

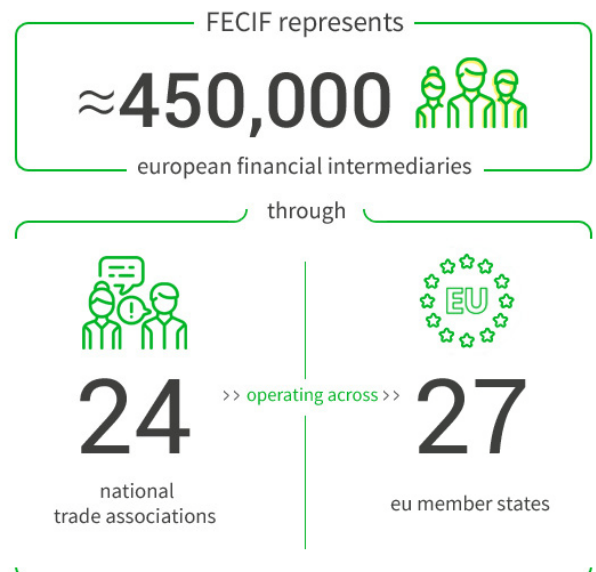
# FECIF MEMBERSHIP **2021**



## About FECIF

The European Federation of Financial Advisers and Financial Intermediaries (FECIF) was chartered in June 1999 to support and promote the role of financial advisers and intermediaries in Europe, whilst also representing them at the highest European levels.

FECIF is an independent and non-profit-making trade association that extensively assists its adviser members, who operate across Europe.



- Based in Brussels, FECIF is the only European body representing European financial advisers and intermediaries across the Continent.
- Via its membership, the Federation represents more than 450,000 advisers and intermediaries; when administration and back-office staff are included FECIF can be seen to support the activities of around 1,400,000 individuals

## Classes of Membership



### Active Membership

Available to Trade Associations, professional bodies and other organisations based in Europe who represent and/or support financial advisers and intermediaries.



### Direct Membership

Relevant to companies or individuals performing the role of a financial adviser or intermediary in Europe.



### Associate Membership

For companies or individuals providing relevant products and/or services to financial advisers or intermediaries in Europe.



*Details with regards to the last category can be found in our separate brochure entitled: “FECIF Associate Membership”. Please contact us to request this (details on the last page of this brochure).*



# Benefits for Active and Direct Members

- Trade Associations, networks of financial advisers and intermediaries, and individual practitioners all benefit extensively from FECIF membership.

## Representation

It has become increasingly obvious that the financial advisory sector needs strong representation, not only to help avoid unnecessary and unworkable regulations but also to ensure a level playing field. Without such representation the working environment is likely to become biased in favour of the so called “too-big-to-fail” institutions, and possibly also automated offerings, to the detriment of many advisers and intermediaries.

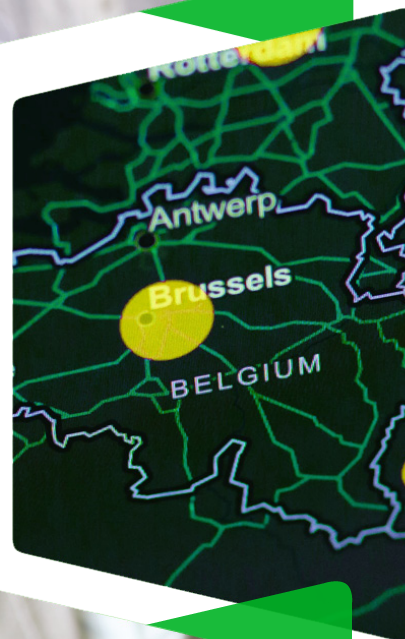
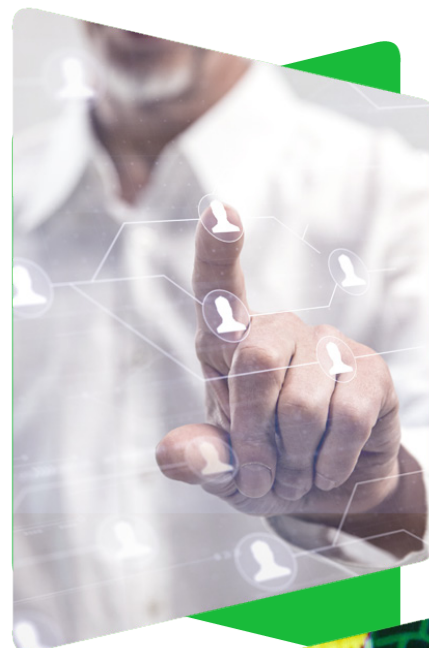
Via its Brussels Head Office, FECIF provides strong and effective representation, lobbying stringently on behalf of its members.

