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Paraplanner Census

Extracts: April 2010





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Introduction

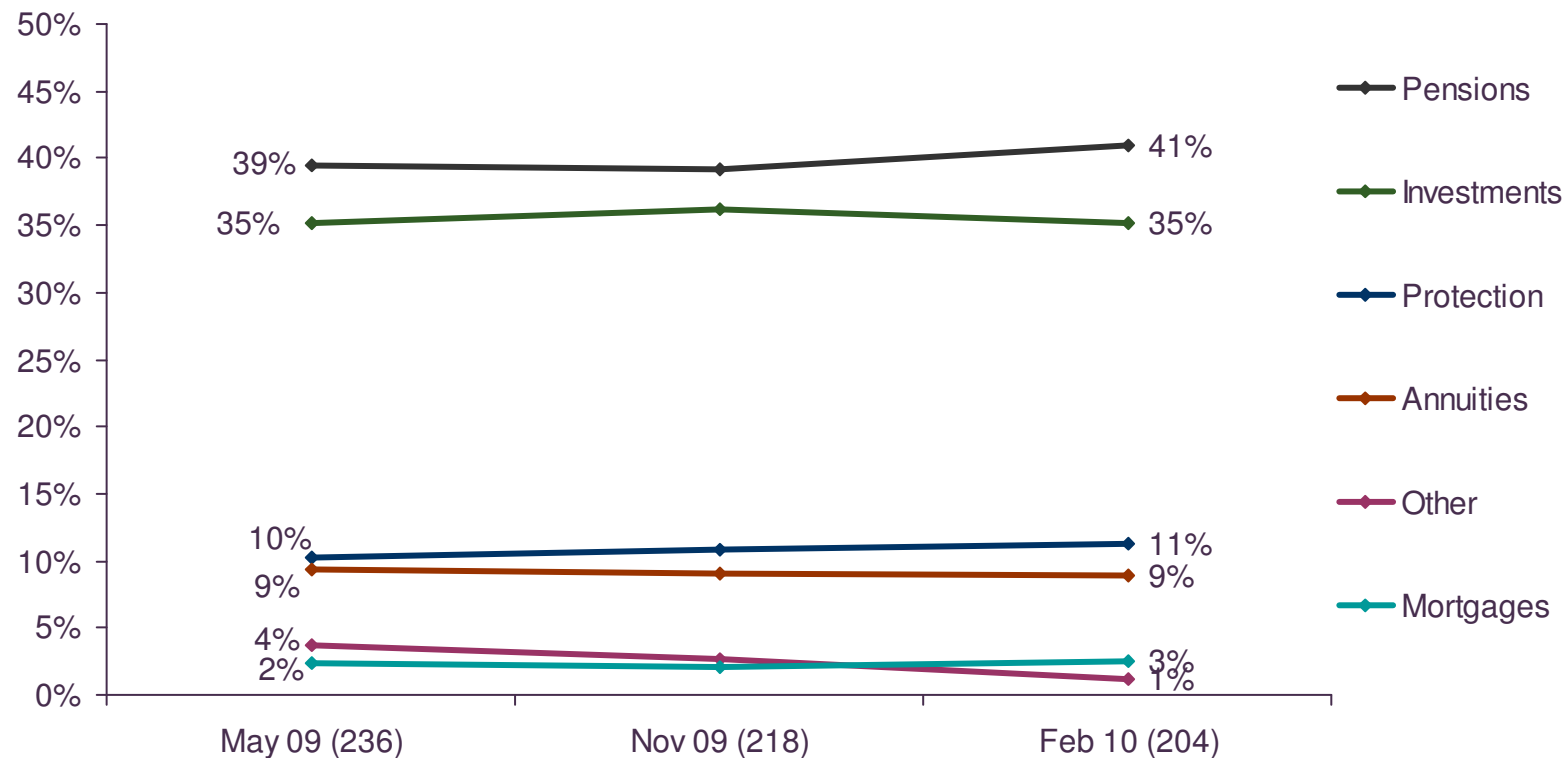
Paraplanner Census provides a unique source of insights into the increasingly influential role of the Paraplanner

