

Research

Chair: Terry Pinnell CFP
Directed Ethical Investments Pty
Ltd

Speakers

- Trevor Thomas - Ethinvest
- Steve Falci - KBC Asset Management
- Glenn Fozard - Intersuisse

(Each speaker will be talk for 10 min with an overall 10 minute question time after last speaker)

Format for the session

- Welcome/Overview: 10 mins
- Speakers: 45 min
- Table Discussions: 45 min
- Feedback from Table Discussions: 10 min
- Wrap Up: 10mins

Goals for this workshop

- 1. Pooling of acquired knowledge and ideas.
- 2. Acquire tools to assist advisers in the future
- 3. Wish list for prospective researchers
- 4. Adviser research criteria for fund managers.
- 5. Adviser co-ops for small company/IPO research
- 6. Ideas for future adviser education
- 7. Research groups
- 8. Improvements to RIAA Certification Process
- 9. Adviser networks

Table Discussions

- **Ground Rules**

- 1. Don't talk too often and too much
- 2. Listen and try not to interrupt
- 3. All points of view are relevant.

- **Process on table**

- Everyone on the table will briefly introduce themselves by name & advisory group or company and 'Why I chose this table/topic'

- Maximum 1 minute each.

The facilitator will then open the group to general discussion around the questions raised by the table topic. There will be 25-30 minutes of discussion.

The facilitator will enforce the ground rules and, if necessary move the topic forward if goes off track.

Scribe - Volunteer

- There will be a piece of butcher's paper on the table to be used as a record of discussions.
- The scribe needs to write at the top of the paper the table number and the topic discussed.
- The scribe needs to write clearly because the spokesperson needs to be able to read the document and the information will be transcribed onto the RIAA website or blog site for future use, so has to be read by a third party.

Spokesperson- Volunteer

- There is around 1 minute allocated for each spokesperson to tell the room of the points raised in discussion, conclusions or future requirements using the butcher's paper as reference.
- Table 7 to start the feedback session.

Where to from here?

- We have heard all the reports from the groups – what are the next steps in the process?
- Commitments to proceed
- Future events/ meetings