



Strategy First rolling out support service

Written by Darin Tyson-Chan

Financial planning practice Strategy First is in the process of rolling out a technical and compliance support service for its existing clients as well as other practitioners in the space.

“It’s a service designed to help them manage the opportunities available in the SMSF sector, and also compliance issues and specific technical advice,” Strategy First financial planner Patrick Anwandter said.

The service is being provided separately to Strategy First’s financial planning arm in order to give other advisers comfort that it will not encroach on their books of business.

“The service will help individuals manage things like the contributions caps and governance issues like those to do with their trust deeds,” Anwandter said.

The initiative was developed as a result of a survey Strategy First undertook among its clients to determine additional services the planning practice could provide that would be considered useful.

Strategy First then decided to offer the services demanded from the survey to a wider audience, rather than restrict them to its clients alone.

Included in the service is an educational component for accountants and other practitioners to assist them in keeping up to date with certain technical issues.

As well as making the services on offer relevant for individuals, Anwandter said a conscious effort had been made to ensure they were being provided at an affordable level.

“We not only looked at what services were being demanded but also how to make those services accessible to trustees in particular, because at the end of the day you can have a fantastic service where we think there may be a need, but if you price it to a point where it is just too expensive, you won’t have a market for it,” he said.

The service has been available since the beginning of April. ●