

*“I do believe that the regulator has created a truly appalling environment for customers to receive advice, and also pull my hair out at the way documentation seems to be more important than the quality of the advice itself.”*

*“Regulate all products and fund compensation from a product levy. “*

*“The costs of regulation need to be reduced and the liability of advisers needs to be capped. Without these two major changes, as large numbers of us retire, the few new entrants will ensure a widening advice gap”*

*“But there is a problem with simplifying procedures and use of technology if it allows advisers with little or no REAL knowledge to advise clients”* Each individual Financial Planner can cope with only about 60-120 individual clients. Why would they seek to recruit less profitable clients?

*“It’s essential that FAMR reflects adviser opinion and we are in constant engagement with the FCA to help make sure this happens”*

*“If you cannot sell things to clients then you are not a good adviser. You are simply a good explainer. The advice gap will not be filled by explanations or computer programmes or pretty videos.”*