



CONNECTING THE WEALTH SECTOR. ●

*"PCD Club offers a professional platform from which to
share insights and remain connected."*

Head of Marketing | International Private Bank

NEW CONTACTS, NEW IDEAS, NEW BUSINESS.

PCD CLUB OPENS THE DOOR TO A WORLD OF NEW CONTACTS, PARTNERSHIPS AND COLLABORATIONS BY REACHING ACROSS DISCIPLINES AND REGIONS TO ALLOW GLOBAL PRIVATE WEALTH PROFESSIONALS TO CONNECT AND WORK TOGETHER.

The most effective way to build your list of HNW and UHNW clients is to forge relationships with professionals who already have the clients you are looking for. At PCD Club, we give you the platform to do this in a relaxed, social setting where relationships of trust and mutual benefit are developed.

Our synergy of live networking and online events, along with our range of digital content, allows you to showcase your expertise to a cross-disciplinary community of 10,000+ private wealth professionals that include lawyers, bankers, investment managers, property professionals, trustees and more.



IN 2019 WE HOSTED EVENTS FOR OVER 5,000 GUESTS IN 21 CITIES INCLUDING:

New York, Miami, London, Geneva, Zurich, Mumbai, Dubai, Hong Kong, Shanghai and Cape Town.

PCD Club is the **premier** business networking forum for **international private wealth professionals**.



OUR MEMBERSHIP IS MADE UP OF:

20% Lawyers;
18% Investment Managers;
15% Private bankers / Financial Advisors;
13% Accountants;
13% Trustees;
6% Property related;
6% Currency Brokers;
9% Other

NETWORKING DINNER 📍 THE LANGHAM, LONDON

PCD CLUB -OUR UNIQUE PROMISE.

EXPAND YOUR INFLUENCE

AT PCD CLUB, WE DO THINGS DIFFERENTLY.

Growing your network is the most effective way to form reciprocal professional relationships, reach new prospects and grow your list of high-quality clients. We have created an exclusive club that helps professionals who are ready to connect and collaborate to find one another.

The conference industry sees networking as secondary to the programme of the day. Conversations that may result in a business opportunity are often a question of chance; attendees are left to sink or swim in a sea of unfamiliar faces with no way of knowing if the connections you are making are worthwhile or not.

We take networking one step further: we actively **facilitate collaborations** and work **with our members** to help them **build their network**.

Our members are established professionals who are gatekeepers to HNW clients. In order to provide the best service, they need to know a wide variety of service providers across the globe. At PCD Club, everyone brings something to the table.

We specialise solely in connecting people through our multi-platform programme of:

- Networking dinners, held globally, at some of the most exclusive venues in the world
- A supportive and collaborative community
- Members' directory
- PCD Club website
- Suite of digital content, including webinars and a Club magazine
- Client referral programme
- Collaborating to create and share industry insights and expertise.



NETWORKING DINNER 📍 THE CORINTHIA, LONDON

THIS IS WHERE IT GETS PERSONAL

BUILDING LASTING, MUTUALLY BENEFICIAL BUSINESS RELATIONSHIPS IS HARD WORK.

We offer access to quality people and opportunities quickly and efficiently - with us you will save time and money by meeting all the right people under one roof. **Curated table plans, requests for introductions to support business trips, or connections at the events are all part of the process.**

PCD Club founder, David Bell, has been helping professionals to build their networks since 2008. In his roles at US & Swiss private banks, he realised the value of international connections in the private wealth sector.

David remains hands on, seeking out synergies among members, understanding your individual business needs and connecting you with like-minded potential partners wherever they may be in the world.

We offer members market intelligence and insight to guide their business development plans.

Where most professionals go wrong is that they try to do it alone. **We are on your side.**

"PCD provided me with fantastic support when getting my practice off the ground, making new business relationships and reinvigorating existing ones. What makes the difference is the effort that David puts personally into making sure that everyone gets the most out of their membership, helping to connect people at events and, crucially, following-up afterwards. He is extremely generous with his time, a great advocate and has a wonderful team as well."

Justin Mason, Director | Justin Mason Valuation.

PCD CLUB EVENTS ARE DESIGNED WITH RELATIONSHIP BUILDING AT THEIR CORE.

- 2000 active members
- 10,000 highly engaged professionals on our mailing list



NETWORKING DINNER 📍 THE MANDARIN ORIENTAL, GENEVA

VALUE FOR MONEY.


COVID-19: NETWORKING IN THE NEW NORMAL

MARKETING BUDGETS ARE TIGHT. PROFESSIONALS NEED VALUE FOR MONEY ON EVENTS. SPENDING THOUSANDS OF POUNDS ON A SINGLE EVENT IS A RISK AS OPPOSED TO ACCESSING GLOBAL EVENTS THROUGHOUT THE YEAR.

The worst months of the pandemic were a challenging time for most businesses. When countries locked down, we are proud of what we did next:

- We worked closely with our members to understand how we could continue to serve them through the crisis and beyond.
- We took our live event programme to a new digital level with a fresh schedule of webinars, publications, and private forums.
- We enhanced our referral scheme and members' directory to ensure our people stayed connected.