- NMG conducted quantitative and qualitative research with Paraplanners during April / May 2009 - this included two focus groups, nine depth interviews and an online survey which was completed by 236 UK Paraplanners
- In November 2009 NMG launched Paraplanner Census – a quarterly study involving an online survey with 200+ Paraplanners
- This report contains some key findings from Wave 2 conducted in February 2010 and, where relevant, a comparison with Wave 1 and the pilot wave from May 2009
- The next survey will be conducted in May 2010



Business splits

As for IFAs, pensions and investments tend to be the main product focus for Paraplanners, which has remained consistent over previous waves

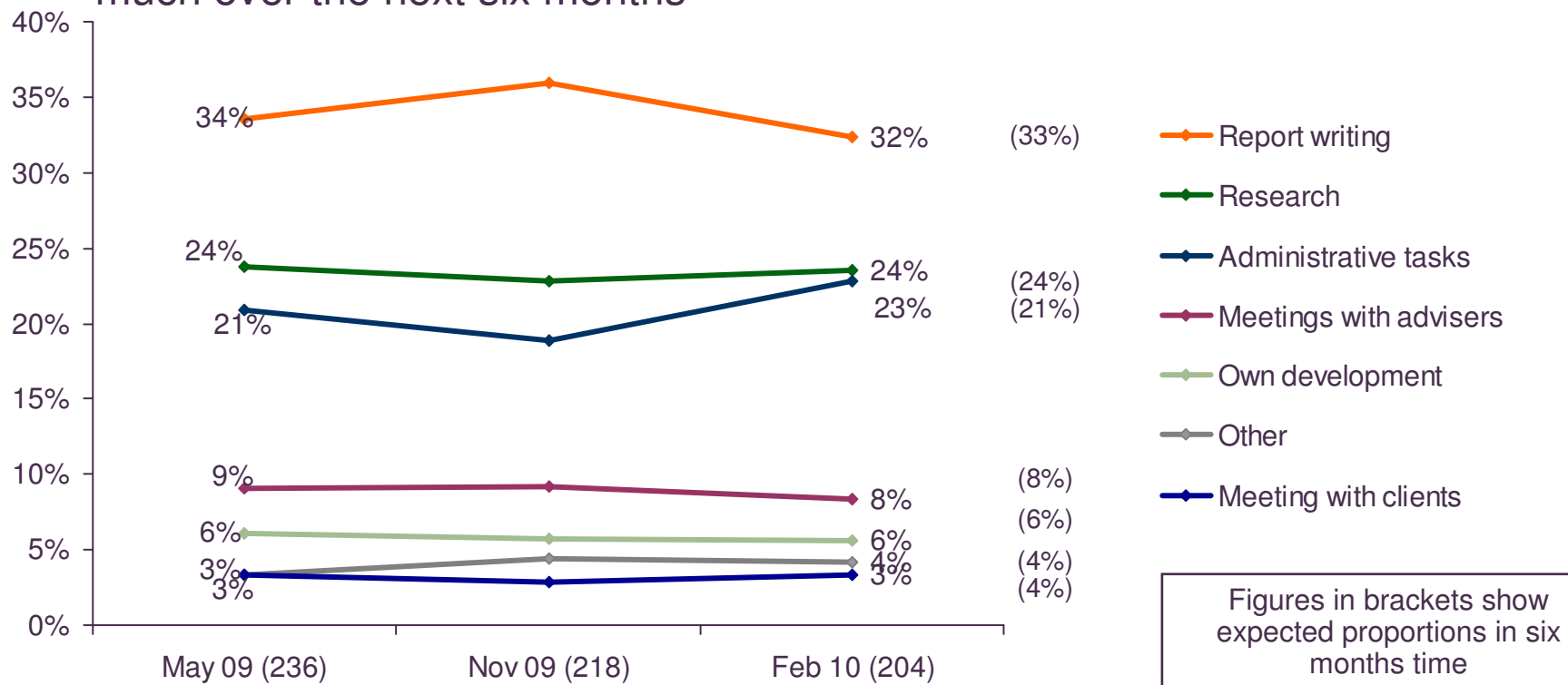


Base: All respondents (see chart)
What percentage of your time is spent on activities relating to each of the following areas



