THE PARAPLANNERS

WHAT WE DO
AND HOW WE DO IT

THE PARAPLANNERS

OUR TEAM OF HIGHLY QUALIFIED PARAPLANNERS WORK CASE-BY-CASE AND SIDE-BY-SIDE WITH ADVISERS AND FINANCIAL PLANNERS TO PROVIDE INSIGHT, IDEAS AND IN-DEPTH KNOWLEDGE THAT HELPS YOU TO HELP YOUR CLIENTS MAKE MORE SENSE OF THEIR MONEY

From complex research and analysis through to writing reports, we design our service so it's tailor-made to blend with your day-to-day business.

We've also invested in the technology that helps us to efficiently gather, research and analyse the relevant data and information. This means that the latest information is at our fingertips, at the most, a few clicks away, and you don't need to invest in expensive software license fees, because we've already done that.

But it's not all down to the technology. Making sure we are able to interpret and sensibly apply the latest technical, regulatory and legislative developments is at the heart of our business – it's what advisers and financial planners rely on us for. So we ensure that our team really know what they're talking about by always seeking to achieve the highest possible, relevant qualifications and by following a rigourous programme of continuous professional development, whether that's through reading industry publications, attending professional events or sharing best practice with our peers.

All of this adds up to more expertise at your disposal without the need for additional headcount.

THE PARAPLANNERS PROVIDE AN INVALUABLE SOURCE OF RESEARCH AND ANALYSIS EXPERTISE THAT IS READY-MADE TO PLUG IN TO YOUR BUSINESS.

SERVICES

WE TAKE THE TIME TO UNDERSTAND YOU, YOUR BUSINESS, YOUR PROCESSES AND WHAT YOU WANT TO ACHIEVE FROM WORKING WITH PARAPLANNERS.

From that point, services can vary from a full financial report for your client, to specific analysis on a particular financial planning aspect or carrying out due diligence and research for your business. No matter what type of services you choose, they are all delivered with the same thoughtfulness and precision.

All advisory businesses work differently so we make it our business to ensure we're flexible enough to accommodate this. Where a business has a centralised investment process, we work within it; incorporating and implementing it in the work we carry out for you. If that's not your thing, we're equally comfortable and experienced in helping to implement the bespoke investment strategies you create for your clients.

Regardless of your business model, there is always administration to be done. Be it the up-front data gathering, setting up new policies or schemes, or preparing policy schedules, we can help out with our administrative service. This is an optional service for those who feel they would benefit from support in this area.

Consultative support and training
From time-to-time we're asked to provide insight and guidance to advisory businesses that are in the process of reviewing their advice service or want some help in building their own in-house paraplanning support. While these projects differ from our day-to-day paraplanning activities, we still like to apply the same principles; thorough investigation, meticulous analysis and recommendations that we have confidence in.

If any of that sounds of interest, we'd be happy to discuss it further.

OUR WORK CAN AND DOES
TAKE A VARIETY OF FORMS AND,
BECAUSE WE'VE FOUND THAT EVERYONE
HAS DIFFERENT NEEDS, WE TREAT
EACH CASE INDIVIDUALLY.

Sometimes it's hard to picture the steps and activities paraplanners go through when working with financial advisers and planners. We thought it would be helpful to bring these alive with an example.

In this example the adviser takes on a new client with existing pension arrangements. We review the existing arrangements against the client's retirement objectives and, in this case, carry out a pension transfer for the client to a wrap account.

PREPARING A PENSION TRANSFER

PARAPLANNER

ADVISER

STEP 1
GATHERING AND ASSESSING INFORMATION

Paraplanner:

Review information provided by the adviser including a fact find, risk profile results, existing scheme details and client objectives.

Identify further information required and work with third parties to gather this.

Adviser:

Adviser can access any extra information gathered via The Paraplanners online portal.

STEP 2
RESEARCH AND ANALYSIS

Paraplanner:

Undertake initial investigations to build a picture of the current situation, including analysis of existing schemes and options available.
Carry out transfer value analysis.
Carry out market and product research.

STEP 3
RECOMMENDATIONS

Paraplanner:

Prepare initial recommendation to transfer pensions to wrap account and check suitability based on client objectives.

Issue to adviser for approval.

Adviser:

Discuss recommendations and agree next steps.

STEP 4
REPORT AND DOCUMENTATION

Paraplanner:

Report for transfer of pensions to wrap.
Pension included non-standard features resulting in additional calculations included in report.
Calculations and assumptions included in additional documentation.
Report and supporting documentation reviewed and issued to adviser for approval.

Adviser:

Adviser accesses all information and documents via online portal.

STEP 5
IMPLEMENT

Paraplanner:

When requested, administration team carry out application and transfer process.
Agree and schedule review process.

Adviser:

Adviser presents to client and agrees to proceed.

WHAT MAKES US TICK?

Firstly, we really like what we do. As outsourced paraplanners, we're lucky enough to be able to work on all sorts of cases and projects, with different people and businesses. However, it's not without its challenges. Among these is maintaining high standards of professional development and ensuring we are aware of the regulatory and legislative environment as well as knowledgeable about the technical aspects of our profession.

Strange though it may seem, we like this challenge. We believe in investing in training and development for all team members; encouraging everyone to attend technical workshops, training and conferences, as well as working towards the relevant qualifications.

LET'S WORK TOGETHER

Collaboration is at the heart of what we do. Be this within the team or with our clients, we believe in sharing our thought processes, findings and recommendations. By working in this way we can be sure that we've explored all options from a number of different perspectives before making any recommendations. It's what helps to make our service more than just reports.

This collaboration doesn't stop there. Members of The Paraplanners team often participate in industry events and the press; campaigning for professional standards in paraplanning.

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THE TEAM

We are a team of financial professionals who have actively sought to work as outsourced paraplanners.

The team is led by Richard Allum who founded the first outsourced paraplanning business in the United Kingdom, 2002. Richard Allum is a leading advocate for paraplanning and is often to be found at industry events and in the press, sharing his experience of the profession.

In 2011 Richard successfully blended his expertise as Certified Financial Planner with a lifelong interest in technology to launch Moneyscope - a web-based lifetime cash-flow forecasting tool.

Richard works with a highly qualified team who have considerable experience of working with and for financial planning and advice businesses. If you'd like to find out more about the people behind the business - who they are and what they do - take a look at The Paraplanners website.

Richard Allum
Founder and Director

Kim Bendall
Senior Paraplanner

Kat Mock
Paraplanner

Gemma Dennis
Administration Manager

GET IN CONTACT

If you'd like to discuss the possibility of working together, or are interested in finding out a little bit more about the services and support we offer, then get in touch.

If, after an initial discussion, you are still interested in working with us and we offer what you need, we'll then hold a meeting (either face-to-face or online) to build a better understanding of your business, your processes and how we can work together.

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