

About Hunts' Group

Hunts' Group is a boutique strategic consulting firm specialising in the financial services sector. Our experienced consultants advise on:

- Strategy development and execution
- Distribution
- Sales and sales training
- Product design
- Acquisitions and mergers
- Asset sales
- Platform strategies
- AFSL acquisitions
- Outsourcing
- Licensing
- Operational design
- IT design and project oversight
- Leadership
- Business planning
- Financial engineering and modelling
- Project management

Examples of our work

Some recent assignments we have undertaken include:

- Strategic adviser to two financial planning practices in a complex transformation. We assisted the practices merge together and redefine their value proposition. On their behalf we developed an Information Memorandum and Request for Proposal, and approached the market to find an institution willing to buy a 25% stake in the business with a view to agreeing a future exit strategy for the remaining 75%. We assessed the responses, negotiated on their behalf and completed the transaction, and also refinanced their banking needs with a new bank at the same time.
- Strategic adviser to a major regional financial planning practice in which we facilitated their strategy off-site day, reviewed their business capability, assisted them redefine their business strategy and helped determine their licensing needs.
- Project managed a tender response for a major platform provider, including preparing a detailed tender response and developing a financial model to price the response.
- Strategic adviser to a dealer group reviewing its platform requirements, including developing an Information Memorandum and Request for Proposal to take to market, review responses, recommend a preferred supplier and negotiate a successful outcome.

Our Approach

At Hunts' Group we believe strongly that all parties to a relationship should have trust and confidence in each other. That means we take the time to closely understand our clients' needs and plan with them how we can assist. We prefer to agree on a written scope of work for each engagement so that each party's responsibilities are clear from the outset

Our People

Anthony Hunt - Principal

Anthony has held various senior roles in financial services where he has been responsible for developing and executing the strategies to take businesses forward, encompassing product, marketing, distribution, operations, compliance and systems accountabilities. :

- At Westpac he was the COO of the Private Bank
- At Tower he was the General Manager of Tower Managed Funds in Australia.
- At Perpetual he was the General Manager of Perpetual's wrap account business. Prior to that he was the Managing Director's strategy assistant.
- At PricewaterhouseCoopers he was an Associate Director in Corporate Advisory Services

Anthony holds an MBA, degrees in Economics and Law, is a Fellow of the Financial Services Institute of Australasia and an Associate of the NSW Law Society.

Anthony may be contacted directly at anthony@huntsgroup.com or on 0417 210 693.

Wayne Wilson - Principal

Wayne brings extensive experience across, distribution, funds management, banking, insurance, AFSLs, strategy development and execution, product and software design and Private Client and Private Banking models.

Wayne draws on his extensive experience as a well-known executive in the wealth industry where he has worked for a number of companies' including:

- Head of Asgard & Advance, - BT Financial Group
- General Manager, Sales & Distribution – Wealth Management - St George Bank
- Director, Sales & Distribution – Asgard
- Group Executive – Perpetual Private Clients

Wayne is a Graduate of the Australian Institute of Company Directors, and holds a Bachelor of Commerce and Post Graduate Diploma in Applied Finance and Securities.

Wayne may be contacted directly at wayne@huntsgroup.com or on 0434 848 100.

Where necessary we can and do engage sub-consultants to assist in specialist areas. In these cases Hunts' Group is responsible for managing all aspects of the sub-consultants and their work so that our clients only have to deal with one relationship.