



**FINANCIAL LIVERPOOL - ANNUAL GENERAL MEETING
24th JANUARY 2019
AGENDA**

APOLOGIES FOR ABSENCE FROM COMMITTEE MEMBERS

CHAIRMANS REPORT

FINANCIAL STATEMENT FROM TREASURER

SECRETARY'S REPORT

MEMBERSHIP REPORT

COMMUNICATIONS REPORT

ELECTION OF CHAIRMAN/ OFFICERS 2019

ANY OTHER BUSINESS

APOLOGIES

Apologies were sent by Lynn Pates

CHAIRMANS REPORT – JULIE CALVERT

2018 was another extremely good and satisfying year in which we:

- Attracted good levels of attendance
- Complied with GDPR requirements
- Attracted quality speakers who delivered first class presentations
- Hosted an excellent Christmas Lunch, the feedback for which will be considered when arranging our Xmas Lunch 2019
- Made a donation of £1000 to Zoe's Place, along with an additional £830 which was raised by members at the Xmas lunch.
- Maintained a healthy bank balance
- Started to develop relationships with like-minded organisations (CISI/ STEP/ Professional Liverpool etc) that will provide members with additional educational and networking events.
- Increased the number of committee members to access new ideas and allow for future succession planning
- Provided additional examination revision sessions assisting members who are taking the Institutes exams.

We didn't achieve our objective to improve our social media exposure but this remains an objective for 2019 that we hope to achieve with a new committee member.

Our main objectives for 2019 are to:

- Continue to provide members with varied and relevant meetings providing CPD and networking opportunities
- Increase the membership by targeting the younger generation of FS/PFS and IIL members
- Build on the relationships with like-minded organisations.

In the Autumn of 2019, we will perform an exercise to review the charity that we support. We will survey members to get their views on the type of charity that we should support through 2020/21 to assess whether to continue to support Zoe's Place or another charity sector.

FINANCIAL REPORT – KEVIN GILLIBRAND (TREASURER)

On the 1st January 2018, our opening bank balance was £472.62. We received payments of £2,149.08, of which £770 was for corporate memberships and £1,379.08 was to cover catering costs. We made payments of £1,430.40 to cover catering costs and reimbursement of personal expenses to committee members. I have written out a cheque for £1,000 as a charitable donation to Zoe's Place children's Hospice, which has now been cleared and will show in next year's financial report. Our closing bank balance was £1,191.31. The committee have decided that we will charge firms who sponsor the meeting by providing a speaker, a flat fee of £300,

which should cover catering costs in most instances. Any excess will be used to make further charitable donations and we will cover any deficit from our accrued funds.

SECRETARY REPORT – BARRY McDONOUGH

With the retirement of Keith Marshall, myself and Lynn Pates were voted onto the committee during the 2018 AGM.

At present there are 6 committee members, with the rules allowing a maximum of 8 members. One person has expressed an interest in joining the committee, Helen Thomas of Financial Planning Corporation LLP in Southport. Helen has attended one committee meeting and is eager to get more involved in developing our social media presence.

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

Carly Dunningham was appointed president of the Insurance Institute of Liverpool in 2018. Due to her commitments as president, Carly has taken on a reduced role on the committee but she intends to become more active again when her term ends in April 2019.

All committee members would like to continue in their current roles for 2019 although, if voted onto the committee, Helen Thomas has expressed an interest in assisting Andrew Roberts in his communications role.

In 2018 we changed the meeting day from Friday to Thursday. Attendances have been good and feedback has generally been positive. We intend to continue meeting on a Thursday and bookings for 2019 are nearly all arranged.

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

Thursday March 7th – Investment Update – Gary Potter of BMO

Thursday April 11th– Vulnerable Clients- Brooks Macdonald

Thursday May 2nd- Maxed out ISA; Pension full; What's next?- Sanlam UK

Thursday June 6th – Pension Update- James Jones-Tinsley

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

In addition to our usual Thursday events, we continue to offer training courses in CII/ PFS exams, in conjunction with the IIL

Please do put any ideas forward on topics that you would like to be covered going forward on your feedback sheets. Feedback and comments are taken into account at every committee meeting.

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, Professional Liverpool and CISI to put on joint events, including social ones, with our members going forward through 2019.

MEMBERSHIP REPORT – LYNN PATES

As of January 2019, we have approximately 382 registered members. Of these 56 are paid members represented by 18 companies and the rest are CII/PFS members who are entitled to free membership.

We are currently in the process of renewing the paid memberships and invoices are being raised this month. The annual cost for membership has remained static at £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.

This year we also made subscribing on line available.

COMMUNICATIONS REPORT – ANDREW ROBERTS

After a number of years of using Event Brite to host our mailing list, the introduction of GDPR prompted us to review this and we decided to switch to setting up a new mailing list with MailChimp in May 2018. We now manage the mailing list via MailChimp, which is a well-known platform for doing this and, at our level of use, is free.

One key advantage of using MailChimp for subscribers is that it allows mailing list subscribers to manage their own data, meaning that they can edit the data held or even unsubscribe: whereas before the committee had to manage requests manually via EventBrite.

We still use EventBrite for managing our events, and a key benefit to the committee of switching to MailChimp as the means of promoting these events is that we are no longer restricted to sending Eventbrite invitations. In the last few months, we have invited subscribers to our Christmas Lunch and a number of social events.

At the time of writing, we have over 380 subscribers to our list, with invites opened by around 30% of subscribers with some of those sharing with their colleagues.

The website www.financialliverpool.org.uk still hosts our seminar slides where we can upload them in the members' area. We plan a slight refresh of photos in the coming year.

Our social media presence is limited, and we plan to post event details on LinkedIn so there is a forum for wider discussion beyond that which takes place after each talk.

ELECTION OF CHAIRMAN AND OFFICERS FOR 2019

ANY OTHER BUSINESS