

# PRESS RELEASE

## PRIVATE BANK CHIEFS SET A NEW AGENDA

Owen James and Scorpio Partnership are pleased to announce the creation of *A Meeting of Minds* for global private banking. The objective of the Meeting is to bring together the captains of the industry to develop a common understanding of their businesses and to identify the steps needed to ensure they all profit in the future.

The Meeting will bring together some 25 private banking decision makers - the visionaries - who are intent on discussing ways to attack industry issues of mutual interest. Topics that will be assessed include staff shortages and retention plans, client cannibalisation, new business tactics, performance benchmarking, regulatory consultation processes and building an industry that will survive external market forces.

The Meeting of Minds approach is to hold boardroom style sessions to discuss pre-agreed agenda topics. The event will take place at the Lanesborough Hotel in London on 24 May, 2007.

“The Meeting of Minds is a CEO-style meeting series involving business leaders from across the industry. It is a pioneering approach to develop intelligent thought leadership and this is core to our approach. At Scorpio Partnership we passionately believe the debate about the future of the industry needs to be collectively discussed among the market influencers with pro-active outcomes as a result. To date, too much time is spent chasing each other’s tails rather than actually going out and seizing the massive market opportunities of the HNW world,” said Sebastian Dovey, managing partner, Scorpio Partnership.

The Meetings will include input from invited high net worth clients including a former premier league football manager as well as several business entrepreneurs. These clients have been briefed to inform the visionaries exactly what their expectations are from the industry and whether they are getting these solutions now. There will also be external input from market specialists in the field of business differentiation and employee retention. The event will also include an exclusive insight into Scorpio Partnership’s latest, unique and widely-respected annual *Global Private Banking Benchmarking Survey*.

“We believe we have identified a need for these top bankers to work together on producing a common policy - maybe even a charter to ensure there is some clear water between them and the other parties trying to muscle in on their long established space. Where actions are called for, steering parties will be put in place by the organisers to ensure progress is made. Complacency is no longer an option!” said James Goad, Director at Owen James.

A Meeting of Minds for Private Banks will take place at The Lanesborough Hotel on Tuesday 24 May. If you would like to find out more information about this new concept, call Evie Owen on 01483 862692.

Ends

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### Editors note:

Following the Meeting on 24 May, a report of the day’s sessions is published for the participants. An executive summary will be made available to the press and other parties within the industry.