The final text of the Insurance Distribution Directive is an excellent and tangible example of the importance of this advocacy. All of the major points raised by FECIF were taken on board – and the adapted text was far more appropriate and feasible than previous drafts, a result that was highly beneficial for our members.

## Regulatory knowledge, expertise and assistance

At the EU level it is increasingly important to understand the specifics of regulation and the manner in which it is implemented. FECIF has the understanding and experience of the various markets within Europe, the pitfalls to avoid and the “local knowledge” that can reduce time and cost for our members.

Regular updates from FECIF’s legal office in Brussels are delivered to our Members, with easy access provided to working documents from the EC, EP, ESMA, EIOPA, EBA, etc. Summary information highlights the key aspects that may affect our members, saving them time and helping to focus their efforts and activities.



Access to FECIF's unique online database of EU directives, guidelines, regulatory technical standards, etc. is also a major membership benefit, with information thematically and chronologically classified.

### Direct input to EU regulation

Our Members are able, through FECIF, to input directly to EU consultations, gaining from the power of "a single voice" to help shape legislation and implementation – using their knowledge of what is viable and appropriate to ensure that good quality advice can be delivered to clients in a manner that is appropriate and understandable to them.

### Image benefits

Within the wider public, Members of an independent trade body such as FECIF are generally seen as committed to both the sector and to high quality, appropriately regulated, compliant business, which enhances them in the eyes of consumers, in particular potential clients. Our Members can display the FECIF logo on their websites to show that they are serious and conscientious professionals or entities.

### Market/product information and the FDM

Details concerning market and pan-European product information are made readily available to our Members at no additional cost; as and where relevant. The Federation's experience and knowledge of many European countries and markets enables our Members to more easily and effectively work within their own region and/or consider other locations. Our monthly e-newsletter provides beneficial information in an easy and simple format, with further details only one click away. Within and in addition to this, the newly launched FDM is a unique and market-leading online platform for our members and for their members - see: [marketplace.fecif.eu](https://marketplace.fecif.eu).

### FECIF conferences, webinars and workshops

Our Members are able to attend the events that FECIF organises, at no cost. These are unique and market-leading events, often bringing together national adviser associations





from across Europe along with consumer groups, MEPs, regulators and industry experts.

## Networking

The pooling of knowledge, information, expertise and experience that FECIF's members obtain is invaluable in helping to frame future business plans and strategies. Our members are better equipped to cope with - and potentially blossom - in the likely working environments of the future.

## Direct Involvement

Our members are able to nominate key individuals for our working groups and committees in order to pro-actively shape the Federation's policy and influence EU regulations and their implementation.

# Who should consider Membership?

All national Trade Associations representing and/or supporting financial advisers and intermediaries should strongly consider FECIF membership, as should individuals involved in the provision of financial advice, where they are not presently represented, or associated with an existing FECIF member.

Any individuals or entities that are looking for support and assistance when dealing with European regulatory affairs, especially if conducting cross-border business in the EU, also benefit significantly from FECIF membership.



FECIF also provides information on relevant and selected services covering the specific demands of such companies and individuals, saving time and money with regards to regulatory issues and assisting in creating potential business partners throughout Europe

## Potential Members

*Any potential Member has to be approved by the FECIF Board, ensuring that quality and appropriateness are maintained.*



## Specific Benefits of Membership for Trade Associations, Financial Advisers and Intermediaries

**EU updates on working documents** – frequent, detailed information from FECIF’s legal office in Brussels, with access to working documents from the European Commission and European Parliament, as well as the European Supervisory Authorities (“Super Regulators”) – ESMA, EIOPA, and the EBA.

**Regulation Expertise & Knowledge** – FECIF provides the understanding and experience of the various markets within Europe, the pitfalls to avoid and the “local knowledge” that can reduce time and cost to businesses.

**European Regulatory Database** – access to FECIF’s unique online database of industry information, EU directives, guidelines, regulatory technical standards, etc.

**EU dialogue, events and workshops** – events with acknowledged experts, an introduction to new rules and regulations and how these are implemented in day-to-day practice, regular exchange of ideas and opinions with EU agencies, fellow intermediaries from other countries, product providers, consumer protection groups, etc.

