



# GET SHAPE

ADVICE SUMMIT 2021

## GET in SHAPE

### ADVICE SUMMIT 2021

SUMMARY INFORMATION



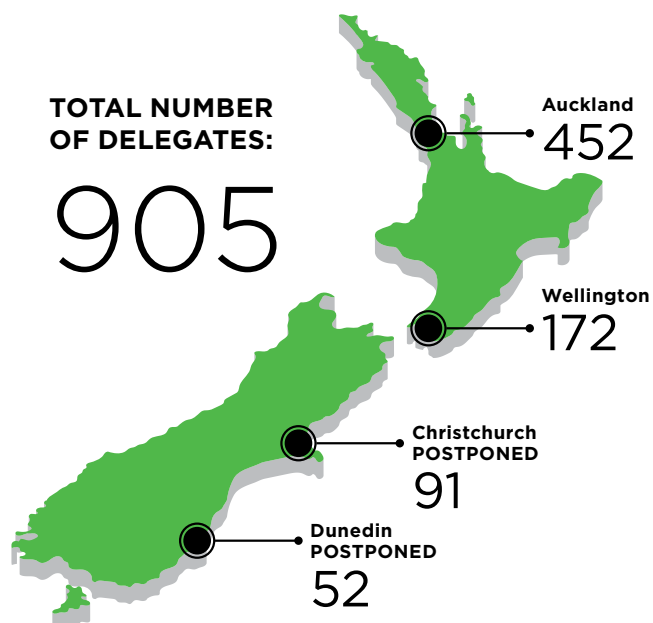
# OVERVIEW

In February 2021, the Financial Services Council hosted a series of Get in Shape Advice Summits across the North Island, to an engaged audience at the Sky Stadium Wellington and a packed house at the North Lounge, Eden Park Auckland. In a first for the Get In Shape Summits, a digital stream of the morning session from Auckland was offered to a live audience across New Zealand.

Due to the Government announcement on February 14 of a change in Covid-19 alert levels, the Christchurch and Dunedin events have been postponed to a future date in 2021. A free online bonus session was held for attendees on February 17 continuing the FSC's commitment to hybrid events.

### ATTENDEES:

- Heard directly from key decision makers from the FMA, MBIE and Code Working Group
- Got information to help them prepare their business ahead of the FSLAA regulatory change on 15 March 2021
- Participated in an interactive workshop style masterclass focussing on competence, disclosure and business continuity plans
- Were the first to hear the findings from the FSC's latest research [Unlocking the Potential of Financial Advice](#) which was launched by Richard Klipin
- Enjoyed TED style sessions with international authors of the Joy of Money and an interactive movie making session with Baz Caitcheon in Auckland
- Had time to hear from and network with peers and hear from industry leaders in one of the first face-to-face events for 2021
- Had the opportunity to speak to a number of suppliers in the marketplace for practical help and support through the change



Digital Stream  
**77**



Online Bonus Session  
**61**

### ATTENDEE BREAKDOWN

Banking	1%
Financial Advisers	49%
Insurer	13%
KiwiSaver	2%
Other	22%
Service Provider	13%

# DELEGATE FEEDBACK

## HOW DID YOU RATE GET IN SHAPE?



## HOW DID YOU RATE THE SPEAKERS?



## WHAT DID YOU ENJOY MOST?

- Really enjoyed the movie making session, but also all the content was uplifting and positive ... appreciated that
- Interacting with real people, not digitally
- Hearing others concerns & the MP update
- It was all useful and informative. I think the skilful facilitation of sessions and great MC contributed a lot. The various presenters were all terrific.
- The clear and concise directions of the speakers as to the new regime
- I think you guys have got things covered here, including tickets being texted the day before with the link, it was super easy thanks
- Well organised event – quality speakers – face to face contact and networking opportunity to talk with other people and regulators and officials.

## WHAT COULD WE IMPROVE ON

- “ Workshop should have more structure then just giving 10 mins to discuss among yourself.
- “ I think the whole day should have focused on Masterclass content and what needs to be done by 15th and implications of not having it done
- “ There should have been the ability for web attendees to participate in the breakout session at the end.

“ Congratulations on the successful Get in Shape first week. I attended the Auckland session virtually and it was well paced and easy to follow along.