Percentage of time spent on activities

Paraplanners tend to spend the most time on report writing; research and administration also make up a significant proportion of their role, while very little time is spent with clients; the activity split is not expected to change much over the next six months



Base: All respondents (see chart)

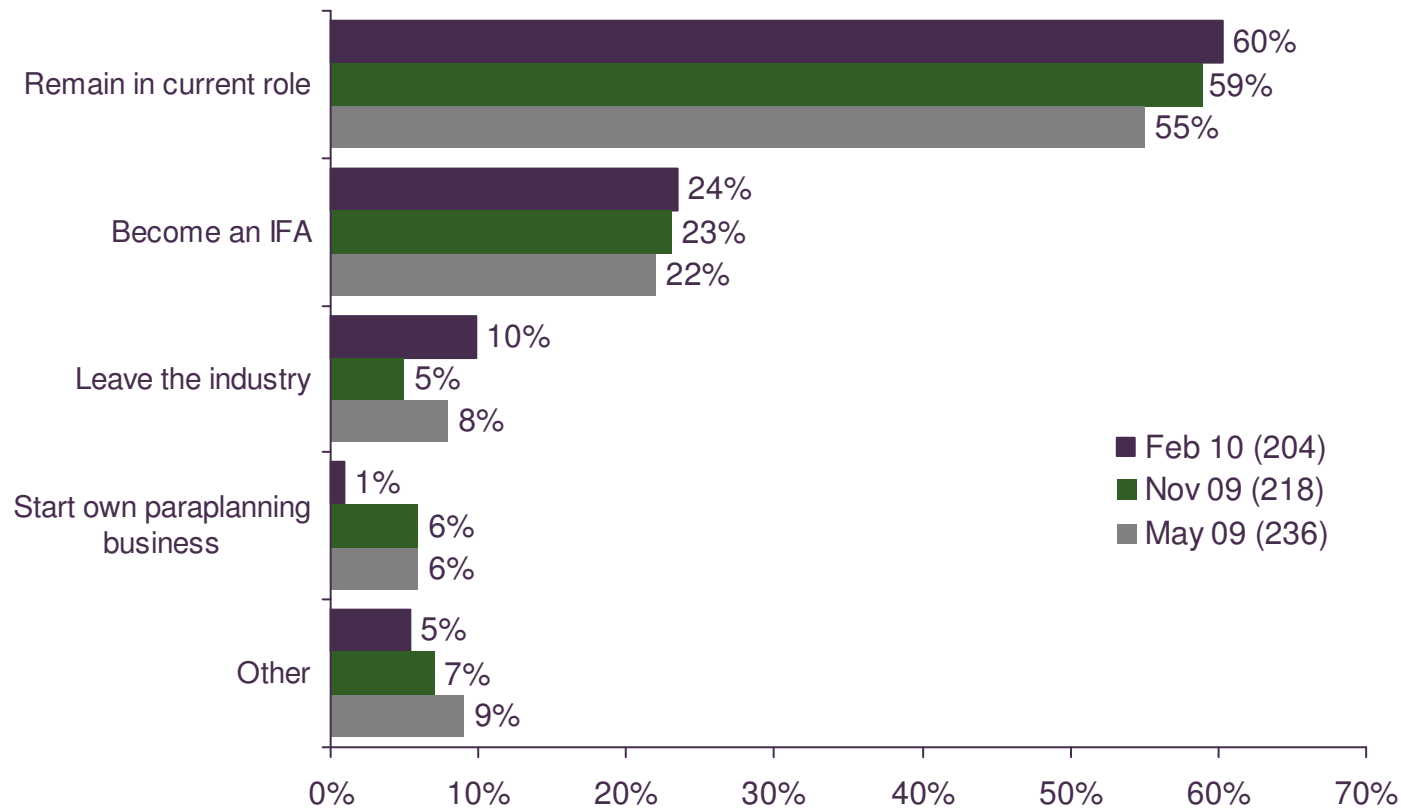
What percentage of your time is spent on each of the following activities

