

## SECURITOR SET TO ACCELERATE ADVISER NUMBERS

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For immediate release:

Advisers looking to thrive in a changing environment are being targeted to transition their practice to Securitor and grow their business to a full Fee for Advice offer, no matter what their business model or their stage of progress on this inevitable path.

Neil Younger, Head of Dealer Groups at BT Financial Group, said “Advice businesses are looking for stability from a licensee that supports their underlying business model. We have implemented an end-to-end process of practice development resources for advice businesses transitioning to Securitor.”

“We are currently co-hosting ‘client conversation’ masterclasses with the Association of Financial Advisers and the number of advisers attending has exceeded our expectations. This reiterates to us that advisers are looking for a proposition that will genuinely provide their practice with continued growth, profitability and sustainability “ Mr Younger added.

Paul Kearney, Principal at Kearney Financial Planning, said “Over the 12 years I have been in financial planning there has been several major rafts of industry and regulatory change that Securitor has navigated very well – and they’ve helped my business adapt to those changes.”

“Securitor have been very important in our ongoing business growth and supportive at all stages along the way. They’ve been able to offer me holistic business support that is tailored to my practice’s needs, by providing advice on the types of services we can utilise to help us take our business to the next level” he added.

Some of the highlights of the practice development package include: a tailored transition program that incorporates business model refinement, identifying their practice’s client value proposition and pricing their advice. Practices in the Securitor Dealer Group also have access to industry leading research, technical tools and customised workshops.

Securitor has been in business for almost 25 years and prides itself on providing a framework that allows its practices to have their own vision and identity but within a community of like minded professionals backed by the leadership of BT Financial Group.

**For more information visit:**

The [Securitor Website](#) or telephone **1800 053 205**

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