

# Globaleye takes more focused approach to next

*New regulations, smarter customers, and competitive forces in the market are transforming the global financial services industry. To stay relevant and get to the next phase, Timothy Searle of Globaleye believes that traditional firms must adopt technology and explore new business models – whether they're an IFA or a solutions provider*

**T**HE GEOPOLITICAL ENVIRONMENT across the globe has brought some challenges to the financial services space and demand that IFAs re-evaluate themselves and their business models. In light of new regulations, Timothy Searle, chairman of Globaleye is adopting a more focused

approach to take their business to the next level.

Singapore, one of most stringent markets when it comes to financial services regulations, serves as a benchmark for Globaleye. According to Timothy, when regulations are clear and concise, they actually support the growth of a business and help the company gain visibility into the future. His firm takes directives by the Monetary Authority of Singapore (MAS) very seriously and appreciates the regulator for being very clear about their role and the role of clients and advisors in the financial markets.

In today's day and age, we can't talk about the future without talking about technology and new business models, and Globaleye understands this. They're working on developing, building, and adopting fintech solutions to enhance their proposition to clients. The firm is also shifting away from the traditional IFA model, in favour of a more fee driven or residual income based model - which is in line with new regulations and customer expectations.

The reality is that the market is changing rapidly. There's growing compartmentalization in the ecosystem with specialists emerging for every product, there's consolidation among brokers, and there's a need for service providers to demonstrate and prove the value they bring to clients. Timothy sees these trends and is positioning Globaleye to meet demands in new-age markets. ■



TIMOTHY SEARLE  
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