

Press information

16 September 2013

Recruitment top of agenda for advisers

In a white paper - *"Recruitment for financial planning practices"*- published today, Nucleus, the adviser influenced wrap, highlights the recruitment challenges facing today's adviser community. The paper outlines practical steps for advisers to follow and aims to make the recruitment process as pain free as possible.

The latest thinking from Nucleus follows a recent survey of its members which revealed recruitment continues to be a major obstacle for advisers: 73% of those advisers surveyed reported they found the recruitment process difficult and a further 66% stated they used a recruitment agency to help them fill positions.

In the White Paper Nucleus outlines a structured recruitment process for advisers businesses to consider specifically around role selection and cultural fit and highlights solutions to practical issues with recruitment dealt such as:

- Promoting internally or recruiting externally
- Satisfying long term vs. short term needs
- Considering notice periods
- Time
- Budget
- Salary benchmarking and package

Commenting, Barry Neilson, business development director for Nucleus, said:

"The Nucleus audience has always been very forward looking and keen to evolve their business models in light of the changing regulatory environment and the significant commercial opportunity good quality advisory practices now have post-RDR. Many firms have now developed an infrastructure that can support additional advisers and paraplanners and recruitment now forms a key element of their growth strategy. When recruitment is carefully

considered, it can be a reasonably straightforward process. We hope that our white paper will have cleared some of the fog surrounding recruitment and allow firms to plan for a clear and structured process."

To access the white paper please visit the Nucleus website at:

<http://www.nucleusfinancial.com/financial-advisers/nucleus-publications/>

-Ends-

For further information please visit www.nucleusfinancial.com or contact:

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Notes to editors:

About Nucleus

Nucleus Financial Group is an online wrap based business platform.

Nucleus was founded in 2006 by a number of high quality advisers who shared a commitment to create a market where advisors have the infrastructure and desire to place the client centre stage.

Since foundation Nucleus has established itself as a major force for change in the market. It is now a community of adviser businesses who through ownership and control of the business process seek to create a better customer experience.

The management team is led by David Ferguson chief executive, and offers extensive experience across all areas of the UK retail financial services market.

As at 1 July 2013, assets under administration on the platform were £5.5bn and the number of member firms was 170.

<http://www.nucleusfinancial.com/>