

Are you at risk?

The world of adviser remuneration is changing.

Your advisers will look to you to help them make such a fundamental change in their business.

How will you assist your advisers through this upheaval?





**Elixir Consulting
has released
the first piece
of industry
intelligence on
adviser pricing
models in
Australia.**

Advisers who have successfully changed their pricing model are currently the minority, and detailed information on how they made the change and how they price advice successfully has not been readily available.

This qualitative research report goes beneath the surface and unveils exactly what and how advisers are charging for their services, and how they overcame the challenges in creating a fee-based pricing model.

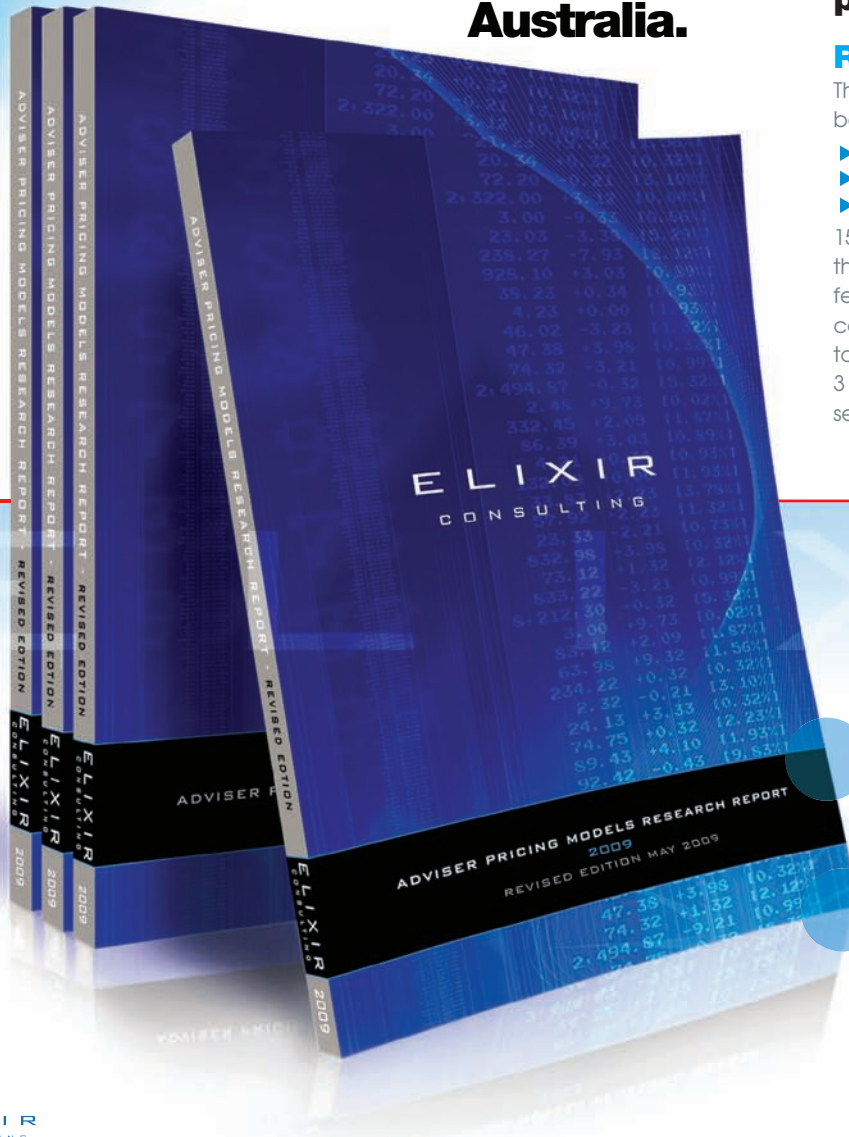
Research Features

The information gathered from 120 research participants has been distilled into sections that identify:

- ▶ 14 Key Findings
- ▶ 6 Emerging Trends
- ▶ 11 Challenges

15 Business Models are completely detailed – from defining their typical client, to detailing the services provided, the fees charged by the business, how they handle commissions, collection methods and a snapshot of the solutions they used to overcome their challenges.

3 sample clients were priced at each of the 15 businesses to see a practical application of each of the business models.



"Many (participants) commented that they would have liked to have had access to this type of information when they were creating their own models"

"Moving away from commission-based income does not mean that advisers must also move away from high profit margins, hence most advisers have derived a fee model that allows them to profit from their ingenuity, efficiency and quality of advice"



"Very impressed with the reportvery thorough and informative"

"There is so much information in this report – I have found myself revisiting it on numerous occasions already and it has proved most helpful"

"Your report was extremely helpful in giving us ideas on how to improve our existing fee model. Great value for money"



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It appears that advisers may soon be forced to change their remuneration models. This will have a profound effect on their business and yours, especially if they don't get it right.

This is an incredible opportunity for you to take a leadership role. It won't be easy, but with the right support and guidance, you could strengthen the future of your business, and keep the loyalty of your advisers through this difficult time. With the right fee structure, your advisers will be more profitable, enjoy happier clients, and ultimately have more control over their revenue.

DEALER GROUP PRICING MODELS RESEARCH PACKAGE

is just \$10,000 (GST inclusive).

The Package includes:

4 x Adviser Pricing Models Research Report 2009 (value \$9,980).

1 x Boardroom Presentation to Management by Sue Viskovic (value \$3,300) tailored to assist your team to achieve the outcomes you seek from the report.

Alternatively, Individual Reports available for just \$2,495 each.

Elixir Consulting has also released the **Pricing Advice Program**, a program that allows advisers to apply some rigour and process to price their advice. Through our proprietary program, advisers will obtain the tools and knowledge required to create their unique pricing model, and the ongoing support to assist them to implement their model throughout their business.

You may choose to either engage Elixir Consulting to deliver the Pricing Advice Program directly to your advisers, or we can work with your Practice Development Managers and license them to deliver the program across your network.