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M&G Wealth appoints Recruitment and Acquisition Director

M&G Wealth has appointed Tim Clark as its first Recruitment and Acquisition Director.

Clark joins the company from Loyal North plc where he developed a unique acquisition strategy to attract high quality advisory firms from across the UK to become part of the company.

He formerly held senior recruitment and development roles at Tavistock Investments, Benchmark Capital, The Lighthouse Group, The Tenet Group, Edward Jones, AMP and General Accident.

M&G Wealth has previously outlined plans to radically increase the size of The Advice Partnership (TAP) business, where numbers have already grown from single figures to over 220 in the last year. TAP also recently announced the creation of its own Adviser Academy (the Academy) to support growth, particularly of its existing firms.

Clark will be looking at all aspects of recruitment, and potential acquisition, with a strong focus on growing numbers within TAP, as well as supporting work in the Academy to bring new talent into the financial advice sector and help towards bridging the notable 'financial advice gap'.

Chris Haines, CEO of M&G Wealth's advice business: "Tim has a unique and powerful knowledge of recruitment and acquisition in the financial services sector. He has achieved significant success throughout his career, helping a range of UK financial services organisations to successfully grow, develop and capitalise their businesses in a dynamic, profitable and fully compliant manner.

"Tim has a well-regarded network of advisory and recruitment contacts at both firm and individual level throughout the UK. He is a proven developer of existing recruitment and acquisition operations and I am delighted to welcome him to my leadership team as we seek further sustainable growth".

Tim Clark, Recruitment & Acquisition Director, M&G Wealth Advice, said: "There is a well-marked need throughout the UK to address the financial advice gap. M&G Wealth has a clear and progressive strategy to play an important role in that while being fully focused on delivering better outcomes and experiences for its clients.



“There is a collective power and strength throughout the organisation to support scaled and responsible growth - in partnership with the wide range of high-quality advisers and businesses that exist across the UK. I look forward to having discussions with these advisers and firms whether restricted, independent, starting-out, looking for an agreeable exit or just simply looking to grow their business for the future alongside a dynamic and understanding partner”.

Assets under management and administration for M&G Wealth total £28 billion.

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M&G Wealth is part of M&G plc, an international savings and investments business, managing money for both individual savers and institutional investors in 28 markets. As at 31 December 2020, M&G plc had £367.2 billion of assets under management and administration, around 5 million retail customers and more than 800 institutional clients.

For further information and interview:

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