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Paraplanner Census

Extracts: December 2009





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Introduction

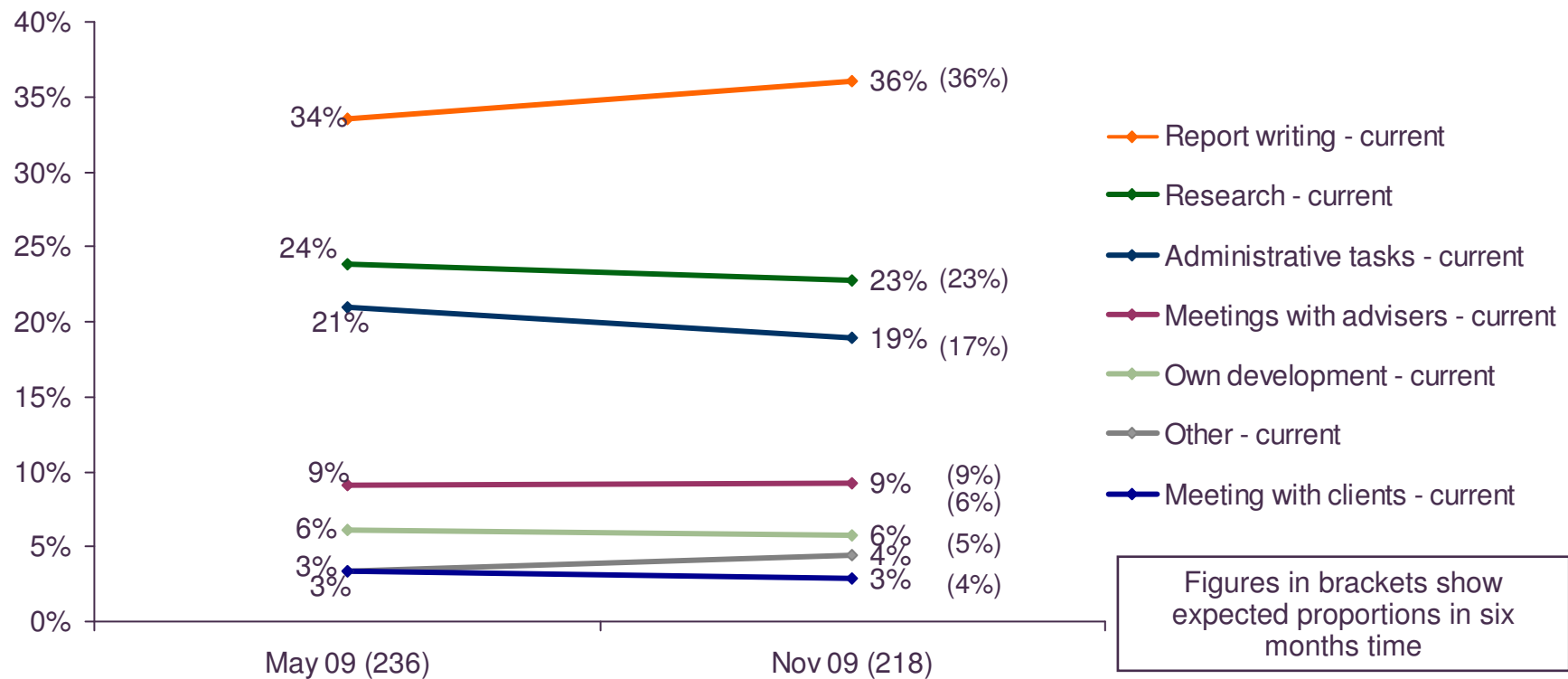
Paraplanner Census provides a unique source of insights into the increasingly influential role of the Paraplanner

- 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 1 and, where relevant, a comparison to the pilot wave in May 2009



Percentage of time spent on activities

On average Paraplanners spend around a third of their time on report writing and nearly a quarter on researching products, funds and providers, 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)

