



Media Release
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Xafinity SIPP & SSAS growth continues - experienced Business Development Manager appointed

Xafinity has appointed Garry Crook to its SIPP & SSAS sales team as Business Development Manager, where he will be supporting new and existing clients. Garry will be covering London, the South and South West region, which includes Bristol and Reading.

Garry has a decade of experience in SIPP/SSAS sales, technical and administration roles and joins Xafinity from James Hay.

Jeff Steedman, Head of SIPP/SSAS Business Development at Xafinity, said: "I am delighted that Garry has chosen to join the team at Xafinity. Not only is he an experienced BDM but, like me, he served his time in technical and admin functions and this enables him to offer a broad support directly to advisers. We have ambitious plans for growth and continue to focus on writing full SIPPs and SSASs with commercial property as well as, increasingly, our low cost SimplySIPP."

Andy Bowsher, Director of Self Invested Pensions at Xafinity, added "The SIPP sector is clearly in the midst of a real shake-up and has been for some time. Throughout this Xafinity has stayed focussed on what it does well; that is to say we remain completely dedicated to serving financial advisers, have very strong products, and believe in great staff delivering a personal service.

Our business sits on strong financials and our capital adequacy requirement is currently anticipated to reduce with the 2016 rules; this enables us to continue to invest in our people and proposition, including our business development function. It looks like we are going to show record growth again this year, so while we strive every day to further enhance our proposition, I guess we must be doing something right."

Garry Crook, SIPP/SSAS Business Development Manager, said, "Xafinity SIPP is a rapidly growing brand and has an outstanding record for delivering excellent service to its clients and their advisers, and I am absolutely delighted to be part of the team."

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Notes to Editor

Xafinity

Xafinity is one of the UK's leading specialists in pensions and employee benefits. Our expertise addresses the needs of both trustees and companies in pensions and actuarial services, flexible benefits and healthcare. We are committed to providing a professional and proportionate service, tailored to our clients' needs and delivered cost effectively.

Xafinity has managed SSAS since 1979 and SIPP since 2004 and we have built a hugely experienced and growing team, with 55 specialised staff based in Stirling. We administer SIPPs and SSASs for around 4,500 clients, with over £1.5bn worth of assets which includes over 1,600 commercial properties, a specialist area of self-invested pensions