ellis bates
FINANCIAL ADVISERS

Ellis Bates Newsletter

April 2020

In this issue

Charity Fundraising

Last year we supported several different charities. The two main ones were the Yorkshire Air Ambulance and the Great North Air Ambulance. Both charities rely solely on donations to keep their ambulances in the air.

During July our Harrogate office held a sponsored abseil where several daring employees took the decent down the side of our Harrogate office building. There was also a hog roast, sponsored leg wax, tombola, ice cream van and sweet pull. A total of £840 was raised.

By the end of the year we had raised a total of £3,300 which was 110% of our initial target for the Yorkshire Air Ambulance.

Our Newcastle office also exceeded their target of £1,000 by 103% by raising much needed funds for the Great North Air Ambulance, Children in Need and Save the Children.

Our other fundraising events included; themed staff lunches, dress down days, a staff tuck shop, bacon butty mornings, Christmas jumper day and Easter and Halloween themed games.

Each of our offices have a dedicated Social & Charity team who arrange fundraising events to raise money for these brilliant causes.

Get in Touch

Harrogate: 01423 520 052
Newcastle: 0191 232 8391
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One of our most recently qualified Financial Advisers, Carl Hasty, talks about his journey since he was offered a place on our Adviser Programme back in April 2018.

Carl previously worked at a bank and another advisory firm, but decided Ellis Bates would provide him with the best support to achieve his goal of becoming a Chartered Financial Planner. The Adviser Programme began in 2017 and has already succeeded in qualifying several successful Advisers, including Stephanie McClarence, who has recently reached Chartered Status.

Carl was already part-qualified when he joined the Ellis Bates team: 'I was first attracted to the programme when I saw that Ellis Bates had extremely knowledgeable Advisers that I could both learn from and develop my own skills' says Carl. 'Ellis Bates provides that opportunity if you have the right commitment, desire and the aspiration. It invests time and resources into your development.' Carl became diploma qualified within a year.

> "I was first attracted to the programme when I saw that Ellis Bates had extremely knowledgeable Advisers that I could both learn from and develop my own skills"

The Academy

Ellis Bates has invested a lot of resources to provide employees with a place to study and develop their careers. We have recently opened our new Academy which has two areas: an open, relaxed space that can be used for interactive meetings or training, and a quiet room with computer equipment for studying.

As well as the Adviser programme, the Academy offers Apprenticeship and Trainee Paraplanner Programmes, and because Ellis Bates is accredited by the Chartered Insurance Institute (CII), any exams that are taken can be sat at our office. Ellis Bates encourages self-progression and allows employees to take time for themselves to focus on their studies with paid study leave.

As part of the wider offering to our employees, we offer many courses and presentations to help our employees improve their knowledge and performance. 'We have presentations delivered by experts in their field to enhance our learning for both career and personal purposes. I'm currently studying towards my AF4 investment planning exam whilst working closely with our investment director to further develop my skills'.

Key experiences

'Another vital aspect of the programme is experience. We spend time in administrative, paraplanning and advisory roles within the company as we gain knowledge and skills. When ready, we begin to attend client meetings with the more experienced Financial Advisers within the company.

The ability to attend client meetings is one of the most valuable things that the programme offers. I was particularly impressed with the Advisers' long term relationships they have developed with their clients.'

Chartered goal

'When I reached Diploma level the feeling of relief quickly changed to, what's next? Over the next three years I want to progress to the next stage, which is to become a Chartered Financial Planner. After reaching Chartered, I'll decide which area of advice I want to explore more and specialise in. The programme has developed my financial planning skills and given me the opportunity to pursue my desired career.'

Although Carl commits a lot of hours to studying, he also maintains a good work life balance by allowing time for his hobbies which include playing football, rock climbing and travelling.

A Day in the Life of...

We managed to catch up with Mark Chandler for a chat on his responsibilities within Ellis Bates. Mark is a Charted Financial Planner, Head of Estate Planning and Regional Director for Yorkshire and the Midlands. He is also one of the highest qualified Financial Advisers within Ellis Bates.

What does a typical day entail for you?

The first thing is to check my emails and calendar for the day ahead. On arriving at the office, I spend time discussing on-going matters with my assistant Louise Blackstone. I will usually meet with two or three clients each day, and because I have clients across the UK, I could be in any county on any day. However, it's probably a relief to everyone else when I am out of the building as I occasionally like to sing around the office.

What interesting projects have you been involved in recently?

I have recently presented at our Estate Planning client seminars in both our Harrogate and Newcastle offices, so I have spent time preparing for these. The sessions are based upon not allowing the taxman to become the major beneficiary of your estate and protecting the bloodline inheritance.

I'm also heading up an internal project to maximise the potential of our Adviser team, both in terms of academic excellence and client-related service skills.

What do the other parts of your role typically involve?

As well as reviewing my own clients' portfolios on a regular basis, I also support the other Ellis Bates Financial Planners when their clients have complex estate planning needs.

As a specialist in estate planning a crucial part of my role is to provide technical assistance to all departments. I ensure that all areas of the company are up to date on legislation regarding tax, trusts, wills, lasting powers of attorney and most recently, the changes to intestacy rules.

As a Regional Director, I also support ten Advisers within the Yorkshire and Midlands Region.

What do you enjoy most about working at Ellis Bates?

One of the great things about working at Ellis Bates is that we operate as a team on a 'can do basis', where we share knowledge and support each other. We have four core values that we all live and breathe; we are passionate, ambitious, we do what's right and we do it together. Our mantra is 'enhancing people's lives', for client's, colleagues and the community.

What do you do to relax?

I relax by spending as much time with my family as possible, looking after our various pets and supporting my son with his ambition to become a pilot. On the very rare occasion, I will play the guitar and piano…. not necessarily at the same time!