



**FINANCIAL LIVERPOOL - ANNUAL GENERAL MEETING  
26<sup>th</sup> JANUARY 2018  
AGENDA**

APOLOGIES FOR ABSENCE FROM COMMITTEE MEMBERS

CHAIRMANS REPORT

FINANCIAL STATEMENT FROM TREASURER

SECRETARY'S REPORT

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COMMUNICATIONS REPORT

ELECTION OF CHAIRMAN/ OFFICERS 2018

MOTION TO INCREASE THE NUMBER OF COMMITTEE MEMBERS TO 8  
VOTE TO TRIAL MEETINGS ON THE FIRST THURSDAY OF THE MONTH

ANY OTHER BUSINESS

## **APOLOGIES**

Apologies were sent by Keith Marshall and Kevin Gillibrand

## **CHAIRMANS REPORT – KEITH MARSHALL**

Today marks the end of my tenure as Chairman of Financial Liverpool.

It has been an amazing 6 years and firstly I want to thank the people who have worked with me: Julie, Carly, Kevin and Andrew who have helped to build a lasting organisation that will continue to serve the Financial Services and associated professions in Liverpool.

I have spent 48 years in both the FS profession and as a member of the CII and have enjoyed every year. There have been many challenges, but it is a resilient industry full of dedicated, professional and honest people who, despite media commentators, serves its' clients in a caring and professional way.

I know that Financial Liverpool will continue to provide quality speakers, CPD and educational sessions because I have great confidence in Julie and her new team.

Very sadly I cannot be with you today as on Tuesday this week my daughter, Amanda, passed away after a long battle with cancer.

I will, however, be attending meetings in the future and look forward to seeing you all again. Thank you so much to all our members for your support over the years.

## **ADDITIONAL COMMENTS from JULIE CALVERT (STAND IN CHAIR)**

2017 was another extremely good and satisfying year in which we:

- Attracted high attendances
- Increased the membership base
- Attracted quality speakers who delivered first class presentations
- Hosted an excellent Christmas Lunch.
- Made a donation of £500 to Zoe's Place, along with an additional £651 being donated to them at the Xmas lunch.
- Maintained a healthy bank balance

Our objectives for 2018 are to:

- Continue to provide members with varied and relevant meetings providing CPD
- Increase the membership by targeting the younger generation of FS/PFS and IIL members.
- Continue to develop our relationship with Zoe's Place by donations and holding specific fund raising events.
- Provide additional examination revision sessions assisting members who are taking the Institutes exams.
- Look to develop relationships with like-minded organisations that will provide members with additional educational and network events.
- Increase the committee to access new ideas and allow for future succession planning
- Improve our social media exposure and develop a new information strategy.

A big thank you goes to all the committee and volunteers. Special thanks go to Tilney and Barnett Waddingham for providing their generous support and facilities and also to Tracy O'Connell at the Insurance Institute of Liverpool who provides us with valuable assistance throughout the year.

#### **FINANCIAL REPORT – KEVIN GILLIBRAND (TREASURER)**

In 2017, our opening bank balance was £1,118.18. We received payments of £1,005, of which £525 was for corporate memberships and £849.60 was to cover catering costs. We made payments of £1,650.56 of which £500 was a charitable donation to Zoe's Place children's Hospice. Our closing bank balance was £472.62. The committee hopes to be able to make a similar donation to Zoe's Place in the next calendar year, once we have received this year's renewal payments.

The committee have decided that we will charge firms who sponsor the meeting by providing a speaker, a flat advance fee of £300.00 which should cover the catering costs in most instances. This avoids the need for Financial Liverpool to pay the caterers and then invoice the speakers firm which often means we are out of pocket for a number of weeks. The majority of the £300 will cover the catering and other associated costs for the event. Any excess will be used to make further charitable donations to Zoe's Place Baby Hospice and we will cover any deficit from our accrued funds.

#### **SECRETARY REPORT – JULIE CALVERT**

One of our aims over our last year was to encourage members to join the committee to help bring new ideas and skills, as well as succession planning, to the team.

We had two people who expressed an interest in joining the committee, Lynn Pates of Quilter Cheviot and Barry McDonough of Hill Dickinson solicitors and we're delighted that they've become involved in the committee, although they've not yet become full committee members.

The current rules of Financial Liverpool only officially allow for 5 committee members, each taking on a named role. However, we are hoping that, at the AGM, our members will approve a change to the rules to allow an additional 3 general positions on committee which will allow us to officially welcome Lynn and Barry to the committee without the "forced" retirement of other committee members. This also allows for additional committee members in the future. This would be used for a hand-over period whilst both a new and a retiring member are formally on the committee, which will help with a more seamless succession plan.

