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## Paul Everitt

Managing Director, Fund Corporation of the Channel Islands Limited

A quick fire, life changing interview

### ➔ What do you do, why did you get into it and ultimately what would you like to achieve?

I'm managing director of Fund Corporation, a growing, Guernsey-based fund administrator. We aim to become the partner of choice for specialist investment managers on and off the island. We have a strong mix of clients but have a bias towards private equity, real estate and funds of funds. We're hoping for a strong year ahead, aiming for a 60% growth rate, despite the struggling global economy.

### ➔ What makes your company great?

Our ethos: we treat clients and staff as adults. We believe in dealing with people openly and with honesty and integrity. That's backed up with our experience, judgment and our ability to operate seamlessly as an extension of our clients' teams.

### ➔ What is the greatest challenge your company is facing today?

Balancing our growth with the needs of our clients. We constantly navigate and manage the demands of putting the building blocks of the future in place for ourselves and for our clients. The funds industry is currently flexing and adapting a great deal to fit with changing legislation and client demands. The winners will almost certainly be those who are nimble enough to stay ahead of the pack. Fund Corporation sees a great

deal of potential in working with more specialist investment firms to develop niche, tailored administration services particularly where a close working relationship means that newer firms are able to find their feet in very hard times.

### ➔ Do you or have you ever had a nickname?

Do I have to? Okay, Kenny – as in 'Kenny Everitt'. It stuck with me all the way through school unfortunately. You have to be of a certain age probably to know who he was. I lived with it though...it was all in the best possible taste...

### ➔ What frustrates you most about the modern world?

Too much information; too little time; everything too fast. Don't get me wrong, I love a bit of gadgetry but I worry of the impact of the information age. It makes it so hard to kick back and just think and people are always looking for the next thing - for example, it frustrates me that my daughter thinks of a film as being old if it was out last year! Black and white films? Forget it!

### ➔ You're hosting a dinner party for a major client, who would you invite and what would you cook?

Fortunately when we prepare a dinner party, my vastly more skilled wife normally transforms into "super-hostess" mode; it's a sight to behold. She

happens to be a fantastic cook and evenings flow pretty well. The trick is to stay sober enough to enjoy the desserts - her cheesecakes are out of this world. Being Guernsey, a lot of the food we cook is fish based, but during the depths of winter we might go for something warming like a Moroccan stew and during the summer, a barbeque and salads. As for guests, that really does depend on the client!

### ➔ You have a client landing in Guernsey. Where would you recommend they eat out?

I think we're really lucky in Guernsey, we have a number of great restaurants. I particularly like Le Nautique (slightly more formal feel), Pier 1.7 (relaxed lunch, potentially raucous evening) and Le Petit Bistro (Café for a great, quick lunch, restaurant for a relaxed evening).

### ➔ Which local business or professional is a credit to his/her industry/island and why?

My colleague, Michael Betley (managing director of our sister company Trust Corporation of the Channel Islands). Michael has been a true champion for Guernsey overseas for many years now and has established a successful business of his own based in Guernsey. He is able to combine his knowledge and skills in business with a human, interested approach in dealing with clients, staff or contacts.