

## **PAUL SHARPE, CHAIRMAN OF THE IPW**

Paul Sharpe has been the Chairman of the Institute of Professional Willwriters (IPW) since 2000 and a member of the IPW since 1993.

Paul first entered the Willwriting profession in 1990, shortly before the IPW was founded, in 1991. The Institute of Professional Willwriters was established to set its members apart from the disreputable operators in the sector, following the failure of a so-called expert Willwriting company - the Quill Willwriting franchise.

The aim of the Birmingham-based IPW has always been to protect the rights of the consumer by campaigning for regulation in the sector and by operating a membership based organisation run on the lines of tight self-regulation, in the absence of any compulsory regulation being imposed by Government.

Paul Sharpe has spearheaded this campaign since becoming the Chairman of the IPW and is heavily involved in government research on the regulation of unqualified Willwriters.

Paul has continuously lobbied for regulation, as the head of the **only** Willwriting organisation to insist on qualifications for all of its members. Membership of the IPW requires the passing of a tough entrance examination, or an equivalent qualification, and on-going professional development. It runs checks into the background of individuals wishing to become members and insists that every member has at least £2 million of professional indemnity insurance in place.

To support its call for regulation, the IPW has commissioned consumer research in 2007, to assess the consumer's view on statutory control and their awareness of the current situation.

The IPW has also reiterated its call for compulsory regulation this year, when yet another Willwriting body, NLS Sheffield Limited, was wound up, leaving many consumers at risk.

With the lessons of the collapse of The Quill Willwriting franchise not having been learnt, 17 years later, and with history repeating itself, the IPW is making the Your Money Matters Show the focus for a huge push and demand for regulation in Willwriting. It believes that, without regulation, consumers are more at risk than ever before, thanks to the plethora of get-rich-quick merchants operating Willwriting businesses, both on the internet and through the press.

Paul Sharpe's views on why regulation is of fundamental importance within Willwriting are already sought by many journalists and he is well prepared to discuss such issues with the media.

His expertise lies in writing Wills and creating lasting powers of attorney and advance decisions, inheritance tax Trusts and means to mitigate care home fees. He is well versed in issues affecting the elderly and has a knowledge of his sector second to none.

Paul Sharpe has also placed the IPW heavily on the consumer's side, by becoming involved in the delivery of a Code of Practice for Willwriters, to be submitted to the Office of Fair Trading, for approval under their Consumer Codes Approval Scheme. The Code of Practice guarantees a fair deal for consumers from any member of the IPW.

The IPW now has members nation-wide and is growing month on month, as Willwriters recognise the status the IPW holds within the profession and why professional qualifications matter. Joining the IPW is means of distancing oneself from every other organisation within the Willwriting sector and sending a signal that the Willwriter is an ethical, trained and honest business person.