



SIFA's 20th ANNIVERSARY CONFERENCE

Staverton Park, Daventry, 26 and 27 April 2012

Thursday 26 April		
09.00 - 10.00	County foyer	Check-in and registration. Coffee and Danish pastries
10.00 - 10.05	County Suite	Welcome - <i>Ian Muirhead</i> , SIFA
10.05 - 11.50	County Suite	Stuart Bushell introduces and subsequently co-ordinates delegate Q&A with: <i>Chris Kenny</i> , CEO, the Legal Services Board on the role of the LSB and the benefits of promoting competition between regulators of legal services <i>Neil Rose</i> , Editor, LegalFutures, reviewing the business models for the delivery of legal services emerging in the wake of the Legal Services Act <i>Viv Williams</i> , CEO, 360 Legal Group, on multi-disciplinary opportunities
11.50 - 12.20	County foyer	Coffee break and exhibition
12.20 - 13.00	County Suite	The global economic outlook. <i>Simon Ward</i> , Henderson Global Investors
13.00 - 14.10	Restaurant	Lunch
14.10 - 14.55	Breakout rooms - 11 Workshops, each running 4 times	1. Business opportunities arising from trust work; <i>Peter Antonius</i> , Octopus
15.00 - 15.45		2. Trading structures for professionals; <i>Andy Poole</i> , Armstrong Watson 3. Portfolio theory in practice; <i>Julian Hince</i> , M&G 4. Social media and video for business; <i>Richard Wyatt-Haines</i> , Just90TV 5. Drawdown, death benefits and IHT mitigation; <i>Adrian Walker</i> , Skandia 6. Solutions for clients affected by FATCA; <i>Paul Nixon</i> , Vestra 7. Communicating global markets to clients; <i>Dan Morris</i> , JP Morgan 8. The use of guarantees in retirement planning; <i>Lee Badger</i> , AXA Europe 9. Business protection for professionals; <i>Clare Harrop</i> , L&G 10. Opportunities in the later life market; <i>Tony Miles</i> , Partnership 11. Pension accumulation planning 2012/13; <i>David Clapham</i> , Zurich.
15.45 - 16.10	1 st floor foyer	Tea and biscuits and exhibition
16.10 - 16.55	Breakouts	11 Workshops
17.00 - 17.45	Breakouts	11 Workshops
17.45 - 19.15	Leisure	Pool, sauna, steam room, whirlpool spa
19.15 - 20.00	County Bar	Champagne reception sponsored by Standard Life
20.00 - 22.00	County Suite	Conference Dinner (black tie) with Rugby star <i>Brian Moore</i>
22.00	Bars	Open until 1.30 a.m.

Friday 27 April		
07.30 - 08.45	Restaurant	Breakfast
09.00 - 10.00	Winchester Gloucester	<i>Richard Cohen</i> , Epop Legal; the use of technology in the legal market place. <i>Holly Mackay</i> , Platform; The future of wraps and platforms
10.05 - 10.45	County Suite	<i>Chrissie Lightfoot</i> , "The Naked Lawyer". Lawyers as entrepreneurs
10.45 - 11.05	County foyer	Coffee
11.05 - 12.30	County Suite	"A problem shared". Peer group interactive discussion of issues raised by member IFAs in relation to working with solicitors. Hosted by <i>Ian Muirhead</i>
12.30 - 13.15	Restaurant	Lunch (or takeaway if ordered)
13.15		Depart