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Aon Hewitt selects Equity Trustees for estate planning services

Aon Hewitt has selected Equity Trustees Limited (EQT) to provide an estate planning referral service for its advisers.

Through the partnership, Aon Hewitt will have access to the services and assistance of EQT's accredited estate planning and wills specialists, on behalf of its clients.

The service is available to Aon Hewitt's financial adviser network although over time it will be extended to members of the Aon Master Trust and corporate clients.

Jayson Walker, general manager, Aon Hewitt Financial Advice, said there is an increasing need amongst its advisers for quality estate planning services for their clients.

"Australia's aging population and the transfer of wealth from baby boomers to their children and grandchildren means that estate planning is an area of key importance to Aon Hewitt advisers.

"As a licensee we are keen to assist our advisers in 'future-proofing' their business wherever we can. One of the ways we hope to do this is by introducing solutions that help our advisers add value to their client relationships, and assisting multiple generations of a client's family to see the difference that quality holistic financial advice can make to their financial situation is a good way to do that.

"We spoke with a number of service providers in the market and selected EQT because of its experience in partnering with advisers to deliver client and business outcomes. It has a robust estate planning process, national coverage, independence, and highly experienced and qualified estate planning professionals," Mr Walker said.

David Plant, general manager operations at Aon Hewitt Financial Advice, added that: "Providing high quality estate planning services will also ensure our advisers are able to meet Future of Financial Advice (FOFA) requirements by ensuring a full understanding of their clients' circumstances, and acting in their best interests.

"We therefore piloted a scheme with EQT where our advisers can access EQT's estate planning specialists and over the next year, the service will be rolled out across the rest of the Aon Hewitt business.

"It has already resulted in positive outcomes for advisers who trialled the arrangement," said Mr Plant.

Geoff Rimmer, head of Private Wealth Services at EQT, said that EQT is seeing an increasing level of interest amongst advisers in accessing the kinds of specialist assistance and expertise that EQT offers.

"Rather than attempt to be all things to all people, many advisers are recognising that a better approach – both for them and for their clients – is to have access to a network of experts that can be called on as and when needed.



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“This allows them to continue to own the relationship with the client while at the same time having confidence that they are satisfying the fiduciary responsibility, the best interest requirements of FOFA, as well as broadening the base and strength of client relationships.

“We believe we are in a strong position to create similar approaches and services to other financial planning groups,” Mr Rimmer said.

About Equity Trustees:

Equity Trustees is a publicly listed company that provides a range of financial services to corporate and private clients. Its businesses include funds management, responsible entity appointments, private client wealth management and corporate and personal superannuation. Equity Trustees employs over 180 people in its Melbourne, Sydney and Brisbane offices.

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