

Interview with **Robert Brodrick, Private Client Partner at Payne Hicks Beach** featured in Step, first published online on 29 July 2019 and reproduced with kind permission <https://www.step.org/interviews/60-second-interview-robert-brodrick>



## 60-second interview with Robert Brodrick

*Robert Brodrick, 29/7/2019*

Robert Brodrick TEP is Chair of Payne Hicks Beach, in London.



---

### What does your firm do?

Payne Hicks Beach looks after ultra-high-net-worth individuals, family businesses, trustees and family offices both in the UK and internationally. We are a full service law firm and have been in business for almost 300 years.

### What has STEP done for you, individually, or as a business?

I think of STEP as our trade union - it is there to look after its members, provide training and speak up for us when we need a spokesperson.

### What is the most important thing STEP does, in your opinion?

For us one of STEP's most important functions is to represent the private client industry when responding to consultations and helping to shape legislation. However, the [STEP Private Client Awards](#) have also become one of the highlights of the private client year, and a valuable measure of success.

### What do you most like about your job?

I like the fact that my job is based on personal relationships; I hope to be looking after the same families across several generations.

### .. and what do you feel is most worthwhile?

Getting to know clients incredibly well, and being there for them at the most important (and sometimes difficult) times in their lives.

### What would you say to a young person thinking of a career in this industry?

While looking after private clients is extremely rewarding, you have to be prepared to invest a lot in building personal relationships, and it may take many years to do this.

### Where do you see future growth, both in terms of sectors and jurisdictions?

At the moment political uncertainty is generating a lot of work, with people wanting to move to or from a country. Bizarrely the UK is both the beneficiary and the victim of this trend, with as many

people moving here as are leaving, to escape legislation against non-doms and policies a change of government could bring.

## **What do you feel are the main challenges facing your organisation at the moment?**

Traditionally private client work has involved advising on tax and estate planning; however there is a public perception that this has become almost completely unacceptable, and in many cases misunderstood.

## **Which social media channels do you use and why?**

We are very conservative when it comes to social media, but we do use LinkedIn.

- The next [STEP Private Client Awards](#) are on 25 Sep – book a table!

*[Robert Brodrick TEP](#) is Chair of Payne Hicks Beach, in London. He is a frequent speaker at STEP events, including those hosted by STEP Bahamas, STEP New York, STEP Jersey, and STEP Guernsey. Robert has a STEP Advanced Certificate in Trust Disputes.*

10 New Square, Lincoln's Inn, London WC2A 3QG  
DX 40 London/Chancery Lane  
Tel: 020 7465 4300 Fax: 020 7465 4400 [www.phb.co.uk](http://www.phb.co.uk)

This publication is not intended to provide a comprehensive statement of the law and does not constitute legal advice and should not be considered as such. It is intended to highlight some issues current at the date of its preparation. Specific advice should always be taken in order to take account of individual circumstances and no person reading this article is regarded as a client of this firm in respect of any of its contents.

The firm is authorised and regulated by the Solicitors Regulation Authority:  
SRA Number 00059098  
© 2019 Payne Hicks Beach