

Dear Sirs,

I am a member of the Irish Institute of Pension Managers and working in brokerage for 11 years and have been grandfathered. I also sell Private Medical Insurance as part of our offering as authorised advisers. It really forms a very small part of our overall business, probably counting for 1% of our annual turnover. When we started offering the product, we were given training by an Adviser Plus employee which was CPD approved already. I have since had Hibernian Health employee's in with me going through their products.

It really isn't rocket science and you have to go through everything in the booklet to make sure that the client knows all the limits and possible exclusions. Do you need a course and exam to explain this? I don't think so. A one day Regulator approved course by one of the providers should suffice. I can't see any brokers spending any more time than this on such a small part of their business.

Regards

Steven

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