

ATTHECOALFACE

Hasan Hazra

Getting to know a client's personal story is a great privilege, the Next G Wealth planner tells *Ben Harvey*

Q Why did you enter financial services?

A. Providing financial services to individuals and families has several major attractions. First, it's fascinating and exciting to get to know individual situations and circumstances on money, incomes, assets, liabilities, lifestyles, limitations and aspirations. Second, it's equally challenging and enormously exciting to work through these sets of information and design a financial plan that adds value. Finally, in getting this job done successfully, one achieves a good sense of work satisfaction. With my first degree in science, I've a solid exposure to real-life situations. While I'm enjoying what I'm doing, I'm in the business of making a difference in my trade in maximising personal financial wellbeing, and thus contributing to socio-economic wellbeing.

Q What is your favourite part of the job?

A. Setting up a customised "roadmap to wealth" (that is, a financial plan) is the most difficult part of the job. Once this is done, the ongoing job is to meet the entrusted clients on a routine basis to review that their financial wellbeing is maintained and goals set are duly achieved as planned. I enjoy every bit of it. I also enjoy seeing them fully engaged in taking control and become comfortable in their personal finance matters as they move on.

Q What is your investment approach?

A. My approach is based on the fundamental principle of "efficient frontier". That is, maximising returns for a given level of risk, or equivalently, minimising risk for a given level of return. Diversification has obvious benefits. However, flexibility is important due to client demand heterogeneity in continuously changing market conditions. In other words, a "one-size-fits-all" or a straitjacket approach may not work in my trade.

Q Name one regulation you would change?

A. Regulatory measures to increase consumer awareness and encourage obtaining professional financial advice is a burning issue. In this regard, I believe a regulation needs to be considered to allow all statement of advice fees to be tax deductible.



Hasan Hazra is a certified financial planner at Next G Wealth