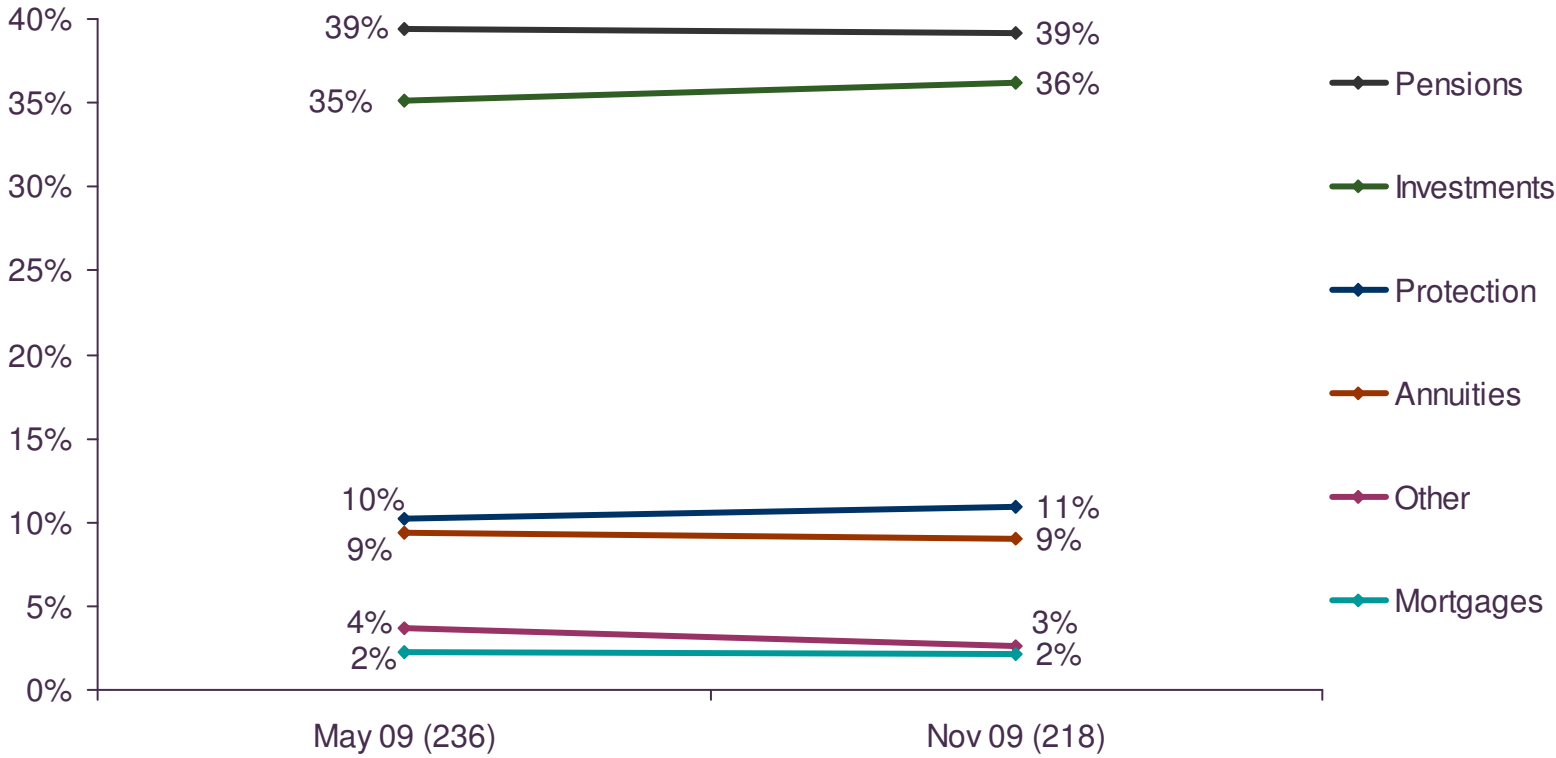
What percentage of your time is spent on each of the following activities

