



Exchange Traded Funds Magazine

RDR unlikely to increase direct retail ETF use says Feifa head

Author: Clare Dickinson ETFM| 05 Sep 2011 | 11:06



Stanfield is unsure RDR will lead to direct use of ETFs by IFAs

The Retail Distribution Review (RDR) will not change independent financial advisers'(IFAs) reluctance to use ETFs because they do not fully understand how they work, says the head of an industry body for advisers.

"I think there are two issues for most IFAs with using ETFs. The first one is that most IFAs work on a commission basis and ETFs are not structured to pay commission to advisers," says Paul Stanfield chief executive of the Federation of European Independent Financial Advisers (FEIFA).

"Secondly there is far greater complexity to ETFs - particularly synthetic ETFs - than perhaps was originally realised. I think a lot of IFAs have realised that and I'm not sure how comfortable they are with the true workings of the structure."

Full article at: <http://www.ifaonline.co.uk/etfm/news/2106571/rdr-unlikely-increase-direct-retail-etf-feifa-head#ixzz1XA326sSU>

INTERNATIONAL ADVISER

ATSG launches £100k 'quick cover' service

Added 12 September 2011 by Simon Danaher, Online News Editor, International Adviser

ATSG Funds has launched a "quick cover" service, exclusively for FEIFA members, which will allow advisers to offer their clients £100,000 (or €100,000) life cover with no underwriting requirements.

The product, which does not cover any pre-existing conditions and therefore needs no underwriting, is available to clients aged between 18 and 65, who reside in "included jurisdictions" and who do not partake in hazardous pursuits or have a hazardous job.

Full article at: <http://www.international-adviser.com/article/atsg-launches-100k-quick-cover-service>

FEIFA launches service for Europe-bound IFAs

BY SIMON DANAHER

Rising numbers of advisers relocating from Asia and the Middle East to Europe have prompted the Federation of European IFAs (FEIFA) to form a partnership with Sterling Associates, a firm which specialises in the global placement of financial services workers.

According to Joe Meade, the principle of Sterling Associates, the trend has gathered pace over the past year and has been driven by increasing living and working costs in Asia and the Middle East.

During this period,

rising prices in both regions, particularly Asia, have hit the headlines.

In January, international property adviser Savills said that financial hub Hong Kong had become the most expensive city internationally in which to buy property, after properties doubled in value in the previous five years.

Asian economies have also struggled with rising prices more generally, and China's year-on-year inflation is running at more than 6%, according to data published last month.

Meanwhile in Dubai, while the property market has had a disinflation-

ary impact on the economy, food, non-alcoholic beverage and transport costs have risen at an annual rate of almost 7%.

Meade, whose company has been sourcing and placing advisers to and from Asia, the Middle East and Australia for more than ten years, said: "Europe has never been more attractive."

FEIFA's partnership with Sterling Associates allows advisers using the service to advertise jobs to those based in Asia or the Middle East, and who are looking to come back to Europe, while IFAs in those regions can use it to find work.

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Regulation: A new risk (that's not so close to home)

Author: Paul Stanfield - Professional Adviser | 15 Sep 2011 | 08:00

With emigration on the rise, more UK advisers than ever before have overseas clients. And Paul Stanfield, chief executive of FEIFA, has it on good authority that the FSA has taken note...

Full article at: <http://www.ifaonline.co.uk/professional-adviser/opinion/2109225/regulation-risk-that-s-close-home#ixzz1YPRUMNPp>