“ Well done on the conferences – thought they went across very well

“ Let me add that I thought that yesterday's conference was excellent. Although I had heard many of the presenters and panellists before, I thought that the way in which the sessions were structured made them very valuable. Pass on my congratulations to your team



# AUDIENCE ENGAGEMENT

130 QUESTIONS TO OUR PANELS ON THESE HOT TOPICS

transition **financial product providers**  
industry **property investment** banks  
industry **client** number regulator fas  
change **advice** fma digital community  
customers **15 march** **financial adviser**  
kiwisaver fap **advisers** new regime  
double standards service fspr different business  
**government** competence safe harbour level



# THANK YOU TO OUR SPONSORS

## GOLD + MARKETPLACE



## MASTERCLASS PARTNER



## SILVER + MARKETPLACE



## MOBILE APP + NEWS ALERT SPONSOR



## COFFEE CART + MARKETPLACE



## LANYARD + MARKETPLACE



## MARKETPLACE



# THANK YOU TO OUR SPEAKERS

## POLITICAL UPDATE 2021:

### MINISTER DR DAVID CLARK MINISTER OF COMMERCE AND CONSUMER AFFAIRS

Hon Dr David Clark was first elected as the Labour Member of Parliament for Dunedin North in 2011. He came to Parliament via a circuitous route – having run a University of Otago residential college, worked as a Presbyterian Minister, and worked as a Treasury analyst. David is Minister of Commerce and Consumer Affairs, Minister for the Digital Economy and Communications, Minister for State Owned Enterprises and Minister of Statistics. He is also the Minister Responsible for the Earthquake Commission.

One of the key reasons David stood for Parliament was because he was concerned about the growing gap between rich and poor, which he sees as limiting New Zealand's social and economic potential.

Inequality featured strongly in his maiden address to the House of Representatives in 2012. He believes we can, and must, achieve a fairer society where everyone has an opportunity to succeed.

David has twice lived in Germany and is a former competitive cyclist and Ironman. He is married with three children.



## SESSION TWO:

### FSLAA, COFI AND CONSUMERS - EMBEDDING THE CHANGE FOR THE NEW ZEALAND SECTOR

Sponsored by



**ANGUS  
DALE JONES**

Chair  
Code Working Group



**DEREK  
GRANTHAM**

Principal Consultant  
Financial Markets  
Authority



**TRISHA  
EDMONDS**

Head of Advisory  
Distribution  
ANZ



**JOHN  
BOTICA**

Director of Market  
Engagement  
Financial Markets  
Authority



**SHARON  
CORBETT**

Manager Financial  
Markets  
MBIE

## IN THE SPOTLIGHT:

### LAUNCH OF FSC FINANCIAL ADVISER RESEARCH

#### RICHARD KLIPIN

CEO, Financial Services Council





### SESSION THREE:

### FINANCIAL LITERACY, FINANCIAL CAPABILITY & FINANCIAL ADVICE. WHAT SHOULD WE DO DIFFERENTLY AS A SECTOR?

Sponsored by



**RYAN KOPPENS**

Head of Adviser  
Networks  
Southern Cross



**MATT RAEBURN**

Senior Policy Analyst  
Ministry for the  
Environment



**JACK BISSET**

Principal Advisor  
Ministry for the  
Environment



**PETER LEITCH**

Authorised Financial  
Advisor  
SHARE



**GEORGIE MILES**

Head of Advice  
Advice First



**KATRINA CHURCH**

Director and  
Co-Founder  
Insurance People



**NEVILLE CAIRD**

Authorised Financial  
Advisor  
New Zealand Financial  
Planning Queenstown  
& Dunedin