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



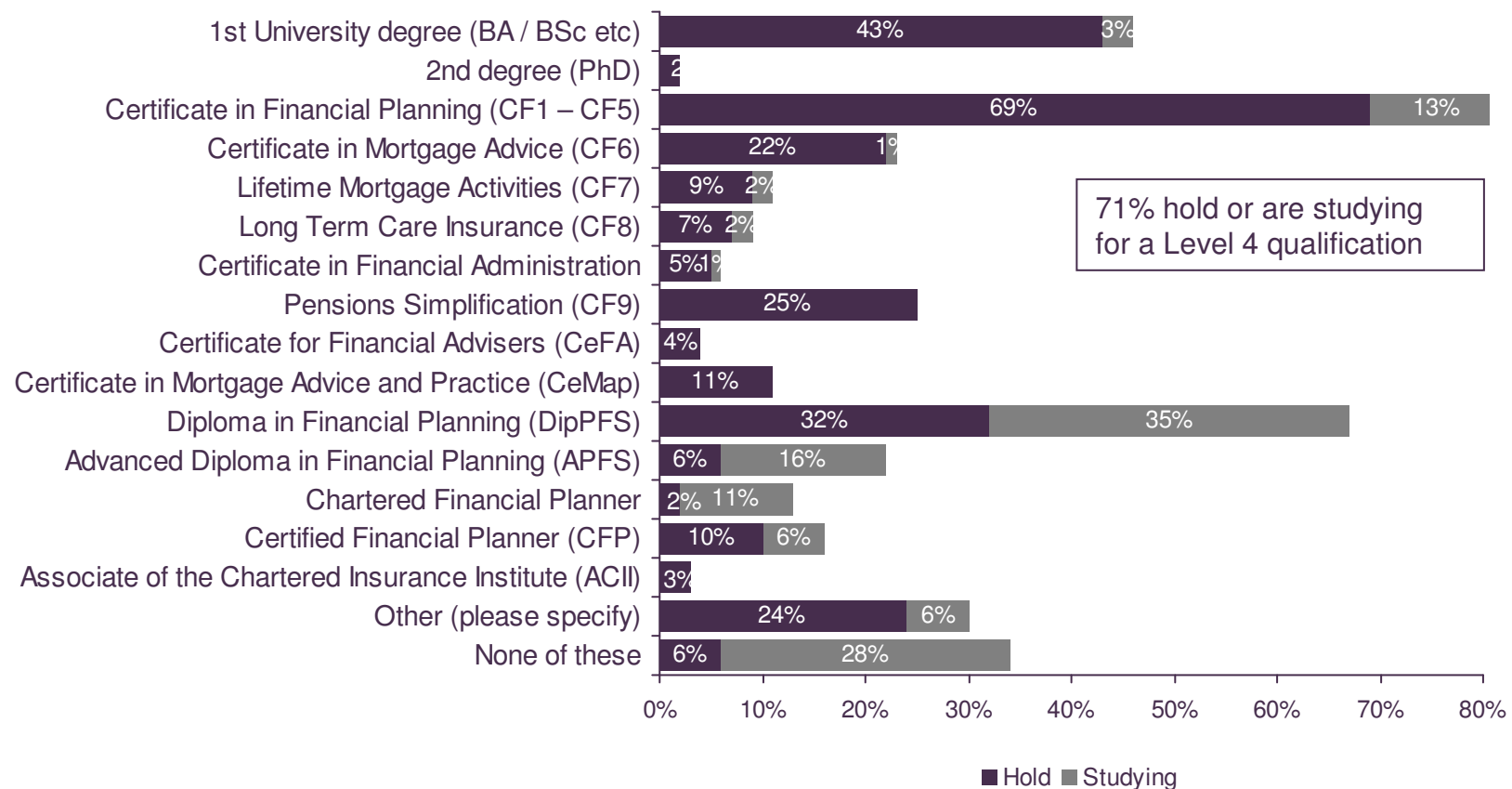
Business Splits

Pensions and investments tend to be the main product focus for Paraplanners



Qualifications held

Paraplanners have a high level of qualifications with many holding those required for the RDR



