

Richard Maitland, SARASIN & PARTNERS, Tuesday 31st October

1. Define what is best practice and what the network is seeking... Thoughts...
 - a. Agreeing clear objectives and goals: what really matters
 - b. Ensure that these goals are actually achievable, practical.... and can be written down simply

2. Responsible investment is very complex. I suggest it is a little like Cerberus the three-headed dog:
 - i. when to avoid
 - ii. when to engage
 - iii. when to help (social impact, mission-related)

3. Research/education: what is best / possible / appropriate: I truly believe education is transformative.
 - a. Recognise that there is a lot of poor quality research / research written with an agenda
 - b. Recognise that there is a lot of poor quality journalistic commentary
 - c. those who will just say 'yes' even if they believe something will produce poor results / fail
 - d. forewarned is forearmed.....just how well do you really know the investment world?

4. Sympatico: ensuring a shared set of values. If a network is to be successful, you need to seek out empathy. You need to work with people who share your values.
 - a. Eg, look at work/employment practices / other clients / corporate activity (examples)
 - b. Be aware that currently 90% of faith-based money is not looked after by people who have your greatest interests at heart.

5. Honesty: best practice is about offering genuine advice, not pandering to every whim (yes is not necessarily best)
 - a. Transparency: coach and horses on ethics / fees etc.....both income and investment.....holistic
 - b. High quality reporting: on activities and evolution.....bringing everything to life.....not just fire and forget
 - c. Avoiding embarrassment.....of both user and provider

6. Clear definitions / understanding...metrics
 - a. Many will want to be part of any network / platform.....should they be? Define requirements based on above.

7. An acknowledgement that successful networks ensure that everyone involved plays a part and benefits. No free lunch for anyone!
 - a. Users ensure the objectives evolve, engage with practitioners.....receive the service they require

- b. Providers give honest advice, feedback and education as/when necessary, manage investments appropriately.....earn a return on their investment of time and resources

Finally, we're all faith-based but let's also be fact based. The value of a network is in its impact and the quality of its members.

Richard Maitland, Sarasin & Partners

Richard Maitland joined Sarasin & Partners in 1992. He is a partner, was appointed Head of Charities following the merger between Chiswell Associates and Sarasin in 2003 and is a member of the Executive Committee. He specialises in strategy and the management of diversified, multi-asset portfolios. He is author of the Sarasin & Partners Compendium of Investment, which has now been published for 20 years and is Director of the £1.75bn Alpha Common Investment Funds. He has lectured at The Judge (Cambridge), University of Vienna and University of Stellenbosch business schools and runs the Trustee Training Program for the Charity Finance Group. He is a member of the Investments Advisory Committee of St Paul's Cathedral. (UK)