

**The Law Society endorsed
Directory of Professional Financial Advisers**

We are delighted to be able to announce that Capelin Financial Management Limited have become members of SIFA (Solicitors Independent Financial Advice).

SIFA is the Law Society and Financial Services Authority recognised organisation which supports and promotes firms of financial advisers working in and with the professions.

We have also joined the SIFA Professional initiative, which is aimed at assisting solicitors to enhance their client propositions by making available to their clients financial advice which complements their legal advice.

What has sparked this initiative is the widespread concern within the profession that solicitors may find it difficult to compete against other providers of legal and professionals services when the Legal Services Act comes fully into effect, because in many cases their client offering is too restricted; they are too dependent on transactional business; and they themselves are less commercially attuned than many of their competitors.

The initiative seeks to address this problem by facilitating interaction between solicitors and financial advisers who satisfy certain essential criteria:

- They are totally independent of the influence of product providers
- They charge fees instead of working for commission
- They possess advanced technical qualifications
- They have existing experience of working with solicitors.

Advisers satisfying these criteria – including our own firm as Chartered Financial Planners - are listed in the SIFA Directory of Professional Financial Advisers – www.sifa-directory.info .

The directory has been endorsed by the Law Society and is accessible via the Member Services section of the Law Society web site. The Directory site also contains a wide range of training and marketing material for use by solicitors; and SIFA are able to offer compliance advice to solicitors free of charge. One of their directors was previously a Director of the Law Society and another was the Law Society's head of financial services compliance.

It is critical that solicitors are discerning in their selection of financial advisers to whom they refer their clients, and they have satisfied themselves regarding their competence and processes. Capelin Financial Management Limited, as Chartered Financial Planners, provide solicitors a full due diligence inspection of our proven advisory standards.

For further details, and a copy the SIFA leaflet titled "How Professional Financial Advisers can help Solicitors", if you would care to contact either **Derek Capelin** or **Heather Singleton**, on **01564 200304** or via email at office@capelin.co.uk , we would be pleased to explain further the clear advantages of working together with Chartered Financial Planners.

