

# A PLATFORM FOR SUCCESS

## Yes, we went for the platform pun. Sorry about that.

J11 (Wrap and platform services) is a crucial exam for those looking to demonstrate knowledge and expertise in the platforms market. And with the overwhelming majority of long-term savings and investment business now being placed on platforms, ensuring your people can demonstrate exactly that to the advisers they work with has never been more important.

But it's easy, right? After all, you work with platforms every day.

Not so much, it turns out. With pass rates hovering below 60%, people are clearly walking into the J11 exam hall ill-prepared.

### That's daft. And easy to sort.

Who better to deliver J11 training to your people than the folk who wrote the original exam coursebook? Mark Polson of the lang cat and Gillian Hepburn of Quality Platform Solutions teamed up to write the coursebook – and now they're teaming up to offer you training on the exam.

Throughout September, Mark and Gillian will offer training days in your premises in good time for the October 2013 J11 sitting. This will ensure your people are well-trained, but still have time for personal study (yes, they do still need to do that) before the exam.

Here's what you get:

- **Delivery by experts** – We wrote it. Deal?
- **Smart training (1)** – we identify the priority chapters and key themes and put effort where it does the most good.
- **Smart training (2)** – we tailor content to the knowledge level in the room.
- **Market insight** – we often teach through anecdote and real life situations of real life platforms. Your people will come away with better market understanding than they came in with.
- **Not dull** – you'll have to trust us on this.
- **Support** – Mark and Gillian will happily answer email queries from your delegates between the course and the exam. There won't be any point after that, because they'll have passed...

Courses held in your offices are £295 plus VAT per delegate, with 10 delegates as a chargeable minimum. This includes all course materials and our travel. We don't like groups of more than about 15 as it's harder to ensure everyone's keeping up. Talk to us about discounts if you want to run multiple courses.



## To find out more contact:

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If you're going to do it, might as well get the experts in.  
Get your sessions booked in now, before it's too late.