- As soon as our members were ready, we re-opened our live dinners with a focus on reinvigorating networks and collaborating face to face again, without compromising on safety.
- We have shown through the pandemic, a flexible and resilient business model.

90% of current members surveyed said they have benefited from their club membership. 



"Having worked with David for a number of years in the physical event space, I've been extremely impressed with how his proposition has evolved and now offers partners an accessible and professional platform with which to offer our insight and remain connected despite the continued uncertainty."

Julian Gibbs, Head of Marketing | Barclays Private Bank



NETWORKING DINNER 📍 GHILLIE DHU, EDINBURGH

WHAT HAPPENS WHEN I JOIN?

CONNECT AND COLLABORATE ON DAY ONE

WHEN YOU JOIN PCD CLUB, YOU'LL BECOME PART OF AN EXCLUSIVE, COLLABORATIVE COMMUNITY THAT INCLUDES SOME OF THE MOST EXCITING NAMES IN PRIVATE WEALTH.

Our corporate members range from large global organisations such as Barclays and Cazenove Capital, to niche players that are reshaping their sectors such as Bitcoin Suisse.

After the challenges of the last two years, 2022 is the year for you and your business to be visible again. Through attending events and engaging with our digital content, we will put you front and centre of our community.

96% of our current members are actively looking to expand their professional network.



NETWORKING DINNER 📍 THE LANGHAM, LONDON

BECOMING A MEMBER.

WHY JOIN PCD... AND WHY NOW?

THE INDUSTRY EVENT SCHEDULE HAS BEEN PROFOUNDLY CHANGED BY THE PANDEMIC.

There are far fewer events hosted by professional firms, but the importance of networking hasn't gone away.

If you're thinking about joining, if you are thinking about expanding your network, if you are think-

ing about growing your client portfolio, we encourage you to join now to take advantage of our exciting 2022 programme... at 2021 prices! From April, we will be increasing membership prices in line with increased costs, so don't delay, join PCD Club today.

We look forward to welcoming you inside the premier networking club for private wealth professionals.



NETWORKING DINNER 📍 THE CHURCHILL, LONDON

MEMBERSHIP BENEFITS

PRIME

CORPORATE

Annual membership fees *(ex VAT)*

£500

£1200

Able to share membership between colleagues?

✗

✓

Number of guaranteed dinner tickets

2

6

Record Hot-Seat interview with David Bell

1

2

Access to our Global Webinar Updates and Digital Magazine

✓

✓

Feature in content for PCD Club Digital Magazine

✓

✓

Submit Articles
(PCD digital magazine/ website / social media channels)

✓

✓

NEW Complimentary 12 months access to our new
“HNW Advisor” platform (worth £250 per subscriber)

✓

✓

Access to NextGen Forum

✓

✓

PRIME MEMBERSHIP

OUR PRIME MEMBERSHIP IS FOR A NAMED INDIVIDUAL DESIGNED TO HELP BUILD YOUR PERSONAL BRAND, GROW YOUR NETWORK, WIN BUSINESS IN ONE SINGLE MEMBERSHIP PACKAGE.



NETWORKING DINNER 📍 OGH, GUERNSEY

BUY NOW

Prime members enjoy the opportunity to:

- Attend two networking dinners, anywhere in the world, over the course of the year
- Record 1 Hot Seat interview with David Bell, distributed through PCD Club social channels and digital magazine.
- Benefit from the support of the PCD Club team to build your network.
- Enjoy full access to our digital platforms, including online member’s forum and community directory
- Complimentary 12 months access to our new “HNW Advisor” platform (worth £250 per subscriber).
- Ongoing opportunities to be featured in our members’ magazine shared across PCD Club subscriber base and social channels.



Do yourself a favour, work with David and his team. PCD Club is perfectly placed to support you and your business bravely embrace, adapt to and thrive in the new world we find ourselves in."

Tim Townsend, Senior Business Development Manager | Standard Bank

CORPORATE MEMBERSHIP

OUR CORPORATE MEMBERSHIP PACKAGE IS PERFECT FOR BUSINESSES THAT WISH TO ALLOW COLLEAGUES TO SHARE A SINGLE MEMBERSHIP AND ENJOY ENHANCED ACCESS TO OUR LIVE EVENTS AND DIGITAL PLATFORMS.



PANEL DISCUSSION 📍 EAST, MIAMI

BUY NOW

Corporate members enjoy the opportunity to:

- Attend six networking dinners, anywhere in the world, over the course of the year.
- Record 2 Hot Seat interviews with David Bell, distributed through PCD Club social media channels and digital magazine.
- Benefit from the support of the PCD Club team to build your network.
- Enjoy full access to our digital platforms, including online member’s forum and community directory.
- Complimentary 12 months access to our new “HNW Advisor” platform (worth £250 per subscriber).
- Ongoing opportunities to be featured in our members’ magazine shared across PCD Club subscriber base and social channels. Your organisation’s press releases and thought content will be shared across our social media channels.
- Access our NextGen Forums.