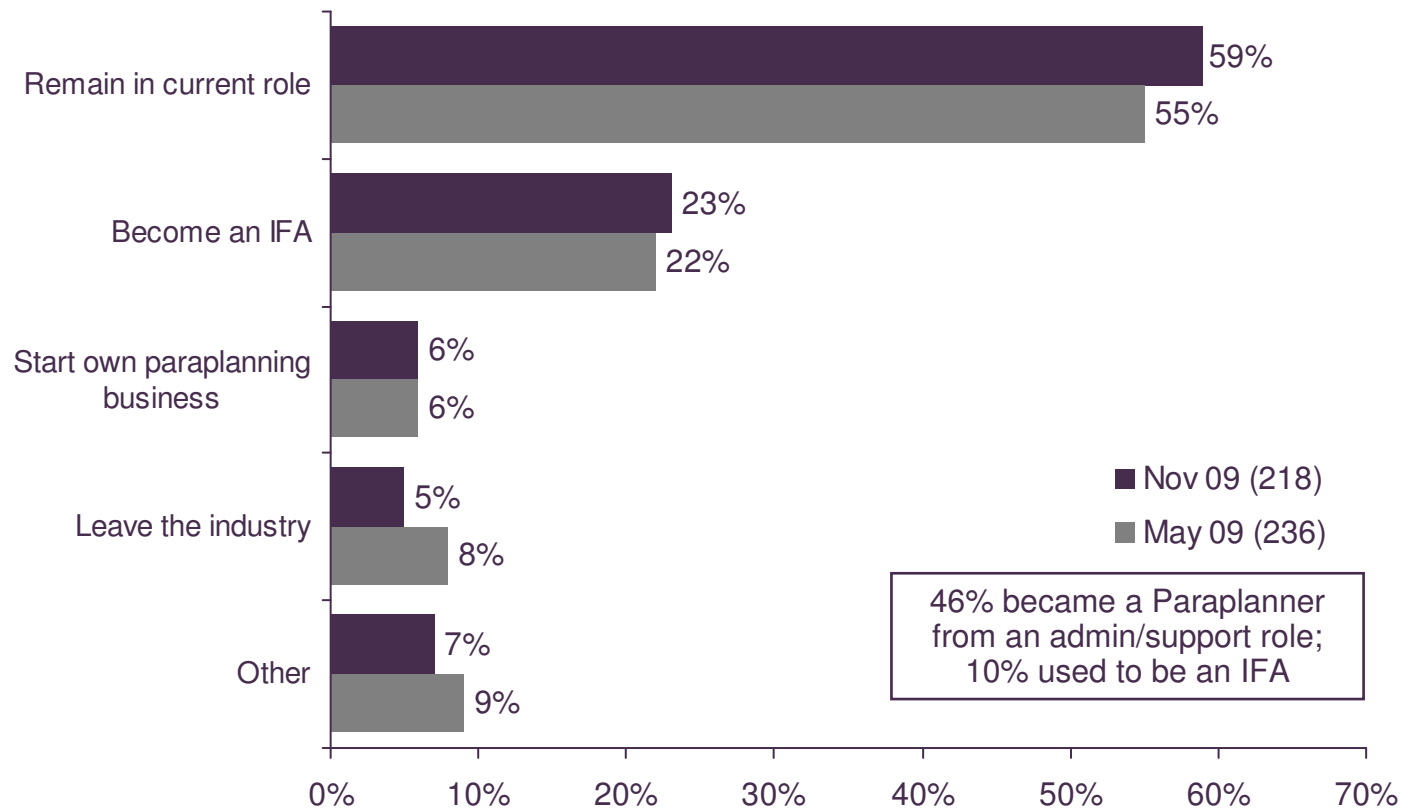
Base: All respondents (Nov 09 218)

