

## **The answer to IFA long-term survival is fresh blood**

I see that Bellpenny are back in acquisition mode and have said they are now looking for an outstanding IFA as their relentless march continues

It is a free market of course but one wonders just what will eventually happen to our profession if firm after firm continue to get sucked into a few giant monoliths. The usual course of events when something grows significantly is an eventual sale but just who would buy? It is a bit like living in a village where the

residents all live in small terraced houses and they hear that the castle at the top of the hill is for sale.

Our profession needs fresh blood so that IFA firms can continue into the future. Yes the DNA of future advisers will be different to those of the past but we live in a post-RDR world with most businesses I speak to no longer relying on new business for survival but have decent recurring income that enables them to plan and budget accordingly.

Nexus IFA has taken on several firms when retirement

beckons but before you say that is the pot calling the kettle black we practice what we preach. We have three young new entrants all working towards their level-four qualifications and we see them as the future.

They will allow for an inter-generational flow of funds and for the business to continue.

### **Ian McIvor**

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## **Misconceptions persist around salary sacrifice**

Despite the myths being