What do you expect the proportion of your time spent on each of the following activities to look like in six months time



Career aspirations

Whilst the majority of paraplanners plan to remain in their current role, almost a quarter hope to become an IFA, helping to replenish the UK base following the expected drop post RDR

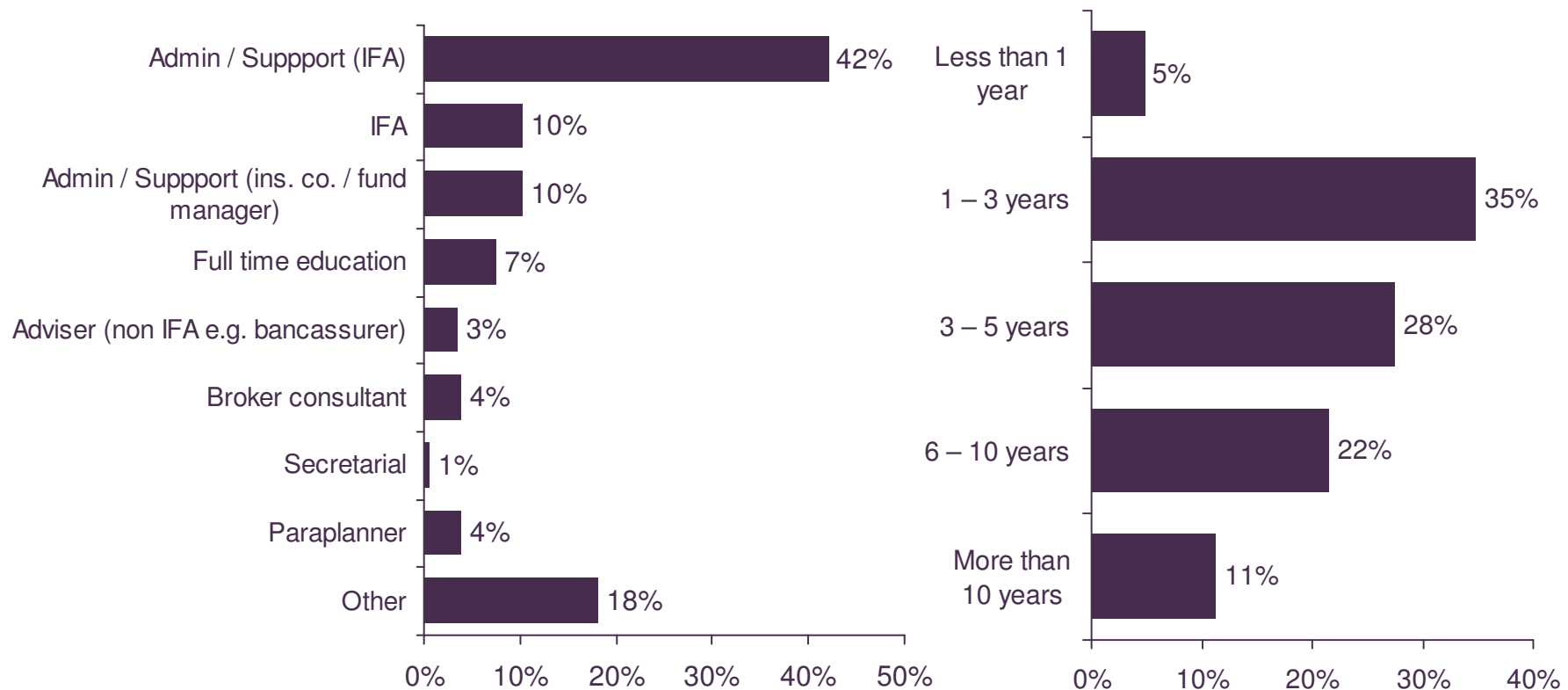


Base: All respondents (See Chart)
Which of the following best reflects your current career aspirations