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

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

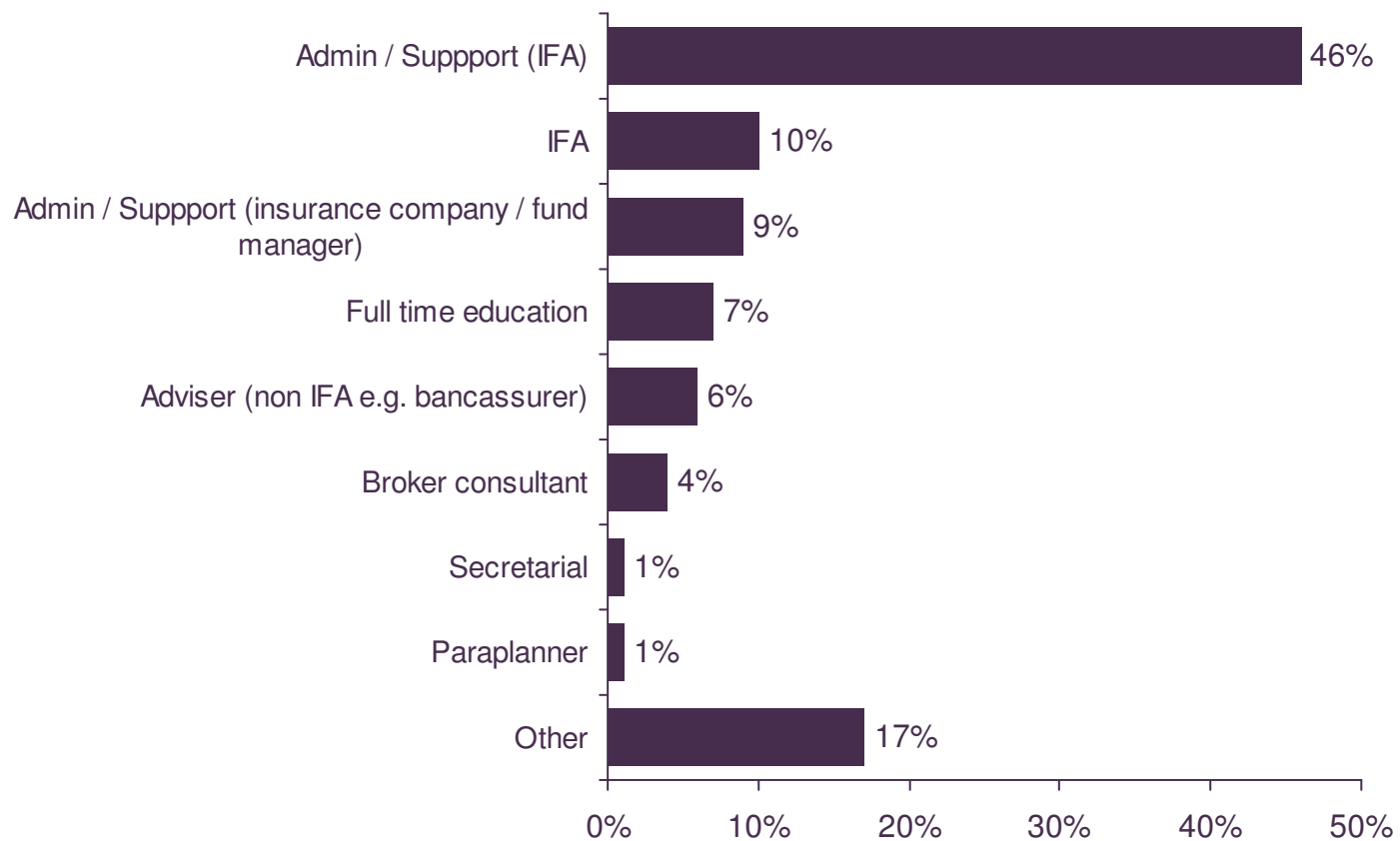


Base: All respondents (Nov 09 218, May 09 236)
Which of the following best reflects your current career aspirations



Most recent position prior to current role

Almost half of Paraplanners have moved up from a general admin / support role; 1 in 10 used to be IFAs



