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## MEDIA RELEASE

### Mentor announces exclusive alliance with Suitebox to deliver industry excellence for consumers & advisers

Mentor Education founder and MD Dr Mark Sinclair has announced an exclusive technology alliance and partnership with Suitebox. Mentor Education is leading the way in the financial services sector with a *best of breed* approach for the delivery and assessment of education and training programs.

Financial Planners must become more tech savvy. The new generation of advisors will be digital natives, using technology they take for granted. The Suitebox alliance brings together excellence in education and technology.

The first Mentor training programs to be supported under Stage 1 of the Suitebox alliance are the Higher Education Programs; the Bachelor of Financial Planning and the Masters of Financial Planning. Stage 2 will introduce Suitebox to VET students studying the Diploma and Advanced Diploma of Financial Planning.

Stage 3 is anticipated to provide an education portal available to students, the financial planning community and educators to promote and engage involvement in the development of new initiatives in financial services education.

Units of study at all levels will be supported with Suitebox in real practice and encompass all aspects of not just 'best' practice but 'next' practice in the fact-finding process, meetings, document management, recording of transactions, securely signing documents, the Complex Statement of Advice and other financial planning recording and reporting.

Commenting further, Dr Sinclair said without doubt, the use and effective application of technology is the '*game changer*' in the provision of financial advice in the post FOFA LIF era.

"Not only will technology improve and enhance client/adviser interaction, engagement and capacity, it will do so with adherence to the highest standards of compliance, record keeping and cost effectiveness".

Both Dr Sinclair and Mentor Education Chairman & Non-Executive Director Dr Jim Taggart OAM are adamant that now more than ever, time is the currency of the future. Time is the factor that impacts the most on the provision of advice and the efficient profitable running of a financial advice business.

To meet the needs of now and future markets, advisers need to embrace and use technology to ensure the long term financial success of their businesses.

Unfortunately, those advisers that continue to cling to outdated practices of the past will find their careers cut short with unsaleable businesses that will fail to attract a buyer.

Suitebox Head of Sales for Asia Pacific, Mr Andy Marshall said Mentor was a natural fit as the group sought a partner that would support its endeavours to meet the advice needs of the modern client. “Mentor has as its mantra education and great outcomes for advisers and their clients and ticked all our boxes as the preeminent industry education provider”.

“By using and applying technology for client engagement within the Mentor curriculum our joint objective is to increase standards and efficiencies in the provision of advice and in doing so, increase access to financial advice for more Australian consumers”.

Suitebox does not regard itself as simply a technology provider but as a thought leader in client/adviser engagement – the very same attributes of Mentor which in turn made the coming together of the two organisations so easy.

From its inception, under Dr Sinclair’s leadership, Mentor has never regarded itself as just another an education and training provider that dispenses degrees, diplomas and other qualifications – but a true partner that delivers at every stage of an individual’s financial industry career. This also includes dealer groups and operational staff.

Both Mentor and Suitebox are confident that this collaborative alliance will provide the opportunity to develop new products, offerings to stakeholders and students in the financial services sector and, solutions in the Suitebox environment and the Mentor curriculum.

Dr Taggart concluded, “Over my extensive career I can honestly say that I’ve never been so excited and ‘bullish’ about the future and prospects for the financial advice profession as I am today.

“This new era will be see the ‘old world’ quickly replaced by practices owned and operated by business professionals/entrepreneurs that will build and enhance consumer confidence and trust in the sector and industry as a whole”.

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### **About Dr. Mark Sinclair, Managing Director & Founder**

*Dr. Mark Sinclair is the founder and Managing Director of Mentor Education.*

*Dr. Sinclair started providing financial services training in 2003 with a strong desire to provide high levels of student satisfaction and skill-based learning outcomes.*

*This 'student focus' is a direct result of Mark's doctoral studies, corporate advisory experience with AT Kearney and KPMG, and his time tutoring to the MBA program at RMIT.*

*During his career, Mark has advised senior executives at over 100 organisations in a broad range of industries throughout Australia, Southeast Asia and the Middle East including strategic assignment with the Commonwealth Bank of Australia, Department of Education, Telstra and the Reserve Bank of Indonesia.*



### **About Dr. Jim Taggart, OAM, UND Adjunct Professor and Chairman of Mentor Education**

*Mentor Education is delighted to have Adjunct Professor Dr. Jim Taggart OMA as the Chairman and independent director of the Mentor Board, past president of the Association of Financial Advisers, and who sits on the board of TAFE NSW.*

*Jim Taggart has over 20 years of board level experience across the public (local & state), private (finance planning, investment, development) and not for profit (church, community & fundraising) sectors. At board level, highlights include being a member of the Asia Pacific Financial Services*

*Association, Investment Board for the Parramatta Diocese; (Chairman) Salvation Army Advisory Board (Business Appeal); Audit Committee Member, Hills Shire Council; Parramatta Stadium and TAFE NSW Western Sydney Institute.*

*In an executive capacity, Jim established the highly successful Taggart Group in 1987 and is currently Director, Western Sydney Institute of Sport. Jim has a Doctorate of Business Administration (DBA) and is also a recipient of the Medal of the Order of Australia (OAM) and won the Association of Financial Advisers, Financial Advisor of the Year Award in 2005.*