



Thursday, 15 January 2009

Media Statement

PIS rolls up its sleeves for 2009

AUSTRALIA'S largest financial advisory group Professional Investment Services is rolling up its sleeves for 2009, starting with the annual Back to Business national roadshow of professional development days in January to help PIS advisers prepare for both the challenges and opportunities likely to present themselves in 2009.

The "Back to Business" professional development sessions are designed to provide the Group's advisers with new initiatives and strategies to implement during 2009 as they prepare to help clients through the very uncertain financial times.

Professional Investment Services chief executive officer, Robbie Bennetts, said the aim of the sessions was to ensure clients were receiving the best possible advice and drive business growth for both advisers and the Group.

"The strategies and initiatives we will introduce in 2009 will ensure that PIS clients and advisers remain at the forefront of the opportunities in financial services in Australia.

"The next 12 months will have its challenges however we are confident that our strategies will deliver."

"We want to ensure that the PIS network of advisers are among the best educated professionals within the industry and that they are well placed to provide clients with the best possible advice in this difficult period."

Mr Bennetts said the 2009 functions will launch initiatives such as a new business coaching software, redundancy tool kits and quarterly client focused marketing campaigns.

The business coaching program has been designed to help advisers strengthen their businesses in the current market.

"All of the initiatives and strategies are developed following the outcome of the PIS Annual Strategic Review, held on the Gold Coast in November last year," said Mr Bennetts.

"I strongly believe that the Strategic Review and the Back to Business programs are essential ingredients in helping our network of advisers remain among the top performers within the financial profession."



Professional Investment Services

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Mr Bennetts said the Group has ample reasons to be optimistic about the future.

“PIS was rated the number one group in the latest NMG Life Risk report, our subsidiary Australian Loan Company was named the Wholesale Aggregator of the Year, Group adviser numbers are up, despite investor sentiment being low our advisers are implementing new strategies for clients and our client retention is exceptionally high,” he said.

“During the current economic environment our relationship based, activity driven business model has delivered copious information and confidence. We have been actively increasing the number of client briefing sessions that we run to meet the demand for information and education in these turbulent times.”

ENDS

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