**RUSSELL HUTCHINSON**

Principal  
Chatswood Consulting



**CHRIS BOON A.F.A.**

Managing Director  
Adelphi Insurance  
Brokers



**CAMILLA TUMAI**

Founder & Director  
IKONIK

### SESSION FOUR:

### HELPING NEW ZEALAND'S ADVISERS TO GROW - TOOLS, TIPS AND INSIGHTS



**CLARISSA HIRST**

Content Manager  
Financial Services  
Council



**JULIA NEWBOULD**

Money Magazine Editor  
& The Joy Of Money  
Author



**KATE MCCALLUM**

Financial Advisor &  
The Joy of Money  
Author



### STORYTELLING, BUILDING TRUST & CONNECTING WITH YOUR CLIENTS

**BAZ CAITCHEON**

Bazzacam Ltd



### MASTERCLASS: LICENSING, DISCLOSURE AND ADVICE MASTERCLASS

Sponsored by



**DAVID IRELAND**

Partner  
Dentons Kensington  
Swan



**TRACEY CROSS**

Partner  
DLA Piper



**MARK BANICEVICH**

Head of Industry  
Engagement  
Partners Life Limited



**KARTY MAYNE**

Compliance Consultant  
& Director  
Rosewell Consulting



**NICK SUMMERFIELD**

Partner  
Anthony Harper



**JEREMY MUIR**

Partner  
MinterEllisonRuddWatts



**STEVE BURGESS**

Director  
Compliance Refinery



**DAVID GREENSLADE**

Executive Director  
Strategi



**PENNY SHEERIN**

Partner  
Chapman Tripp





# 2021 PROGRAMME



## **SESSION 1: Open and welcome**

Introduction and setting the scene



## **SESSION 2: Embedding the changes in the New Zealand Advice Sector**

Our update session on the Financial Services Legislation Amendment Act (FSLAA), Conduct of Financial Institutions Review (CoFI) and consumers. Hear directly from the key players driving, leading and implementing the new regulations in the first panel, followed by Q&A.



## **In the Spotlight: Money & You and Adviser Research**

Find out more about the latest Financial Services Council consumer and adviser research, Money & You and the Financial Resilience Index.



## **Refreshments in the Marketplace**

Meet other Financial Advisers and visit providers that can give you practical hints and tips on getting ready for the changes in the Marketplace.



## **SESSION 3: Financial Literacy, Financial Capability & Financial Advice**

What should we do differently as a sector? Our panel will look at how the sector can work together and create opportunities to improve consumer capabilities and experiences in seeking financial advice, followed by Q&A.



## **SESSION 4: Helping New Zealand's advisers to grow - tools, tips and insights**

Looking to development your advice practice? These fast paced TED style talks from our experts will provide insights to help you grow your advice business.



## **Summit close and one last visit to the Marketplace**

One more opportunity to visit the marketplace and get the advice you need.



## **OPTIONAL**

### **Licensing, Disclosure and Advice Masterclass**

This practical workshop style masterclass will help you to improve your business in governance and compliance. The session will provide practical examples, compliance tips, process templates and will reiterate what it really means to run an advisor business. The masterclass will be led by Mark Banicevich and feature specialists from the 2020 Get In Shape webinar series who will be there to help you navigate the masterclass.

# THE EVENT





# FIND OUT MORE

All of the presentations and videos can be found at:

[getinshape.nz](https://getinshape.nz)

**Professional Advice Hub:** up to date information on regulation changes, webinars, research and other resources for those working in and around financial advice and financial services.

Follow us on Facebook:

[facebook.co.nz/financialservicescouncilnz](https://facebook.co.nz/financialservicescouncilnz)

Follow us on Twitter [@FSC\\_\\_NZ](https://twitter.com/FSC__NZ)





Summary sponsored by



The Financial Service Council of New Zealand's reports and publications are available on our website.

© The Financial Services Council of New Zealand Incorporated.

All rights reserved.

This publication is subject to copyright with all rights reserved.


Reproduction in part is permitted if the source reference "The Financial Services Council of New Zealand" is indicated.

Courtesy copies are appreciated.

Reproduction, distribution, transmission or sale of this publication as a whole is prohibited without the prior authorisation of The Financial Services Council of New Zealand.

The information provided is for information purposes only and in no event shall the Financial Services Council of New Zealand be liable for any loss or damage arising from the use of this information.

[fsc.org.nz](http://fsc.org.nz)

 Financial Services Council

 @FSC\_\_NZ

 Financial Services Council New Zealand

**Financial Services Council.**  
Growing and protecting the wealth of New Zealanders



# GET SHAPE

ADVICE SUMMIT 2021

## GET in SHAPE

### ADVICE SUMMIT 2021

SUMMARY INFORMATION

Sponsored by



Financial **Services** Council.  
Growing and protecting the wealth of New Zealanders

The Financial Service Council of New Zealand's reports and publications are available on our website.

© The Financial Services Council of New Zealand Incorporated.

All rights reserved.

This publication is subject to copyright with all rights reserved.


Reproduction in part is permitted if the source reference "The Financial Services Council of New Zealand" is indicated.

Courtesy copies are appreciated.

Reproduction, distribution, transmission or sale of this publication as a whole is prohibited without the prior authorisation of The Financial Services Council of New Zealand.

The information provided is for information purposes only and in no event shall the Financial Services Council of New Zealand be liable for any loss or damage arising from the use of this information.

**fsc.org.nz**

 Financial Services Council

 @FSC\_\_NZ

 Financial Services Council New Zealand

**Financial Services Council.**  
Growing and protecting the wealth of New Zealanders