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## *Media Statement*

### **Singapore advisors get good oil on Gold Coast**

A focus on compliance and the effects of the US sub-prime crisis is set to drive Singapore financial advisory group Professional Investment Advisory Services (PIAS) annual conference agenda.

More than 200 delegates packed into the convention facilities at Jupiters Casino on the Gold Coast for the Group's fourth annual conference, held last week.

PIAS is a wholly owned subsidiary of diversified financial services group Professional Investment Services (PIS).

PIS chief executive officer Robbie Bennetts said with the rapid growth of PIAS and sudden change in the economic climate, compliance and the US sub-prime crisis were of huge interest to PIAS advisers.

"In the six months to June 2007 PIAS doubled its funds-under-management, from \$SGD300 million to \$SGD680 million," Mr Bennetts said.

"Add to that during the 2007 financial year PIAS adviser numbers boomed by 56 per cent.

This conference is a wonderful opportunity to for our PIAS advisers, staff and fund manager to get together and give them a chance to refresh and refocus on the year ahead, the growth opportunities that are there and the rules and regulations they need to follow."

Mr Bennetts said the conference was not just aimed at improving the skills and knowledge of the PIAS advisers. "Particularly for our newer recruits to PIAS, it's a chance to network and get to know other representatives and staff from both Singapore and Australia.

If you look around the conference venue you can see more than 40 advisers and staff from the Australian operation either running forums, lecturing on topics, taking part in workshops, or just engaging with delegates," he said.

"It leads to a fantastic cross-pollination of ideas and procedures.

"We are always open to new ideas and techniques and are willing to embrace any practice that would lead to us offering better and more efficient service to our clients."



## Professional Investment Services

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Mr Bennetts said the session on adviser success, which showcased the success of PIS and PIAS advisers Kellyn Kiu, Claudia Stein and Greg Holman was an example of this pollination.

“It’s a regular feature at all of our conferences. We have successful advisers talk about their practices and what techniques and tools have worked to help them grow their businesses and service their clients needs more efficiently.”

Other items on the conference agenda included Introduction to Alternative Investments presented by Man Investments South East Asia Director of Sales Jameel Tawasin, A New Frontier – Central Asia and Eastern Europe presented by SFM Group Regional Manager, Asia, Raymond McLaughlin, and Asset Allocation - Intelligent Portfolio Planning by Friends Provident International Regional Sales Manager Belinda Tan.

The conference also featured group updates on PIS and PIAS, as well as the company’s legendary Corporate Idol karaoke night.

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