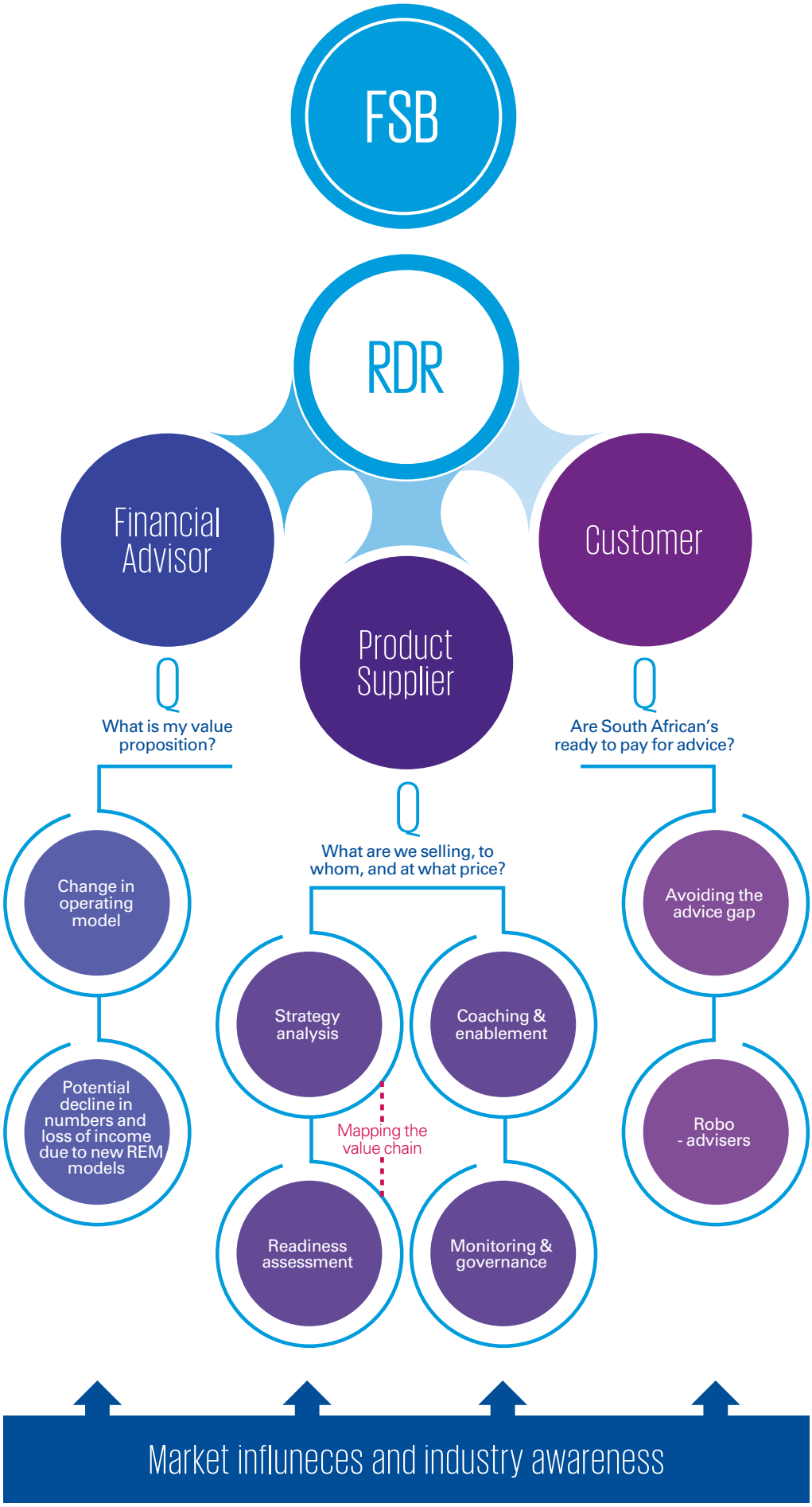
FSB
RDR
Financial Advisor
Product Supplier
Customer
What is my value proposition?
What are we selling, to whom, and at what price?
Are South African's ready to pay for advice?
Change in operating model
Potential decline in numbers and loss of income due to new REM models
Strategy analysis
Coaching & enablement
Mapping the value chain
Readiness assessment
Monitoring & governance
Avoiding the advice gap
Robo - advisers
Market influneces and industry awareness