Most recent position prior to current role

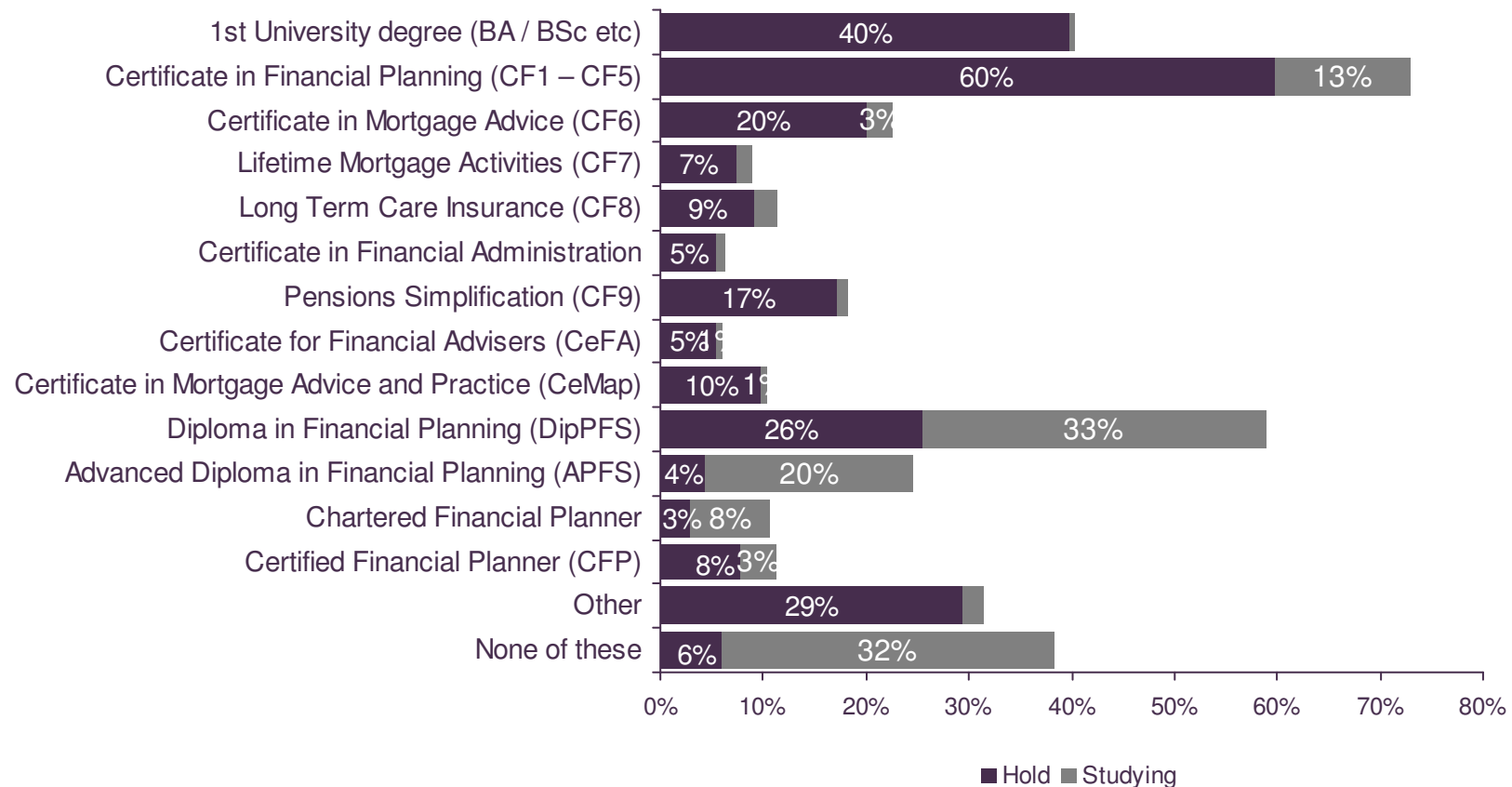
Almost half of paraplanners have moved up from a general admin / support role; majority are fairly established in their role



