



Ch Ch Ch Ch Changes.....

As 2012 dims in the memory, the Christmas decorations come down and we start to gear up for 2013 there are some significant developments at TRH and in our sector to brief you on.

1. The Red House - Accredited and Chartered

Many of you will already know that TRH is recognised as a firm of Chartered Financial Planners by our examination body, the Chartered Insurance Institute (CII). In late 2011 I was appointed by the CII as a Chartered Champion for the London region. My role is to encourage other financial planners to achieve Chartered status with the aim of raising the quality of advice and professionalism in our sector.

In April TRH were approved as an Accredited Financial Planning Firm™ by the Institute of Financial Planning (IFP). The IFP is the professional body for Financial Planners in the UK. This accreditation is only awarded to firms which have been assessed as delivering the highest professional standards of financial planning advice to their clients.

There are only a few firms in the UK that have been able to achieve this dual accreditation and TRH is proud to be at the forefront of the movement to raise the standards of financial planning advice to that of a profession.

What does this mean to you? Well both awards mean that we subscribe to the highest standards of business conduct, professionalism, qualifications and ethical standards. To be honest, why on earth wouldn't we? If we don't look after you properly we will not have the business we believe in.

2. The Retail Distribution Review (RDR) finally arrives

2013 heralds a new dawn in financial services

January 1st 2013 marked the introduction of some of the most significant changes in the UK retail financial services sector. We will see the demise of commission (well, almost) from the sale of investment products, the introduction of higher base level qualifications for anyone offering financial advice and a new definition of 'independent' as opposed to 'restricted' advice. We don't wish to sound overly self congratulatory but the RDR, in all but the finest detail, merely reflects the business structure that Gareth, Linda and I established over 5 years ago when we set out our vision for The Red House.

We are delighted to confirm that we will be maintaining our 'independent' status which means that TRH are able to offer advice on all categories of 'Regulated Investment Products' (RIPs) under the new Financial Services Authority (FSA), soon to become the Financial Conduct Authority (FCA), definitions.

Whilst many businesses will be struggling to cope with the loss of commissions and the need to attain the required qualifications we are pleased to say it will be business as usual for TRH in this new era.



3. Our clients and professional partners

Finally, we would like to say a huge thank you to each and every one of you for your support in 2012. Our success really is all down to you, our clients and business partners, with whom we thoroughly enjoy working. We look forward to welcoming those of you who haven't already visited us to our new home on Bedford Row in 2013.

Happy New Year from Ruth and The Red House team.

January 2013

The Red House is a firm of Chartered Financial Planners authorised and regulated in the United Kingdom by the Financial Services Authority (FRN: 467117), is registered in England and Wales under Company No. 6031650.

The registered office address of the Firm is 146 New London Road, Chelmsford, Essex CM2 0AW