

provides up-to-date information on changing regulatory requirements both at EU and national level.

- **Training Services** – the association regularly disseminates industry and product information to Members and provides specific training via providers, seminars and conferences.
- **Technical & Legal Expertise** – FEIFA creates a shared information resource, allied to its in-house expertise, to assist Members with regards to such issues. The Monthly Members’ magazine and ad-hoc “Research Updates” provide an excellent and frequent flow of relevant information to Members.
- **Recruitment Assistance** – we provide considerable cost-saving potential, in addition to assistance and expertise in this area, by helping our Members source appropriate advisers and sales support staff.
- **Lead Generation** – our website and other marketing activities create client enquiries that are then passed on to Members
- **Network Compatibility** – FEIFA provides many complementary benefits to IFA networks thus allowing Members to maintain their network status but also benefit from FEIFA membership.
- **PI Cover** – we can assist in providing advice on liability insurance carriers, and help to arrange the best terms available for our Membership.

All of these benefits are provided for a very modest fixed fee, with no retention of commissions.

For more information please contact us.

Partnership Programme

FEIFA runs an active partnership arrangement, creating regular promotional opportunities for partner companies, which ensures that Members are kept updated with relevant product, legislative and technical information. Partner companies include major international life assurance companies, investment houses, global foreign exchange operations and international pension and mortgage specialists.

More information

Further details can be seen at
www.feifa.eu

or you can contact us
via one of the below means:

Tel: +44 (0)203 239 7670

Email: info@feifa.eu



**THE FEDERATION OF EUROPEAN
INDEPENDENT FINANCIAL ADVISERS**

**The Voice for
Advisers
in Europe**

History

FEIFA is an IFA trade association, established by a number of like-minded companies and individuals who have many years experience in the financial services industry. This group felt that there was a distinct need for such an association, particularly in the global environment that had resulted from the economic meltdown that unfolded from 2007 onwards. The Federation was officially formed in May 2009 and



launched in August of that year - it caters specifically for English-speaking IFAs who are based or doing business in Continental Europe.

Structure

FEIFA is a non profit trade association, operating on a constitutional basis. The Federation has an elected Executive Committee and is funded by the annual fees of Members and Partner Companies.

Aims and Objectives

The primary goals of FEIFA are to:

- Attract similar individuals and companies in order to combine their expertise and experiences for the advantage of the whole Membership.
- Exist for the benefit of its Members and provide a strong voice for the IFA community across Europe and beyond; representing the sector with financial institutions, governments and regulatory bodies as and when appropriate.
- Provide further, tangible benefits to Members, including assistance in areas such as compliance and regulatory requirements, training, and recruitment.
- Maintain the widest product and provider availability for its membership, thus safeguarding truly independent advice and future business continuity for Members.

- Create a level of protection and assistance for consumers, creating further peace of mind to them, in their dealings with its Members.

- To be a kite-mark: the Federation does not intend to be all-inclusive; it is not available to every company or individual in the IFA sector. By only admitting Members after an appropriate vetting and due diligence procedure, FEIFA provides consumers with an independent assessment of the regulatory and legal status of its Member companies.

Membership Benefits

Some of the key advantages of Membership are highlighted below.

- **Development of New Business Models** – the Federation is at the forefront of helping advisers adapt to the changing economic and regulatory landscapes; to extract superior worth from their businesses and build greater intrinsic value.
- **Remuneration Enhancements**– FEIFA negotiates attractive and exclusive arrangements for its Members as and where appropriate.
- **Image Benefits** – entry on the FEIFA website and the use of the Association’s logo on Member’s stationery and website adds an air of professionalism and credibility. If this “kitemark” only helps to bring on board one single client each year this will more than pay for the modest annual membership fees.
- **Product Access** – the Federation arranges exclusive or unique access to particular products and services, providing significant competitive advantage to its Members.
- **Secured Distribution** – we strive to create and maintain sufficient market distribution for providers and thus retain and extend product access for our Members. This has become an increasingly important role as product access has diminished in Europe in recent years.
- **Compliance & Regulatory Assistance** – the Federation can assist with regulatory and compliance processes, systems and documentation. It also