trust in the process slowly and incrementally

8. The need to augment human capabilities alongside AI assistance

The challenges of serving clients profitably relies on the potential of emerging technologies like AI to increase operational efficiencies.

Meanwhile, more and more firms are now using AI to extract insights from unstructured client data, which in turn will enable paraplanners to understand the client's story and objectives better.

But leveraging AI for routine tasks will still requires a a sensible, phased approach with risk management built in. This session will discuss:

- How to ensure the best practices are adopted, empowering paraplanners to deliver superior service and outcomes for clients
- How to implementing AI with a phased approach to augment human capabilities rather than replace jobs

INVESTMENT LANDSCAPE

9. Outsourcing investment management: Burden or blessing?

As paraplanners navigate an increasingly complex investment environment, many are exploring whether outsourcing investment management can help them better serve clients. In this session, we look at the challenges of managing client portfolios and how outsourcing can relieve those pressures. By analysing the pros and cons of outsourcing, we aim to equip you with the knowledge required for future decision-making.

Expert: Olivia Geldenhuys, Investment Director, Schroder Investment Solutions

10. 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

Expert: Philip Chandler, Head of UK Multi-Asset, Schroders

11. Future proofing your advice business with private markets

Research estimates that private markets are projected to comprise 30% of all assets under management by 2032 (Bain & Company, 2024), prompting a rethinking of public market investments and creating significant opportunities for advice businesses.

Growth has been driven by large institutions, innovative products, regulatory alignment, and technology investment. We believe this “democratisation of private markets” is key to future proofing an innovative, high end advice business.

In the UK, Schroders was the first asset manager to launch a Long-Term Asset Fund (LTAF) in March 2023, and another UK private client-focused Global Private Equity LTAF will be launched later this year. This session will look at what all the excitement is about.

Expert: Stuart Podmore, Investment Propositions Director, Schroders

12. Thematic thinking in the new investment landscape

Thematic investment strategies are poised to dominate the next decade. In the coming years we can expect to see higher levels of inflation, shifting geopolitics, the implementation of AI, and greater sustainability pressures.

This session will discuss how the macro environment is shifting and how investors might want to think about investing in this new environment. We will address:

- Why demographic trends mean inflation will be higher in the future.
- Why stability will command a premium in a more uncertain world.
- How companies are adjusting supply chains in response to geopolitical risks.

- How companies are incorporating AI and where might productivity be improved.
- Why sustainability is not just about environmental concerns.

Expert: Ben Jones, Director of Macro Research, Invesco