**Permanent representation** – via FECIF’s regular and frequent lobbying and communication at the EU Commission, the Parliament, the financial regulators, market participants (consumer watchdogs, the fund sector, etc.) and national partner federations, our Members obtain significant advocacy advantages.

**FECIF conferences, webinars and workshops** – complimentary attendance at these market-leading events, with the chance to hear from and speak to European Regulators, Consumer Groups, MEPs, and industry experts.

**FECIF Digital Marketplace (FDM)** – this unique online platform provides easy and cost-effective access for our members and their members to additional pan-European products and services, sometimes with unique or discounted offerings.



# Membership Fees

The Annual Fee for Active Membership is 1 € per natural person (IFA, employee) covered by the association, with a minimum of 1,000 €/annum.

There is also “**Active Plus Membership**”, which enables national associations to have the maximum involvement in FECIF’s work. This has an Annual Fee of just 15,000 €, once again providing superb worth for any Trade Association that wants to truly try and shape future regulation and the working environment of its members.

Direct Membership fees are calculated dependent on the annual turnover of the individual or company:

- For an individual 300 €/a
- Up to 1 M€ 1,000 €/a
- Up to 5 M€ 1,800 €/a
- Up to 10 M€ 3,600 €/a
- Up to 15 M€ 4,800 €/a
- Up to 20 M€ 6,000 €/a
- Up to 25 M€ 7,200 €/a
- More than 25 M€ 8,400 €/a



## Value for money

We generally find that our Members gain full value solely from the regulatory information, expertise and guidance that FECIF can provide – at significantly lower costs than many alternative sources of such assistance – even before the extensive other benefits are taken into account.

For details of our **Associate (corporate) Membership**, including benefits, options and fees, please see our brochure entitled “FECIF Associate Membership”, which can be obtained directly from us.

For more information e-mail: [info@fecif.eu](mailto:info@fecif.eu) or visit [www.fecif.eu](http://www.fecif.eu)

## FECIF Membership Classes & Fees

	Active Membership	Direct Membership	Associate Membership
Who?	<i>Trade Associations &amp; Organisations</i> representing professional adviser and/or intermediaries	<i>Companies or individuals</i> performing the role of a financial adviser or intermediary	<i>Financial institutions</i> or similar (e.g. Asset Managers, Investment Houses, Insurance Companies, Lawyers, Accountants, etc.)
Fees	a minimum of <b>1,000 €/a</b>  1 € per natural person (IFA, employee) covered by the association, capped at 5,000 €/a	a minimum of <b>300 €/a</b> for an individual  For companies, based on turnover: Up to 1 € million 1,000 €/a Up to 5 € million 1,800 €/a Up to 10 € million 3,600 €/a Up to 15 € million 4,800 €/a Up to 20 € million 6,000 €/a Up to 25 € million 7,200 €/a More than 25 € million 8,400 €/a	<b>3,600 €/a</b>
Benefits	<ul style="list-style-type: none"> <li>- EU updates on working documents</li> <li>- Regulation Expertise &amp; Knowledge</li> <li>- European Regulatory Database</li> <li>- EU dialogue, events and workshops</li> <li>- FECIF conferences, seminars and workshops</li> </ul>		<ul style="list-style-type: none"> <li>- Market knowledge and expertise, across Europe and in specific countries</li> <li>- EU updates on working documents</li> <li>- Regulation Expertise &amp; Knowledge</li> <li>- European Regulatory Database</li> </ul>
Fees	<div>or</div> <b>Active Plus Membership</b>  15,000 €/a		<div>or</div> <b>Associate Plus Membership</b>  5,000 €/a
Benefits	<ul style="list-style-type: none"> <li>- Enables national associations to have the maximum involvement in FECIF's work.</li> <li>- Permanent representation</li> <li>- Networking</li> <li>- Image benefits</li> </ul>		<ul style="list-style-type: none"> <li>- Permanent representation</li> <li>- Direct marketing opportunities through the FDM</li> <li>- Personalised presentation with secured access to members</li> <li>- EU dialogue, events and workshops</li> </ul>
	+		
FEPI	<b>FEPI Membership (FECIF European Pension Institute)</b>		
	For any organisation that is looking for a better understanding of independent distribution and cross border pensions business in Europe	<ul style="list-style-type: none"> <li>- Access to research and documentation</li> <li>- Consulting and other services</li> <li>- Local &amp; cross-border events</li> </ul>	