We've had no other applications to join the committee in advance of the AGM.

As you're aware, Keith Marshall has been the chair of Financial Liverpool for many years and has been a remarkable leader who has taken us from strength to strength. Unfortunately, due to family reasons, Keith has not been able to attend meetings in recent months and is unable to be here today. Keith has asked to step down as Chair from the 2018 AGM.

Whilst he was absent, he asked me to step in as Chair and, subject to members' approval, would like me to officially take on this role going forward. We've had no further applications to join the committee nor to take on the role of Chair. Subject to approval by the members, I can confirm that I would be delighted to take on this role with effect from the 2018 AGM.

If I take on the role of Chair, this will leave the Secretary position on the committee open. Barry McDonough has expressed an interest in taking on this role from the 2018 AGM if the members support this.

Carly Dunningham would like to have a reduced role on our Committee whilst she takes on additional duties in her presidential role for the Insurance Institute of Liverpool. Subject to members approval, she will become a general committee member and Lynn Pates has expressed an interest in taking on Carly's current role as Membership Officer.

Kevin Gillibrand would like to continue in his role as Treasurer and Andrew Roberts would like to continue in his role as Communications Officer.

One final important change that the committee would like to put to members is a trial period of meetings on the first Thursday of the month, rather than the last Friday. With flexible working hours, many professionals take Friday as a regular day off and members have expressed an interest in the day being changed.

We already have one meeting booked in on a Thursday in 2018, as this is a combined meeting with CISI. However, the committee would like to propose that for a trial period from say May until the end of the year, we hold meetings on the first Thursday of the month. We will review the feedback and the impact of this on attendance, should the members agree to trial this change.

This proposal has meant that we have been unable to complete our full calendar of meetings for 2018. However, please be assured that we have more speakers volunteering to talk than dates available for 2018 and many of the speakers are just waiting for the dates of meetings to be confirmed post AGM.

Forthcoming meetings that are already in the calendar are as follows:

Friday February 23<sup>rd</sup> – The Pensions Income Dilemma – Seneca  
Thursday March 22<sup>nd</sup> – GDPR (joint event with CISI)

We will provide a full list of dates and speakers at the next Financial Liverpool meeting after the AGM and will also update the Eventbrite booking system with future dates.

Minutes of previous AGMs and committee meetings are available on request. The rules for Financial Liverpool are on the Financial Liverpool website [financialliverpool.org.uk](http://financialliverpool.org.uk)

Over the last year, I'm delighted with our progress. In addition to our usual Friday events, we've offered:

- training courses in CII/ PFS exams, in conjunction with the IIL
- a DB Transfer Workshop
- a Budget Special

Please do put any ideas forward on topics that you would like to be covered going forward on your feedback sheets.

Please remember to encourage your colleagues to attend our meetings to gain CPD and networking opportunities, especially those taking exams and paraplanners.

We are looking at working with other professional bodies such as STEP and CISI to put on joint events, including social ones, with our members going forward through 2018.

#### **MEMBERSHIP REPORT – CARLY DUNNINGHAM**

As at 22nd January 18, we have approximately 248 registered members. Of these, around 100 are paid members and the rest are CII/PFS members who are entitled to free membership with Financial Liverpool.

We are currently in the process of renewing the paid memberships and invoices are being raised this month. The annual cost for membership has increased to £60 per firm. We believe this continues to provide good value. Most of our events are free for members, apart from the Christmas Lunch for which members pay a reduced charge.

Carly is hoping to step back from the Membership role in 2018, as she commences her role of President for the Insurance Institute of Liverpool (IIL) from April. Carly would like to stay on the Financial Liverpool committee as a general committee member, providing support and synergy between the IIL and Financial Liverpool. Once new committee members are voted in at the AGM, the Membership Officer role will be reallocated.

#### **COMMUNICATIONS REPORT – ANDREW ROBERTS**

We continue to use EventBrite to promote events to our own mailing list. We currently have 475 people on that mailing list following a recent tidy up. For this January event, 7% of people who received the email signed up to the event, with other registrations coming via CII. There are some issues with EventBrite which may mean we look at using another platform at some point in the future.

Where we are provided with them, the slides are published at:

[www.financialliverpool.org.uk](http://www.financialliverpool.org.uk)

Go to Member Area and the password is lastFriday! – including the last exclamation mark.

#### **ELECTION OF CHAIRMAN AND OFFICERS FOR 2018**

#### **MOTION TO INCREASE THE NUMBER OF COMMITTEE MEMBERS TO 8**

#### **VOTE TO TRIAL MEETINGS ON THE FIRST THURSDAY FROM APRIL 2018**

#### **ANY OTHER BUSINESS**