

The next decade for South Africa's brokers

Justus van Pletzen, CEO of the FIA

The financial services advice industry has faced numerous challenges during the past decade and is certain to face more in the years ahead. An ongoing challenge for all of us, which also forms part of a collective global effort, is to change the poor image and reputation of the industry.

The FIA supports the RE level regulatory exams - they will contribute greatly towards professionalising the industry. We realize there are certain inconsistencies with regards to some questions, and we remain in constant contact with the FSB and examination bodies in this regard. These exams should be fair and catching people out should certainly not be the intention.

Our feedback has shown that FIA members who attended the FIA workshops are much more positive about the exams



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than previously, and we are proud of the positive results and feedback thus far. Many members, though initially negative, have passed these exams with flying colours. I trust that the industry, regulators and examination bodies have all learned