

Member Profile

Shane Mullins, founder and Managing director of Fiscal Engineers Limited.

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Based: Nottingham

Set up Company: May 2000

Career Development: Having started as a professional golfer at the age of 16, Shane moved into financial services in 1992, turning round an ailing company and selling it successfully two years later. After a link with a leading law firm in Nottingham, he had the vision of Fiscal Engineers as a brand and forged ahead with the concept.

Hobbies and interests – Shane said “having just had our first son I’m playing a little less golf than I used to but enjoying every minute of fatherhood. Business has kept me busy, particularly in the early years so it feels about right to have some quality time with the family.”

Since its inception in 2000, Fiscal Engineers has carved out a niche in serving high net worth families who have become extremely disenchanted with traditional advice channels.

“There is a growing trend among emerging wealthy families to look

for new and alternative services when it comes to engaging advisers, says Shane Mullins, Managing Director. Historically, the larger players have dominated this market but there is a shift towards the development of strong independent brands offering a much wider suite of services than the traditional wealth manager”.

Recent surveys estimate there are around 85,000 individuals with £1m or more in free assets and the numbers are set to grow. Managing time and complexity for them are two critical factors and are said to be shaping a new wealth market within the UK.

“We have no intention of building a national or global presence” says Shane. “We have a clear focus on serving our local market and will only work with families where we can add substantial value to their affairs. Our aim is clear, to work with a relatively small number of clients, to understand them and their needs fully and in turn offer each a bespoke service. We work with them to develop an investment



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strategy that is right for their personal circumstances, rather than treating everyone the same.”

The Company has grown three fold since inception and now has a staff of 9, including two Directors, both Certified Financial Planners, together with a highly qualified research and administration team.

Shane said “Being a member of the IoD allows me to have facilities in the city and a central resource of essential knowledge and information, which is a must for any Director who is serious about their business.”



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