



FOR IMMEDIATE RELEASE

## IFPHK Joins Hands with IOSCO on Senior Vulnerability Survey *Results Show Great Support to Regulate Financial Planning Advice to Seniors*

(Hong Kong – 12 July, 2017) – As elder financial fraud is on the rise in Hong Kong and globally, the Institute for Financial Planners of Hong Kong (IFPHK), as an affiliate member of The Financial Planning Standards Board (FPSB), took part in a survey led by the International Organization for Securities Commissions (IOSCO), which represents more than 150 countries' securities regulators including Hong Kong. The survey studied on financial fraud and abuse risks for senior investors, compared to other investors in multiple jurisdictions.

With the participation of 2,600 CFP professionals in 12 territories, the responses to the survey provided the following key findings:

- The majority of respondents (60%) felt seniors would benefit most if regulators and professional bodies encouraged policies that support the **delivery of financial advice to seniors under a client first/best interest duty of care.**
- More than one quarter (27%) of respondents said they had encountered a client within the last 12 months who was the **victim of fraud or had been taken advantage of as a result of being a senior.**
- While financial planners believe seniors are at greater risk of losing money to fraud, or of being taken advantage of, our respondents found it **difficult to carve out seniors from any other type of investor** who may be inexperienced or have reduced or impaired mental capacity. Our survey participants, however, did identify specific situations in which they felt seniors could be at risk.
- Most respondents indicated there were laws, regulations or programs in place to protect seniors accessing financial services in their jurisdictions, but they added that in most cases, the laws, **regulations or programs were designed to protect all investors, not just seniors.**
- **Stealing, “get rich quick” schemes and mis-selling** were cited most often as tactics used in elder financial abuse situations.
- While many respondents said they had created programs or policies to deal specifically with providing financial advice or financial services to seniors, the majority indicated they had **no such programs or policies in place.**

“With over 4,600 CFP professionals in Hong Kong and over 170,000 globally, the IFPHK and our fellow FPSB member organizations have always been the trustworthy partner and opinion contributors to the financial services industry globally. By participating in this survey, we hope the feedback from our CFP professionals is useful to evaluate the current policies of the delivery of financial advice to seniors, and raise the importance of financial education and investors protection,” said Dennis Lau, the IFPHK CEO.

He added, “As a leading organization in Hong Kong for advancing and enforcing of professional financial planning standards, the IFPHK has a duty to give feedbacks and provide continued support to all regulators' efforts in protecting vulnerable groups, in particular against the backdrop of a global ageing population.”

FPSB's complete response to IOSCO is available [here](#).



### **About IFPHK**

IFPHK was established in June 2000 as a non-profit organization for the fast-growing financial services industry. It aims to be recognized in the region as the premier professional body representing financial planners dedicated to upholding the highest professional standards.

The Institute is the sole licensing body in Hong Kong authorized by Financial Planning Standards Board Limited to grant the much-coveted and internationally-recognized CFP<sup>CM</sup> Certification and AFP<sup>TM</sup> Certification to qualified financial planning professionals in Hong Kong and Macau.

It represents more than 7,600 financial planning practitioners in Hong Kong from such diverse professional backgrounds as banking, insurance, independent financial advisory, stockbroking, accounting, and legal services.

Currently there are more than 171,000 CFP certificants in 26 countries/regions; the majority of these professionals are in the U.S., Canada, China, Australia and Japan, with more than 4,600 CFP certificants in Hong Kong.

### **About FPSB**

FPSB manages, develops and operates certification, education and related programs for financial planning organizations to benefit the global community by establishing, upholding and promoting worldwide professional standards in financial planning. FPSB demonstrates its commitment to excellence with the marks of professional distinction – CFP, CERTIFIED FINANCIAL PLANNER and CFP Logo mark – which it owns outside the United States. FPSB has a nonprofit member organization in the following 26 territories: Australia, Austria, Brazil, Canada, Chinese Taipei, Colombia, France, Germany, Hong Kong, India, Indonesia, Ireland, Israel, Japan, Malaysia, New Zealand, the Netherlands, the People's Republic of China, the Republic of Korea, Singapore, South Africa, Switzerland, Thailand, Turkey, the United Kingdom and the United States. At the end of 2016, there were 170,101 CFP professionals worldwide. For more, visit [fpsb.org](http://fpsb.org).

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