



6 July 2006

## **The AFA National Roadshow Promises To Bring Practical Training To Build More Professional Advisers To Better Meet Client Expectations**

The Association of Financial Advisers (AFA) will commence its National Roadshow in Adelaide on 19 July and then be staged in other major cities.

“This will be a practical roadshow that will deliver on our earlier promises of delivering useful skill sets to advisers who are determined to grow their practices. There has been enough talking done about making a better industry and this roadshow will deliver on that promise,” said Richard Klipin, CEO of the AFA.

The roadshow will focus on dynamic advice and sales skills from leading industry professionals and is targeted at new advisers, established practitioners, paraplanners and industry BDM/distribution staff. Bookings can be made online at [www.afa.asn.au](http://www.afa.asn.au)

“The speakers are recognised by the industry as being experts – we have previous winners of Adviser and Rising Star of the Year awards giving us the benefit of their expertise. The roadshow will deliver practical skills with the clear intention filling the adviser skills gap. We are targeting the ‘Young Guns’ to attend this roadshow as well as established advisers to demystify their views that selling is hard. We also want the experienced practitioner to come and get a refresher,” said Michael Murphy, AFA President.

“The AFA believes that the recent Budget which announced simplification rules for retirement highlights how quickly arcane technical skills can become obsolete. The only skills that will never be legislated away are integrity, ability and a clear focus on the client. This roadshow seeks to build on these capabilities,” said Mr Murphy.

### **Locations - Dates**

Adelaide - 19 July 2006	Sydney - 25 July 2006
Perth - 27 July 2006	Melbourne - 1 August 2006
Launceston - 2 August 2006	Brisbane - 18 August 2006

<b>Presenters</b>	<b>Employer</b>	<b>Topics</b>
Jim Taggart	Own business 2005 Adviser of the Year	From teacher to successful practitioner
Esther Althaus	Own business 2005 Rising Star of the Year	Young achiever, business networking expert
Troy Edmondson	Own business	From BDM to running own practice
Chris Unwin	Own business	From Oxford to risk specialist
Dani Peer	Zurich	Practice management specialist

### **Who is The Association of Financial Advisers?**

The Association of Financial Advisers Ltd (AFA) was established in 1946 by financial advisers for financial advisers. The AFA provides a direct link to this important industry by giving advisers a voice, improving practices and promoting professional good fellowship.

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Distributed by Chris Hocking Strategies

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