



GET in SHAPE

ADVICE SUMMIT 2021

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SUMMARY INFORMATION

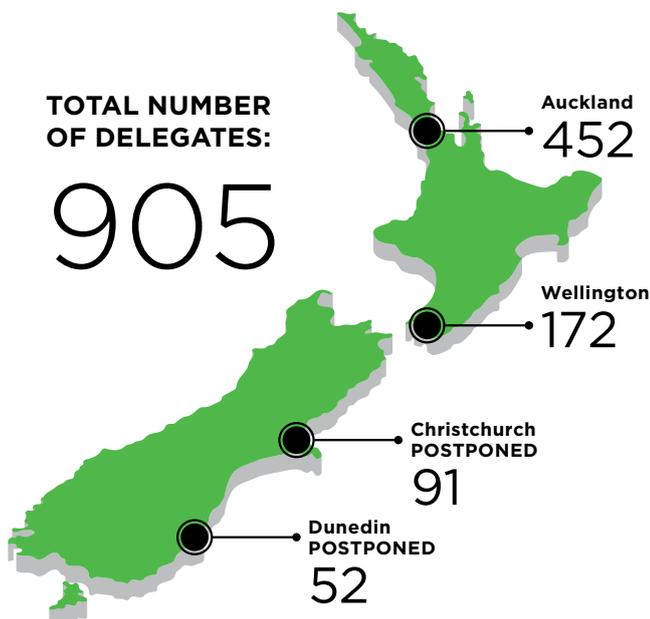
OVERVIEW

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



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**NEW ZEALAND
COMPANIES OFFICE**

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**

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**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?



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



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Head of Industry
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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

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.

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