



Professional Investment Services

ABN 11 074 608 558 | Australian Financial Services Licence Number 234951

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Media Statement

Insurance sales survey puts PIS top of the table

PROFESSIONAL Investment Services continues to lead the way in new insurance sales according to respected international financial consulting group NMG Financial Services Consulting.

According to NMG's Risk Distribution Monitor, PIS led the highly competitive Australian risk product sales for new sales in the April to June quarter.

The survey placed PIS more than \$1.5 million in sales ahead of its nearest competitors. It was the fourth quarter in a row that the diversified finance group has led the way.

PIS chief executive officer Robbie Bennetts said the result was an indication of the company's strength across the full financial spectrum.

"Since we purchased IFMA in 2000, insurance has seamlessly become an integral part of our holistic approach to financial advice," he said.

He said PIS would not rest on its laurels even though it had led the insurance sales charge for the past year.

"Australia's \$5 billion-a-year life insurance market is hugely competitive and we will be striving to continue to grow our market share of the new sales," he said.

"However, this won't happen at the expense of our clients. We are committed to offering our clients holistic advice that suits their financial situation and provides them with the best possible outcome."

PIS was formed in 1996, and now has more than 1500 advisers Australia-wide and more than 900 overseas.

It has operations in seven countries spanning the globe, and has more than \$20 billion funds under management.

NMG Financial Services Consulting is a multi-national consultancy that focuses exclusively on the insurance and wealth management segments.



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Founded in Singapore in 1992, NMG Financial Services Consulting quickly established itself as one of the pioneers in financial services consulting in Asia. The business now operates out of 13 locations worldwide.

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