

BT Financial Group Appoints Head Of Practice Management

30 May 2011

For immediate release:

Mark Spiers, General Manager Advice today welcomed BT Financial Group's new Head of Practice Management **Wes Hall** into the fold.

"This is an important appointment for us, with the role covering the development and delivery of key financial planner services to all our Advice businesses: BankSA, Bank of Melbourne, Magnitude, Securitor, St.George and Westpac," Mr Spiers said.

Wes is a financial services and wealth management specialist with experience spanning advice, product and platform development as well as wealth management administration. He has deep experience garnered over the past 15 years working across four continents.

Wes joins BT Financial Group from Bravura Solutions, where he has worked for the past five years, his most recent role being Head of Operations – Australia and Asia. He has also held senior roles at AMP in Corporate Strategy and Product Development. And earlier in his career Wes worked in a number of paraplanning, financial planning and technical advice roles.

Wes' appointment is part of BT Financial Group's continued commitment to developing market leading capabilities for planners that ensure they have access to the best support and tools enabling them to service their clients to the highest standards in the industry.

"Practice management is the lifeblood of the services that underpin the high quality advice that our planners bring to their clients," Mr Spiers said.

Of his new role, Wes says, "I'm extremely excited by this opportunity as what we do drives to the heart of what financial planners rely on to provide quality strategic advice to clients – and that is what this industry is all about."

Wes is responsible for:

- Dealer services for bank channel and dealer group planners
- Technical support & services
- Para-planning and advice documentation
- Research and investment strategy
- Practice & professional development

BT Financial Group

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