

Opportunity Analysis for Fred Bloggs Financial Services

Personal Development				Client Relationships			
Have a program of inter-personal skills development		✓		Have a robust and repeatable risk managed client bank	⚖️		
Have continuous and current technical FS knowledge			⚖️	Have access to cutting edge & best of breed technology	🕒		
Developing Your Business				Can articulate a defined client proposition which clients value over the long term	💰	⚖️	
Know who your profitable clients are by utilising technology		✓		Have a marketing development plan & access to marketing hub/tool kit	✓		
Have your own effective and efficient technology hardware	🕒			Know your best source of client referrals	✓		
Have expert user IT skills in FS	🕒			Have efficient processes which optimise client opportunities	🕒		
Have access to cutting edge & best of breed technology	🕒	💰		Have a robust, repeatable and valued client review process	💰		
Know exactly what cash flows are by utilising efficient systems and defined fee structure	💰			Have a communication system which ensures that clients understand the full breadth of the proposition	✓		
Know how many clients you have their mix and range of lifetime needs	💰			Enable clients to access and track their wealth via efficient and reliable technology world-wide 24/7	✓		
Know clients' total assets under advice, asset location and available panel investment options	🕒			Articulate a defined client proposition which clients value over the long term	💰		
Have a tightly defined business process supported by efficient transition & new business support	🕒	💰		Mitigation of Risk			
				Have access to best of breed products and investment solutions?	💰		
				Have a framework for risk mitigation satisfied by central due diligence	⚖️		

🕒 - Time Saving Opportunity

💰 - Increase Revenue Opportunity

⚖️ - Regulatory Opportunity

✓ - Benchmark Achieved