



IN FOCUS THREESIXTY





New horizons

threesixty offers training workshops that are relevant, practical and topical for the adviser

WHILE THREESIXTY'S CORE offerings are around compliance and technical support, it also offers valuable training and development as support for advisers within its client firms.

When businesses first become clients they complete a detailed training needs analysis questionnaire that is used as part of threesixty's overall management information. This highlights particular areas where individuals need support and is helpful in planning the workshops to be run over the year.

This information is also linked to threesixty's mapping software to select locations best suited to hold each workshop. The use of 'set' venues is avoided as it is more important to provide training where it is required rather than at central locations which are three hours drive away from the audience.

The company's primary training tool is called 'Key Issue Seminars' (KIS). These are monthly workshops, which are deliberately kept small to make them as interactive as possible. threesixty's view has always been that big events – with 100-plus advisers in a room and a stream of, often unrelated, presentations – are of very little value in terms of helping advisers to develop in particular markets. It restricts attendance to between 10 and 20 advisers and, as the name implies, deals with one topic at a time.

A typical KIS would start at around 10am and end at 1pm. They are interactive and designed to be relevant, topical and extremely practical. Advisers receive a detailed invitation so that they know exactly what will be covered at each workshop.

Advisers are 'invited' to them, there is no compulsion and if the topic is not of interest they simply do not register.

In recent months threesixty has held KIS workshops on inheritance tax, mortgages, business protection and, most recently, post-A-Day planning. It does include soft skills training on topics such as marketing as part of the programme so there is something for everyone.

KEY ISSUES SEMINARS – JULY 2006

The July round of Key Issues Seminars will be co-hosted with Norwich Union and will be on the subject of A-Day. The dates and locations are:

<i>Edinburgh</i>	<i>3 July</i>	<i>Southampton</i>	<i>17 July</i>
<i>Stirling</i>	<i>4 July</i>	<i>Cardiff</i>	<i>18 July+</i>
<i>Belfast</i>	<i>6 July</i>	<i>Norwich</i>	<i>19 July</i>
<i>Manchester</i>	<i>10 July</i>	<i>London</i>	<i>20 July</i>
<i>Birmingham</i>	<i>11 July</i>	<i>Bristol</i>	<i>25 July</i>
<i>Leeds</i>	<i>13 July</i>	<i>Derby</i>	<i>26 July</i>
<i>St Albans</i>	<i>14 July</i>		

Norwich Union will be giving an insight into the post-A-Day pensions world and discussing key areas of knowledge, including fund and tax-free cash protections, valuation of existing benefits and transfer rules. It will then 'Cut through the A-Day noise' to explore the key business opportunities created by the new rules regime, in both the individual and the corporate pensions arenas.

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