Base: All respondents (see chart)
What was your most recent position prior to becoming a [role]

Qualifications held

Paraplanners have a high level of qualifications, with many holding or currently studying for those required for the RDR



Base: All respondents (Feb 10 204)

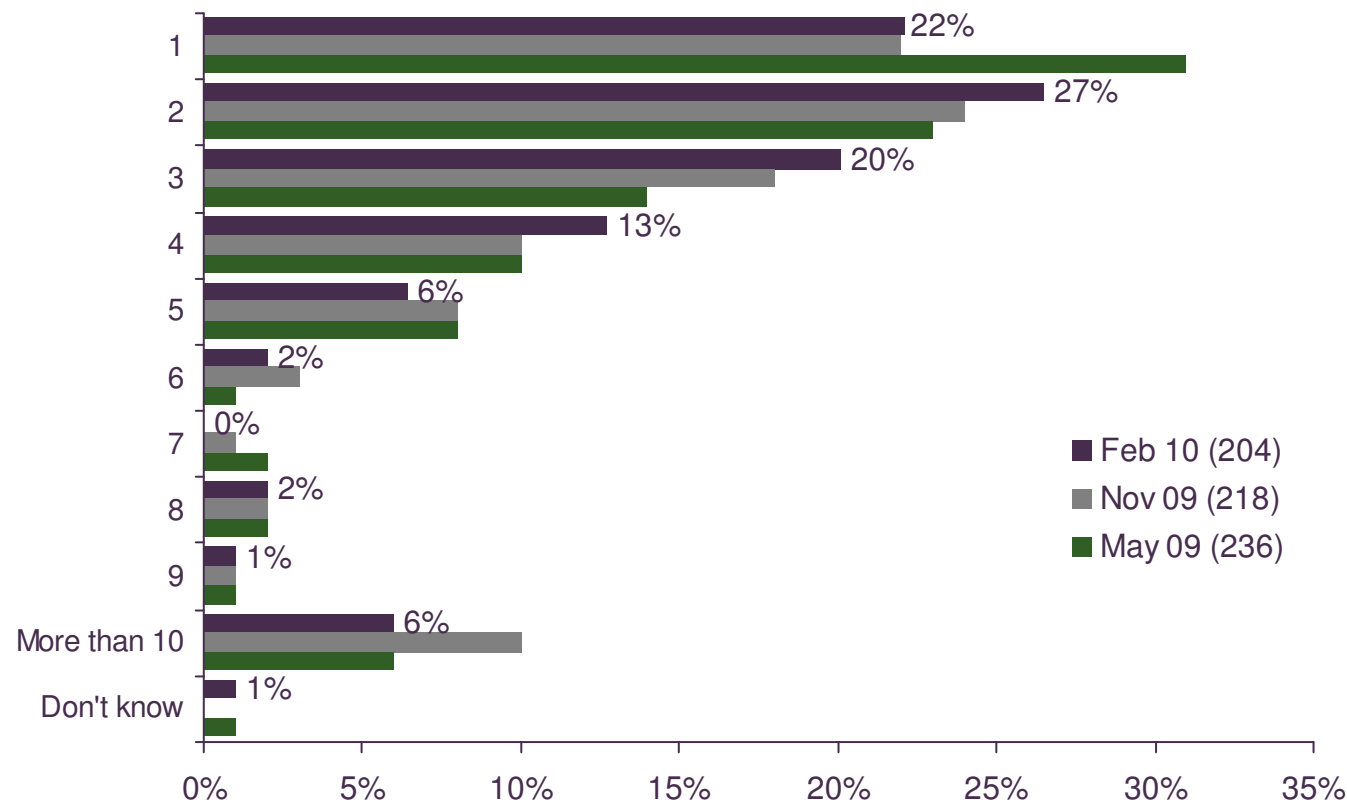
Which of the following qualifications do you hold? Please tick all that apply

Which of the following qualifications are you currently studying for? Please tick all that apply



Number of IFAs provide support to

Paraplanners tend to provide support to just a few IFAs, although less from the latest sample work for more than 10 IFAs



