

Agenda

Legal & General Mortgage Club Autumn Roadshows

Theme:

Item	Who	Time
1. Registration, Refreshments & Networking	All	9.00am
2. 'Welcome & A Look at 2022 - Where We Are and Where We're Going'? A warm welcome to our Autumn Roadshow and a look at the whirlwind mortgage market we are currently operating in.	Clare Beardmore, Head of Broker & Proposition, L&G Mortgage Club	10.00am
3. Economic Overview The wider economic view of what is currently shaping the world we live in and its impact upon the mortgage market.	Guest Speakers from: CBRE Group and Savills (exact speakers are location dependant)	10.15am
4. Consumer Duty A look at what the new regulations entail, the implications for advisory firms and the next steps you need to consider.	Guest Speakers from the Compliance Teams at various mortgage networks (exact speakers are location dependant)	10.35am
5. Lender & Smartr Refer Partners Part 1 A quickfire, fun but informative 'speed dating' session from half of our lender and SmartrRefer partners present.	Lender Team	11.00am
6. Networking Break & Refreshments	All	11.20am

<p>7. Making Things Easier</p> <p>Derek and Clare will have a ‘sofa conversation’ on the challenges being faced by brokers and lenders in the current climate.</p>	<p>Derek Adams, National Accounts Lead, Skipton Building Society for Intermediaries</p> <p>Clare Beardmore Head of Broker & Proposition, L&G Mortgage Club</p>	<p>11.45am</p>
<p>8. Transformation: Advisers Advising</p> <p>In this session we’ll share the findings of our latest consumer research, and how they are increasingly using digital tools to consider their mortgage options. We will also look at trends around transformation and what you need to be thinking about going forward.</p>	<p>Jodie White, Head of Mortgage Products & Transformation, L&G Mortgage Club</p>	<p>12:10pm</p>
<p>9. The Protection ‘Why?’</p> <p>A discussion around the ‘why’ – why every customer should have an impactful Protection Conversation.</p>	<p>Jeff Woods, Head of Intermediary Development, L&G Protection</p>	<p>12.35pm</p>
<p>10. Lender & Smartr Refer Partners Part 2</p> <p>A quickfire, fun but informative ‘speed dating’ session from the second half of our lender and SmartrRefer partners present.</p>	<p>Mortgage Club and all Lenders & SmartrRefer Partners present</p>	<p>12.55pm</p>
<p>11. Networking Lunch</p> <p>Please take this time to engage with our Lender & SmartrRefer partners present</p>	<p>All</p>	<p>1.10pm</p>
<p>12. Event Close</p>	<p>All</p>	<p>2.00pm</p>