

# KNOX HOUSE TRUST THE TEAM THAT MAKES A DIFFERENCE

Words by: Michelle P. Tonnesen  
Photos: Matt Mosur

Say the words “Trust”, “Fiduciary” and “Corporate Service Provider” and people’s eyes may start to glaze over. Then they probably haven’t met the senior team at Knox House Trust Limited (KHT). Stepping into their prestigious Finch Road premises, you are welcomed by friendly and competent people – from the front desk to the Managing Director. Anthony Page has been on the Board of Knox House Trust since the company was established six years ago and has seen the company grow into a successful corporate service provider. He is now charged with taking the business forward to the next chapter as the company’s newly appointed MD, and with 20 years of experience in the trust and corporate sector both on Island and in the Channel Islands, KHT is definitely in very capable hands.

“It’s exciting times for KHT. We have been delighted to welcome new and returning faces into the senior team, which has further enhanced our competitive advantage as we embark on our ambitious growth plans into new markets. We operate in 3 core business segments, namely, traditional Private Clients, Marine & Aviation and Family Office. In each we provide a wide and varied array of services – all of which we plan to grow and develop over the next 12 months.”

The senior team was recently reinforced by the promotion of James Porter, who now as Business Development Director is responsible for the on-going development and operations of KHT’s booming Marine & Aviation division. He is also responsible for continuing the growth for the full spectrum of services the company offers. James brings a wealth of experience from over 20 years in the CSP industry, across every sector, and has worked in a variety of roles before being appointed to his current position as a Board Director. Asked how he will approach the task ahead he said, “I am continually seeking out new opportunities for the business, including the creation of new services to ensure we remain competitive within the marketplace and keep up with the exacting standards of today’s clients. This year our primary goal will be to focus on expansion plans into new jurisdictions to enable a wider service offering and establish a truly global footprint for the company. In some instances we will draw in the expertise from the wider Knox group of companies.”

Of course, it will not be all smooth sailing, but as the captain of the ship Anthony is confident in the company’s abilities to steer clear of obstacles on the way to global expansion.

“Our sector is extremely competitive. There are a number of similar providers, but we are genuinely different. We are a boutique company, with experience and knowledge at the sharp end of the business so that we can offer an excellent client-focused service at a very competitive cost. We have proved ourselves to be proactive and nimble by creating bespoke, practical solutions for our clients. We don’t just talk the talk we actively listen to our clients and have excellent relationships with them and their advisors. Our clients are always at the heart of everything we do. Every single client is looked after by at least one member of the senior management team. We are constantly reviewing our clients’ arrangements, due to the ever-changing environment, and work hard to keep that one important step ahead, providing our clients with what they need at any given point in time, sometimes even before they know they need it. We also



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have the advantage of being part of the wider Knox group of companies, which provides excellent additional resource and complementary services, and because we work closely with the other companies it gives a seamless, bespoke and sometimes an innovative solution to the client.”

KHT have received a number of awards and accolades highlighting the company’s expertise in service excellence and innovative delivery. The most recent are the Corporate LiveWire Innovation & Excellence Awards 2017 in which KHT was the winner of Marine & Aviation Advisory Firm of the Year, fighting off stiff local competition. They have also won Best Aircraft & Yacht Corporate Services Provider 2017 in the World Commerce Review Awards 2017.

**When asked what he sees as the current top challenges for KHT, Anthony answers:**

“Brexit is obviously an uncertainty. The decision has been made, but no one really knows the impact yet. The ever-increasing compliance environment is a key challenge too. It is absolutely as it should be. The Isle of Man as a jurisdiction has an excellent reputation, and KHT is fully licensed and regulated by the Isle of Man Financial Services Authority.”

Cue Patrick McCarrick who recently joined the company as Head of Risk and Compliance. Patrick has 24 years of experience working within a wide variety of financial services organisations. Having dealt with clients’ auditors and regulators, he has an in-depth understanding of the service delivery from the clients’ perspectives, as well as the regulatory and risk obligations placed upon KHT.

“I am fortunate in that I am part of a dedicated team that works very closely with our clients. This in turn allows me to gain a good working knowledge of all our clients and helps to reduce the impact of issues that may arise. I feel that this approach is critical to the ongoing growth and success of our business – particularly as KHT prides itself on the level of personal service we provide to clients. I strive to dispel the traditional perception that the risk and compliance function is a business prevention unit. I try to listen more than I speak.”

It’s a diverse team of knowledgeable, multifaceted individuals. Not only do they have ample experience within their field, they all pitch in to get the job done – and lead interesting lives in their spare time too.

Anthony is a dedicated family man, as well as an avid mountain and road biker who last year cycled from Land’s End to John O’Groats. “Work is very important to all of us, but we are conscious that every

one of us has a life outside of work.”

Patrick is an active mountain biker too, currently training for the End to End Challenge, and has just returned from a family ski trip to France.

James keeps himself busy out of the office being a devoted father to his 10 month old son, renovating a house with his wife, and swinging his golf clubs at his local club, King Edward Bay.

Alana Faragher, newly joined Financial Controller with a focus on Family Office, plays rugby for Vagabond Ladies and is the first female rugby referee on the island. With her outgoing nature and good sense of humour, she breaks all the stereotypes traditionally surrounding qualified accountants. Alana heads up the Accounts Team. She is somebody that fully understands the saying that “time and tide wait for no man” as she has recently worked for a very busy contractor services company, where accurate information has to be provided on demand. “Although the volume isn’t at the same level as I was previously used to, at KHT the financial information required by clients is more detailed particularly in the Family Office function, and I will be looking to improve on how that information is delivered. Today’s clients don’t want to wait for somebody to call them back - they are busy people who rely on the information for key decisions. A delay can be very costly to them.”

Voirrey Collister, Head of Private Clients & Operations, expertly juggles managing a large active portfolio of clients, overseeing the Private Client team and the operations of the overall business, as well as being a mother to a 10-year-old daughter and Chairperson of the on-island group of UNICEF. “Thankfully, KHT offers a wonderful working environment. Teamwork is at the very core of KHT.” Friendly and approachable, Voirrey not only brings extensive experience with managing high value assets to the table, but also a “nothing is too much trouble” attitude which goes a long way when communicating with clients, intermediaries and staff members.

Anthony Page is clearly and rightly proud of his team. “I enjoy the variety of my job – no two days are the same. One moment I may be dealing with a tenant farmer, the next an investment manager or a fine wine storage facility. But what I enjoy the most are the people I work with. They are all great people – interesting, very bright and capable. The KHT team and their ability to exceed the needs of our clients is fundamental to everything we want to do.”