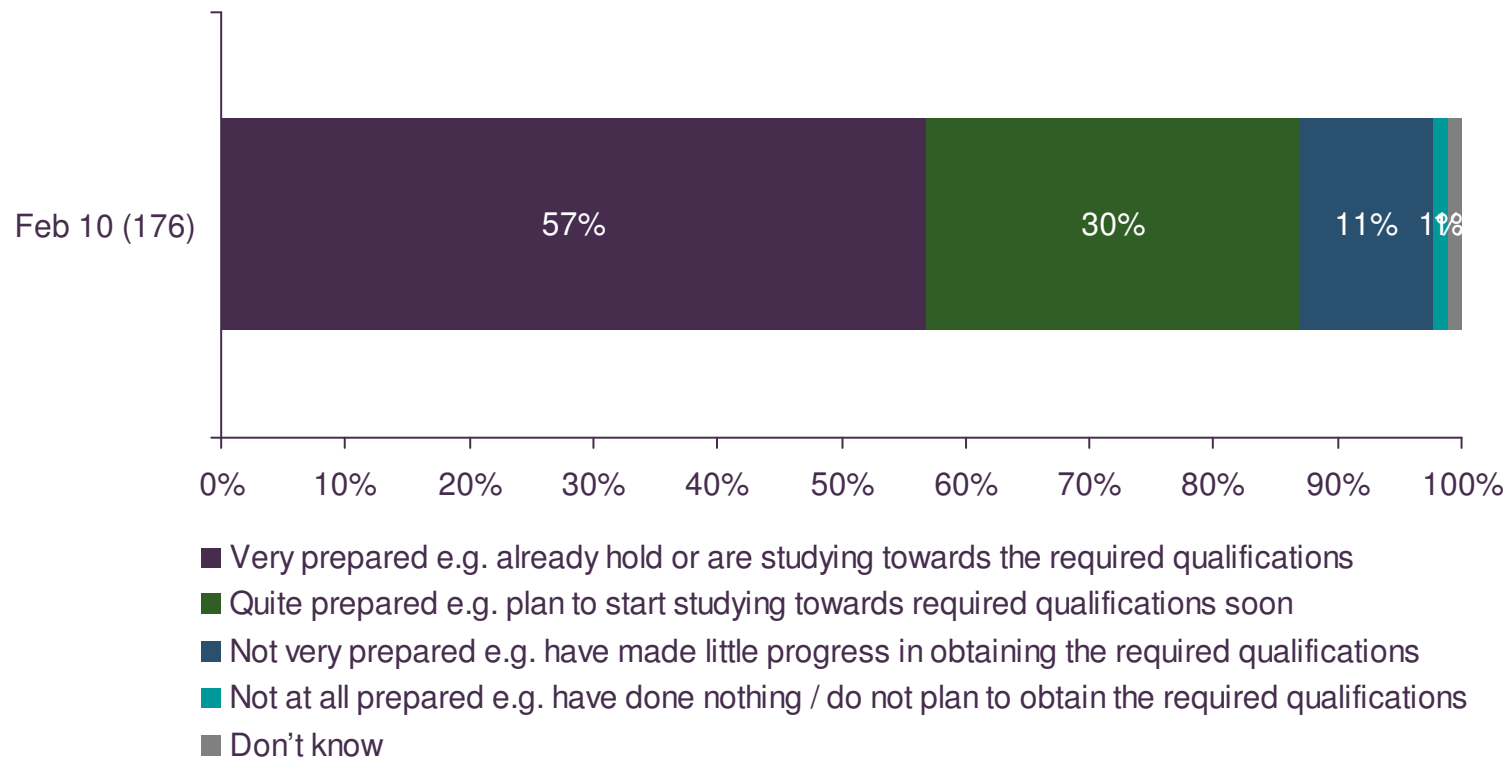
Base: All respondents (see chart)

How many individual IFAs do you provide support to



How prepared IFAs are for the RDR

The majority of paraplanners feel positive about the progress the IFAs they work with have made towards meeting RDR requirements



