



# RESTORING

by Paul Gilfeather

# Order

**W**ealth-management expert Paul Jeffreys is on the hunt for financial orphans – investors left in the lurch by unscrupulous investment salesmen. He and his team at Jigsaw Wealth Management have put together a new rescue package that restores order to even the most disorganised of financial portfolios.

The Singapore-based firm currently handles investments totalling US\$110 million. But Jigsaw's new strategy focuses directly on those they call "orphans" – clients who have lost all track of their existing investments because of poor advice or lack of support.

Paul explains: "The typical orphan client has maybe invested in an insurance-based product somewhere in Southeast Asia. They might have paid in regular premiums or even a lump sum, but in many cases the salesman gets his commission up front and that's the last they see of him."

Of course, this leaves the client in no-man's land.

"We have devised a strategy where we gather all the paperwork and begin the process of putting all

their investment in one place. Once centralised, we can put a value on the assets and introduce a system whereby we can manage what they have. What we find is that many of our clients who were left as orphans can still get good returns."

Paul says that Jigsaw can provide this service at very little cost to the client. And, he admits, once the process is started, he is often able to form a close relationship with the client and show them just how he can put their money to work.

He says financial orphaning is a particularly common problem among expats who have spent years working in different countries around Southeast Asia.

"By letting Jigsaw manage something you already have, we can demonstrate to you for very little cost how we can make you money," he says. "We've devised an online system that can value any asset. We take the details from an existing investment and plug it directly into our platform. We are linked in with all the financial media, like Bloomberg, Reuters, the Financial Times, and

with other investment houses. This allows orphaned clients to see very quickly an up-to-the-minute price on their existing investments.

"So, after years of financial disarray, suddenly your investments are valued, all in one place, and not subject to impossible administration."

Paul reveals that the average advisory firm will be quick to sell off your assets, so as to make their job much simpler, but this might not be the most suitable advice.

"When I was working for Lloyds and Coutts they viewed such propositions as cumbersome and even dangerous. Jigsaw takes a different view. The system we offer is much more forward-thinking and, frankly, the backbone of how we set up the company."

Paul's parting shot to potential clients is not to wait too long before taking action.

"The worst thing is to do nothing," he says. "People are very unsure how to act in the current economic climate, but it's better to grasp the nettle and move forward." ■

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