



The Hansard Group wins Best Internet Service 2004

Joe Kanarek, chairman of Hansard Development Services Ltd, believes that supporting IFAs across the Internet is a critical driver to Hansard's business growth.

Hansard's Internet strategy is simple – to give IFAs what they asked for. Our research showed that IFAs' satisfaction could best be measured by:

- Enhancing their brand and reputation.
- Supporting and integrating new tools to assist the sales process.
- Developing new opportunities for improved client service.

IFAs using Hansard OnLine (the Group's award-winning internet facilities) have enjoyed tremendous success. Consultant and client websites automatically carry their IFA's branding. Not only can the IFA respond quickly

to day to day queries, they also have instant access to over a hundred different reports providing fund and product information, therefore enhancing the service they offer.

New For Qualifying IFAs

The latest addition to Hansard OnLine is the Personalised Investment Review. This is a detailed, high quality client presentation booklet, as useful to a consultant

prospecting for new clients as it is at creating a unique level of personalised and historical investment information for their existing client bank.



What IFAs Say...

"It has made maintenance of administration a whole lot easier"

"Hansard OnLine has proved to be a great business tool (especially to those of us operating over 7000 miles away from base)"

"Hansard OnLine is head and shoulders above anything else around"



To discuss how working with Hansard can add value to your business, please email joe.kanarek@hansard.com
Alternatively, see www.hansard.com for more information about the Group.