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# Welcome to the Self License Community Forum

June 2024

The logo for LaVista LICENSEE SOLUTIONS. The word "LaVista" is in a bold, sans-serif font, with a blue checkmark above the "V". Below it, "LICENSEE SOLUTIONS" is in a smaller, all-caps, sans-serif font. The logo is set against a large, overlapping blue circle.

The logo for AAP Licensee Solutions. The letters "AAP" are in a bold, sans-serif font, with "Licensee Solutions" in a smaller, all-caps, sans-serif font below it. The logo is set against a large, overlapping light gray circle.



# TODAYS PURPOSE

*To build a community of self sufficient AFSLs that:*

- *Support great advice*
- *Promote wellbeing and*
- *Embrace quality governance.*

*Through the community, we help financial advisers succeed in business and develop stronger industry relationships.*

## IFA Magazine on licensing.

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***“The most profitable [advice] businesses that I’ve ever seen in my 30-year history are those smaller, boutique practices that are self-licensed, with an adviser and a couple of support staff,” Tynan said.***

***These boutique firms are opting to maintain a small client base of high-net-worth individuals who can afford advice, he said.***

Ref: IFA 23/5/2024. Paul Tynan chief executive of Connect Financial Service Broker

| Start          | Finish         | Topic   | Presenter   |
|----------------|----------------|---|---|
| 8.30am         | 8.45am         | <b>Welcome all</b><br>AFSL update   | Mike Pope - LaVista   |
| 8.45am         | 9.45am         | <b>Tech Stack or Teck Splat...</b><br>All the advice tech solutions available & new to market   | Tanya Seale – CPAL  |
| 9.45am         | 10.00am        | <b>Open session on business and solution</b><br>Lending as a Service  | Regional Manager & Lending Services                         |
| <b>10.00am</b> | <b>10.15am</b> | <b>Morning tea</b>  |   |
| 10.15am        | 11.00am        | <b>Security in Depth</b> -Know your business risks<br>Does your team and staff have cyber training?                                       | Michael Connory<br><b>Security in Depth</b>                 |
| 11.00am        | 11.30am        | <b>Professional Indemnity Insurance update</b><br>Current themes and update   | PSC Brokers   |
| 11.30am        | 12.15pm        | <b>Cost of Care: Volume 2</b><br>Putting a dollar value on care, what is the real cost of recovery  | Adam Crabbe,<br><b>Risk Strategy Specialist - Zurich</b>    |
| 12.15pm        | 1.00pm         | <b>Building efficiency and culture in your business</b><br>What is business efficiency?<br>Discussing business coaching, working smarter. | Darren Smith –<br>Business Coach<br><b>Slipstream Group</b> |
| <b>1.00pm</b>  | <b>1.45pm</b>  | <b>Lunch</b>  |   |

# EXECUTIVE TEAM

## TRACK RECORD AND EXPERIENCE

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150 years combined experience in strategic transformation, digital enablement and advice industry



**JOHN SHUTTLEWORTH**

Chief Executive Officer

- Strategic leadership
- Technology transformation
- 14 years at BT Financial group – Platforms, Investments & Super



**BRENDON GLASS**

Chief Financial Officer

- 20 years in financial services
- Executive at Macquarie Private Wealth and UBS Wealth Management (Australia)



**PAUL CULLEN**

Group Executive Adviser Services

- 27 years in financial services
- Seasoned Advice Industry Executive



**TARA FOULKES**

Group Executive Risk & Compliance

- 18 years in financial services
- Leader in Advice Compliance



**PATRICK JACKSON**

Group Executive Investment Solutions

- 25 years in financial services
- Executive at Fiducian Group & Rothschild Australia Management



**TANYA SEALE**

Group Executive Technology Solutions

- 20 years in financial services
- Advice Technology transformation

**Workflow**

XPLAN, Adviser Logic, WorkSorted, Monday, Trello, Teams, ZOHO, Slack, Hivers

**Practice Management**

**DIGITAL SIGNATURES**

Docusign, Adobe, Annature, HelloSign, PandaDocs

**ONLINE CALENDAR BOOKINGS**

Bookings (Microsoft), Calendly, Other

**DIGITAL FACT FIND/DATA GATHERING**

Advice Revolution, XPLAN (Client portal), MyProsperity, Adviser Forms, Xeppo, Moneysoft, Other

**File Note Transcription**

CoPilot, FileNote.Ai, Fintalkr. Otter, MeetGeek, Other




**Remuneration System**

CommPay, PayLogic, Revex, Worksorted, Stripe, Ezidebit

**Financial Planning - SOA/ROA**

XPLAN, Adviser Logic, Plutosoft, Intelliflo, GBST Advice Intelligence, Midwinter, Fin365, Asendum, PlatformPlus, Other

**YOUR TECH STACK**

One Way Integration  Write or circle the systems you use in each section and draw connectors to between systems that talk to each other.   
Two Way Integration 

**Cloud Services**

Office 365/ Google Workspace/ Other

**CRM**


XPLAN, Adviser Logic, WorkSorted, Salesforce, ZOHO, Intelliflo, Dash, Fin365, Platform Plus, Other

**Client Portal**

XPLAN, SharePoint, Myprosperity, Advice Revolution, Qwil, Other

**Cyber and Data Security**

**Managed by**

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Are you confident that you have sufficient measures in place? **YES / NO**

What are you paying for that you aren't using all the functionality?

**Pain Points**

**Accounting**

Xero, QuickBooks, MYOB, Sage, FreshBooks, Zoho Books, Other

**AI**

ChatGPT, CoPilot, Bard, Bing, Scribe

**Client Engagement/Modelling**

Voyant, Optimo, IFF, LivePresso, RetireMap, Astute Wheel, Prospera, Lumiant, Oxford Risk

**Data Aggregator/Management Reporting**

Xeppo, CDM Solutions (Insurance), HUBConnect, Power BI, Excel

**Website/Marketing**

WordPress, SquareSpace, Umbraco, WIX, HubSpot, MailChimp, Canva, Social Champ

**Other tools**

Morningstar, Lonsec, Zenith, FE fundinfo, CapCut, Loom, Front App



# THANK YOU

Questions