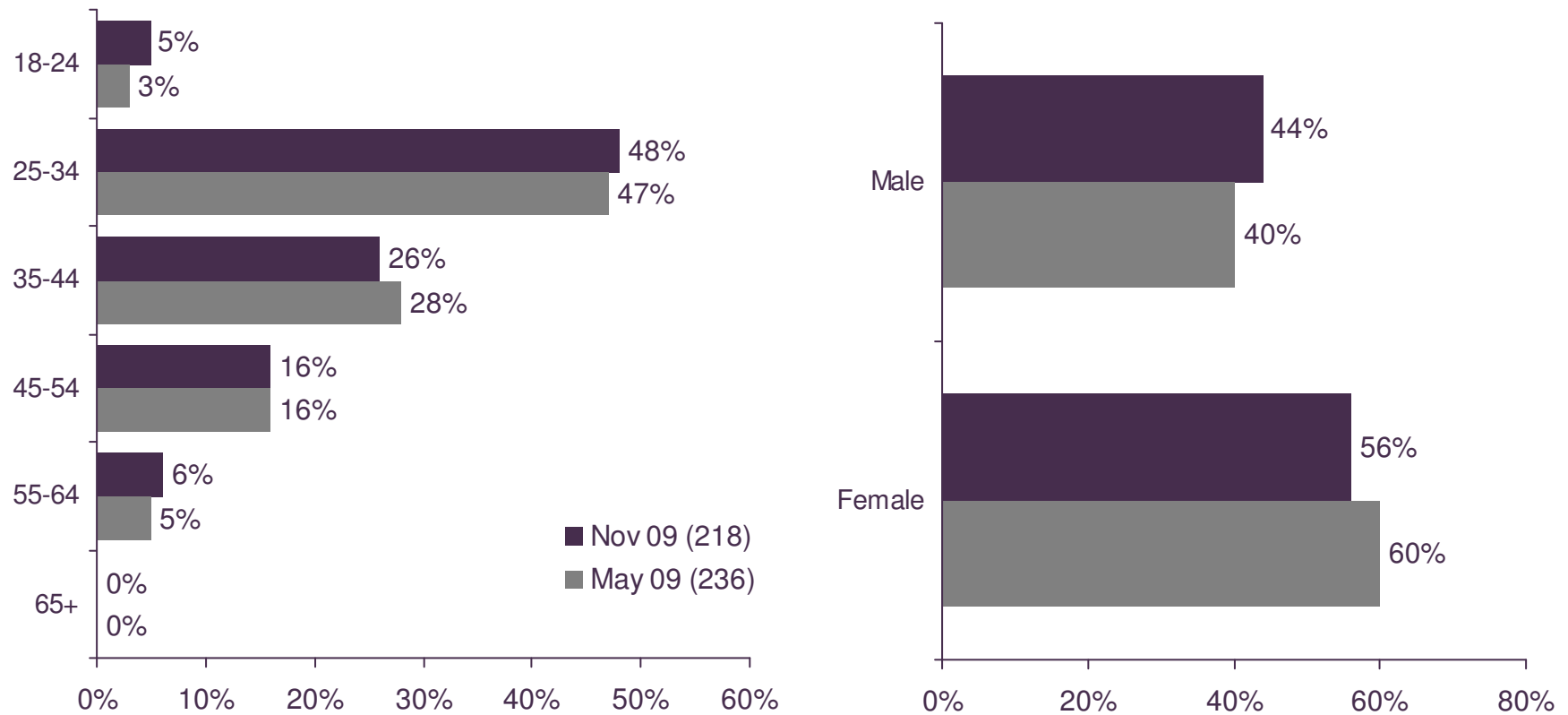
Base: All respondents (Nov 09 218)

What was your most recent position prior to becoming a [role]



Age of respondents

Almost half of Paraplanners are aged between 25 and 34, with more females than males



Base: All respondents (Nov 09 218, May 09 236)
Please specify your age



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