



# David Hobbs

Director of Albrighton Wealth Management

## Q&A

I started my career in 1990 working for Pearl assurance, then in 2000 took the plunge to run my own business as part of a network as an IFA. Over the next 15 years moved to different networks, I got more and more frustrated with the lack of support and lack of expertise and decided to look at other opportunities outside financial services. I decided to run parallel businesses and over the years I've had several different business ventures in; telecommunications, property, scaffolding business and finally a construction company all at different times.

In 2013 my world fell apart; a corrupt Director had run up massive debts with various suppliers. It was only when he resigned just before Christmas that I found out the true cost of what he had done. That was the worst year of my life as I have 5 children and it was tough going. My accountant told me to immediately bankrupt the business, this was not an option for me as still wanted to be in financial services. I chose to pay all the debts off personally. This was a very low point in my career and my life. All my personal wealth had gone, I was starting again.

Over the years I had been talking to SJP via Nello Patrone, but I had a preconceived view and never really took the meetings that seriously. I always believed that they were very expensive and a bit too good to be true. My business model at the time was mainly mortgage and protection and to move to SJP would have meant a drop in commission rates. We did very little investment and pension business. I had one adviser working from home.

I decided to leave my network and asked myself, do I go direct IFA, no support, same old same old, no I thought, it was time to ask for another meeting with Nello which I took as the most important decision I have ever made as this was the time to get it right as I knew I wasn't getting any younger. He was brilliant, passionate and knowledgeable about SJP and genuinely wanted to help me get back to enjoying my career. I wanted to get my spark back and do what I'm good at.

Nello set up a support package as I had no real money, no ongoing commissions etc. It was tailored to our needs to ease the pain of moving. Everything I was told about SJP has lived up to expectation.

The help and support, the feeling of community spirit, the depth of knowledge and the wonderful family feel. Colleagues around the business are more than happy to pass on experience and help. I have to pinch myself as I have come so far since joining in 2016. Since joining we have achieved so much. Due to the support, I have been able to recruit 3 people who have gone through the SJP Financial Adviser Academy to become advisers. This would not be possible anywhere else in the industry. There is proper support and guidance from Business Development Managers together with the opportunity to develop and grow via a business purchase. I purchased another SJP business in 2019 which has truly changed my life, we now have 6 Advisers and 3 administration staff and our own offices in a very affluent area.

### *Since joining we have achieved so much.*

Being part of SJP has lifted me to a much higher level which has created a lot more business and truly happy clients. The feedback from clients is positive. I have secured a lot of High value clients that I know would not have been the case previously. I offer a valued review service that my clients look forward to. It's great to improve and help people with their financial wellbeing. I have recently bought my son into the business who successfully completed the Academy. I am now planning the next 3 years to hand over parts of the business to the advisers to give them a fantastic opportunity to own part of the business so I can take a few extra holidays.

I am in my 6th year with SJP and in the best financial position of my life. I am well on my way to meet all of my objectives in 3 years time. I love my work, I am extremely proud to be part of such a great business, I only wish I had listened to Nello all those years earlier who knows where I would be now. I owe a lot to St. James Place and want to thank them for all they have helped me achieve.