

Workplace Academy Residential Event – September 2016

- 'The Workplace Academy was an excellent course which highlighted how the recent technological innovations in the employee benefits market can brought together to offer SME clients a comprehensive employee benefit proposition'. Mark Frost - Workplace Pensions Gateway Ltd (Manchester Event)
- 'The workplace academy was really useful and very informative, it made me think about different avenues I wanted to explore in the Workplace, we are able to capitalise on Auto Enrolment with new services and will re-visit some of these with providing more services, I am already in the process of going through with a PMI scheme for an employer with help and support'. Alan F Barrett – MMR Financial Planning (Midlands) Ltd. (Bristol event)
- "The Workplace Academy provided me with a great opportunity to gain a relevant insight into various potential opportunities in the market that will help to develop my proposition further. Developing my proposition has proved to be a long process, but the Workplace Academy has definitely helped hasten the process and change is soon to come." James Blackham, Vision Wealth LLP (Manchester event)
- "The 2 days were very informative and educational. There were many points raised that I wasn't aware of, it also proved useful revision for AF2, which I sat a couple of weeks later. It was also useful to meet other practitioners to gain insight into what they do and how they do it.

Having never used anything other than banded earnings, I was ignorant of the duties involved with certifying earnings each year. Granted this makes perfect sense. There is still more to understand, I was also ill-informed as to how salary sacrifice actually worked in relation to AE contributions, but again it makes perfect sense on reflection. ALL schemes I Had set up to date, albeit just over 50, there was never a desire to use salary sacrifice.

I also didn't know about the changes to Child care vouchers, I made my HR contacts aware of this, which has generated a resurgence in referrals from them.

I now feel more competent and better equipped to talk to employers. I had always seen AE as a route to find new individual clients and one by one change the World!

I really like the use of benefits software to administer benefits, I will use this with a small number of existing clients" Guy Skinner - CityGate Consulting (Reading)