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## ***Media Statement***

### **PIS swims against education tide to rescue recruits**

AUSTRALIA'S largest financial planning group Professional Investment Services is beefing up its training of new recruits, bucking a growing trend among some of its rivals.

PIS, which has more than 1500 advisers throughout Australia and more than 900 overseas, is increasing its commitment to its three-pronged training program aimed at the industry's newest members.

Chief executive officer Robbie Bennetts said strong demand from employees had led the Group to expand its highly successful paraplanning training course.

PIS recently established a training centre at its corporate headquarters at Bundall on the Gold Coast, part of its annual investment of more than \$1 million on training.

PIS, which recently topped the table for the third year running as Australia's largest dealer group, has developed a raft of training programs which has seen more than 150 trainees pass through the Company's programs.

It has now pledged to continue with its Insight, Paraplanning Launch and Paraplanning School courses and will now offer an internship program as well.

The Insight course is an introductory course for university students, the Paraplanning Launch is for recruits who are just starting in the industry and the Paraplanning School is designed for junior advisers who have been working for between three and six months.

Mr Bennetts said the new internship program would link with all three courses and give students further opportunities for in-house training within PIS' headquarters on the Gold Coast.

"The internship is expected to extend for about two months and the cost of running the program will be shared by PIS, our adviser group and the students," he said.

PIS is also looking to introduce a government-backed traineeship to provide staff with Certificate IV accreditation.



## Professional Investment Services

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“While there will be strict guidelines on who will be eligible for the traineeships, the program will offer the best results to both the employer and the employee within the PIS network,” said Mr Bennetts. “There will also be a range of traineeship programs for employees to choose from.”

Mr Bennetts said the next step for the Company would be to set up a paraplanners school for staff with more experience in the field.

Some of the ideas the Group is looking at include using on-line training and the web casting of lectures to further advance the education of advisers in its network.

“We have always been proud of our commitment to increasing the expertise of our advisers and these latest steps will extend the knowledge and skills of our team even further,” he said..

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