

Session 2 – Richard Klipin

**“Life after Ripoll.....what does
it mean to your business?”**

the age of speed...

how to operate in the new environment





the age of speed...

how to operate in the new
environment



Issue of longevity



100 years ago: 58.8 years

100 years ago: 55.2 years

Today: 82.6 years

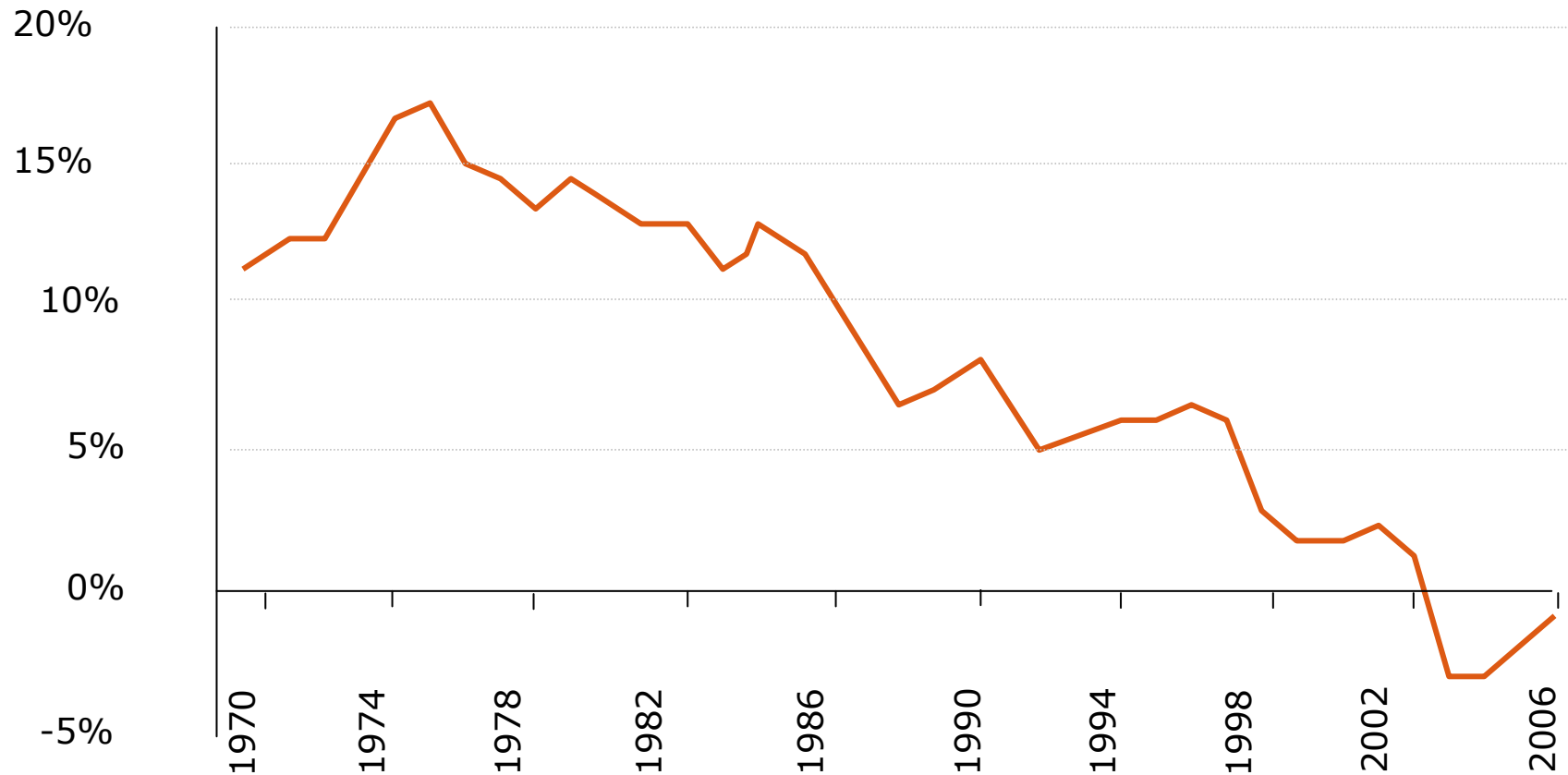
Today: 77.4 years

2042 projection: 87.5 years

2042 projection: 82.5 years

A nation of poor savers

Household savings: proportion of income



Source: IFSA, 'Australia's national savings revisited' report



“The future for advisers lies in providing advice, not selling products, as the US experience is beginning to show” 2001

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What's Our Value Prop



- People...
 - Live too long. (Savings & Investments & Super)
 - Die too soon. (Insurance..Trauma, Life, TPD)
 - Get ill & have accidents.(Insruance: Income protection, trauma)
- With good advice we give people choices.
- Help make tough decisions.
- Educate/motivate/coach



The world of Policy & Politics



Industry Wedged, sledged & divided...Call for Unity

- Sledged by Industry funds.
- Criticised in parts of the media.
- Intense scrutiny by regulator and government.
- Storm, Opes Prime. Other failures..... Our collective responsibility.
- On our watch.
- Need to lift our game.
- Tell our story.....
- Manage the message.....