We have hosted a series of webinars with PCD Club. It has been a very positive experience for us in terms of the technical execution, the pre-event marketing, the content and delivery strategy, and the quality of attendees. At every step of the way, David and his team have been wonderful to work with."

Sue Nickason, VP, Marketing & Sales | Dart Real Estate

MEET THE TEAM.



"When we arrived in London as young professionals, all the networking opportunities were about meeting people within your own profession. It created an environment of competition, not collaboration. I was tired of only ever meeting other accountants so David and I decided to organise a little dinner, above a pub in east London, just to see what happened..."

Sophie Bell, Co-Founder | PCD Club



"When we organised that first dinner in 2005 - not really being sure whether anyone would turn up - I would have never imagined that it was the start of a journey that would see us organising events across continents (in one case in the middle of a full-blown riot in Hong Kong), building up a community of 10,000 leading names in private wealth, facilitating hundreds of collaborations and new business initiatives every year, forging lasting friends and having fun every step of the way."

David Bell, Co-Founder | PCD Club



"I think I speak for the whole team when I say that our members include some of the most innovative people in their industries. The best part of my job is the fact that I get to have regular contact with our community, helping them to be in the right places at the right times, and watching as they grasp opportunities and grow their businesses."

Lucy Ashworth, Client Administrator | PCD Club

#JOINTHECLUB



David Bell
Co-Founder



Sophie Bell
Co-Founder



Lucy Ashworth
Client Administrator



Lucy Verdon
Editor



Nick Portet
Digital Magazine Editor



Leon Peskett
Digital Marketing Assistant



Chris Mathison
Design



● New Contacts ● New Ideas ● New Business

FREQUENTLY ASKED QUESTIONS.

Are PCD Club events Covid safe?

We continually monitor the situation and work with our venues to ensure the safest possible environment. We follow all regional guidelines for our face-to-face events and limit capacity as necessary. Anyone who can't attend an event for Covid-related reasons is able to rebook without penalty.

Can I hold off joining until the uncertainty lifts later in the year?

You can but why would you? Carpe diem! We have exciting plans for our PCD Club members in 2022, and we work to ensure that our members continue to have a fulfilling and collaborative experience regardless of the challenges that surround us. We accommodate any unforeseen changes to bookings as a result of the pandemic. Your dinner vouchers are valid for 18 months and any unused tickets can be carried forward upon renewal of membership.

Can I cancel my membership anytime?

Yes.

Should I purchase corporate or prime membership?

We have designed two great-value packages to suit a range of needs. If you are part of a team that you believe could benefit from sharing the event vouchers, we would recommend joining the corporate programme. **Corporate membership** is our best value offering that includes unrestricted access to the best of what PCD has to offer. **Prime membership** is most suited to individuals wishing to access our events in a cost-effective way.

Can I find out who will be at an event in advance?

Yes, we provide a full guest-list of attendees in advance of all our live events so you can come prepared to network with the right people.

I'm not a great networker. Is PCD Club right for me?

PCD Club was created for professionals just like you. We know that people who are experts at what they do aren't always the best at selling themselves. Our club was created to give you the

platform to share your knowledge and build a high-value network.

What is the dress code for your events?

Our networking events are focused on making professional connections – they are also about having fun. PCD Club dinners are a professional yet relaxed affair. A good rule of thumb: if what you plan to wear can be worn to the office without raising eyebrows... you can wear it to a PCD event. Also, if you're feeling adventurous, feel free to throw in some personality!

What if I can't attend an event and need to cancel?

Once you have used a voucher to book an event, your place is confirmed.

If you register for an event and can no longer attend due to Covid or on any health grounds - provided notification is sent by email to tickets@pcd.club anytime prior to the start of the event - you will be entitled to re-book a future event.

If the named person is unable to attend an event they are registered for, PCD Club will accept the substitution of a colleague of equivalent seniority at the Directors' discretion. In the event of a "No Show" at an event, it will

count as one of your membership events.

Can I bring a friend, colleague or a family member to an event?

PCD Club is a professional networking forum. Colleagues and guests must have at least 5 years industry experience. Friends and family are not eligible to attend.

I want to attend a PCD Club international event. Do you help with logistics and planning for attending international events?

Although guests are responsible for travel and accommodation, we are happy to offer advice where possible and sometimes have a room rate at the venue, email members@pcd.club for details.

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IF YOU HAVE
FURTHER QUESTIONS
PLEASE CLICK HERE
OR CONTACT

MEMBERS@PCD.CLUB



CLOSING REMARKS

"In today's challenging environment, high and ultra-high-net-worth need trusted advisors more than ever. In our work with private wealth professionals, we have found that those who invest the time to increase their visibility, embrace challenges as opportunities, and remain open to collaborate through uncertainty are putting themselves at the front of the queue to meet fast-changing needs in today's fast-changing world."

David Bell, Founder | PCD Club

CONTACT: MEMBERS@PCD.CLUB