Base: All who know enough on RDR to comment

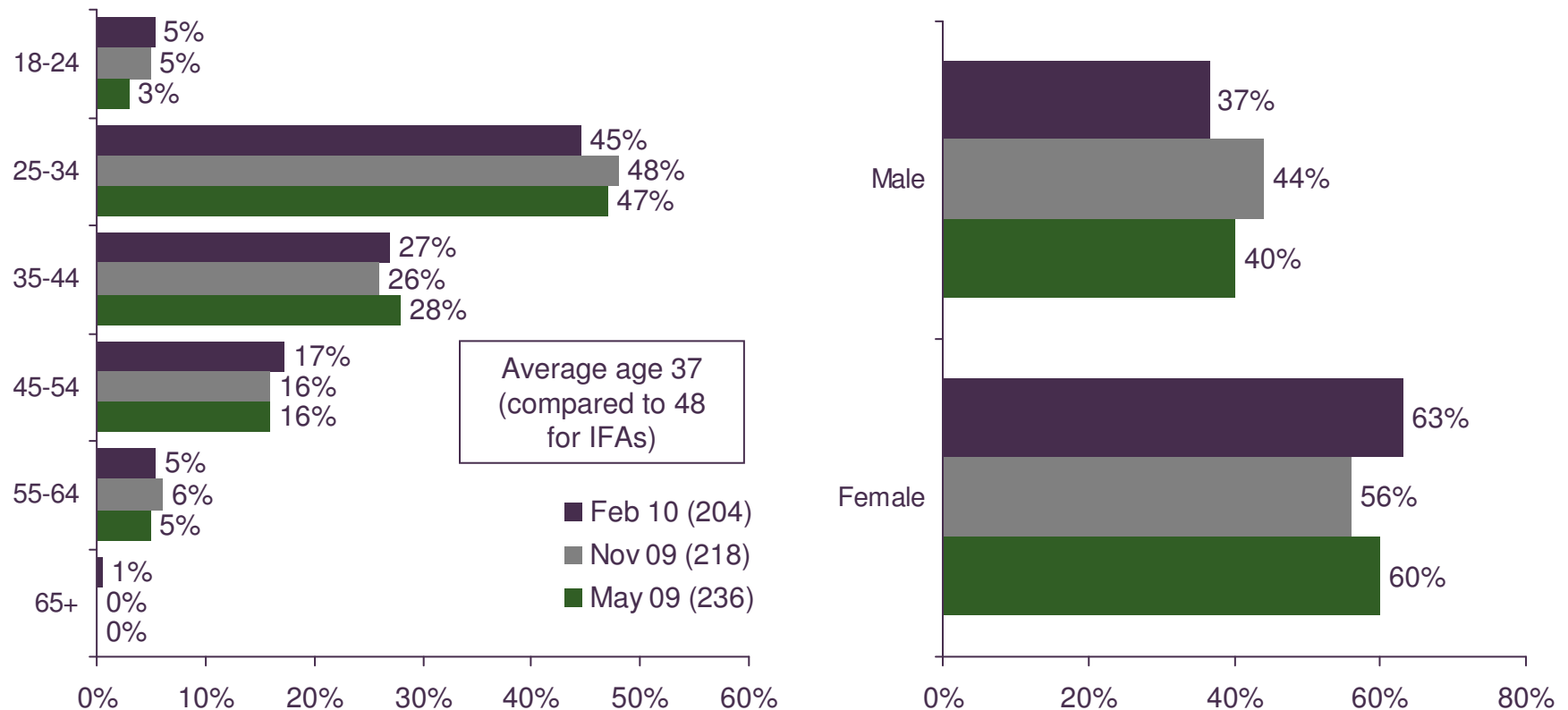
Which of the following best describes how prepared you think the IFAs you work for are for the RDR?

New Question Feb 10



Age and gender

Almost half of paraplanners are aged between 25 and 34, so they tend to be younger than IFAs; there are more females than males, which again differs from IFAs



Base: All respondents (see chart)
Please specify your age
Please specify your gender



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