



April - May - June 2025

connect

The Institute of Accountants and Bookkeepers

**Unlocking Business
Growth with AI**

**New Identity
Verification Rules:
What You Need
to Know**

**Your Role in
Driving Business
Resilience**

**Smart Marketing for
Sole Traders to Boost their**

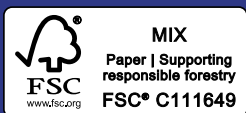
INFLUENCE



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The Institute of Accountants and Bookkeepers



Welcome

The second quarter of our calendar is an exciting time as we gear up for the Accountex exhibition in May. This annual pilgrimage holds great significance for our community

and presents an opportunity for industry professionals to reconnect, explore the latest software developments, and seek guidance from experts.

I wholeheartedly endorse these events as they serve as a source of inspiration and pave the way for aligning future strategies with market innovations. However, I emphasise the importance of harnessing the full potential of networking events and exhibitions for personal and business growth. That's why we are thrilled to announce our pre- Accountex event the IAB Empowerment Summit on 13th May 2025.*

Designed to offer an intimate and engaging experience, the summit aims to help you fully leverage the upcoming exhibition. I will be hosting a keynote session alongside finance expert,

author and entrepreneur Alfonso Fernandez Stuyck who will delve into insights and best practice in financial management. Drawing from my own experience, I will supplement this advice with tangible real-life scenarios and align to the IAB framework for context. Our goal is to spark reflection on your objectives and highlight ways in which you can achieve them.

In this edition, we look at two key components of the IAB scalability framework that are prevalent across all four phases, marketing and technology, particularly artificial intelligence (AI). Both can play a key role in propelling business expansion and streamlining operations. They are crucial areas that demand attention, although time constraints often mean they get overlooked. Like the content featured in our event, these articles aim to stimulate contemplation and provide guidance.

**Tickets went on-sale pre iabConnect distribution and are subject to availability. See back cover for details.*

Sarah Palmer
Chief Executive Officer

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Smart Marketing for Sole Traders to Grow their Brand

One of the most frequently asked questions at our coffee mornings and ambassador groups is how to get the most out of marketing.

As in just about every area of business, the world of marketing seemingly changes daily so we thought we'd put together a simple checklist for how you can develop your brand online and get the most out of your marketing.

Figure out who you are

First off is you! As a sole trader, you are 90% of your brand so it is important to be clear about who you are, what makes you a trustworthy financial professional and what differentiates you from other accountants and bookkeepers in your area.

Nail this and you'll be a better performer at networking events, it can form the basis of your content and will help you sell more effectively.

Be visible online

Ensuring you have a strong online presence is next on the list. You essentially only need three things to maximise your visibility – (1) a good Google Business Profile complete with reviews (2) a simple and easy-to-use website and (3) a 'rock star' LinkedIn profile which shows you in your best light. Together these will

make it easy for people to find you and will help to convert new potential clients.

Fish where the fish are

Now that you are clear what your proposition is and you can be easily found, you need to think about your niche and what channels you need to use to reach these people. If you just want clients who live in the local area, then face-to-face networking will do the trick. But if you want to work with creative businesses then you may

need to concentrate on your Instagram presence or making full use of Facebook groups.

Remember that social media is not the force that it once was. Intensive competition, algorithms that increasingly optimise 'entertainment' content and an overreliance on paid ads mean that very often, you are unlikely to get any form of return on your investment.

Whereas email can still be a very powerful tool. A regular newsletter sent out to clients via email (or indeed WhatsApp) can be a much simpler way of reaching out to people than spending hours scrolling through socials.

Be authentic; be fabulous

'Content is King', goes the phrase, and this has never been truer than today. However, in a world of AI-driven articles, identikit stories and soft 'personal' posts it is getting harder to stand out from the crowd.

Here's where you need to start thinking a little smarter and look at creating content that really counts. This could include helpful 'infographics', updates on what is happening in the world of business finance as well as interesting (but suitably anonymised) case studies.



Fish where the fish are: Now that you are clear what your proposition is and you can be easily found, you need to think about your niche and what channels you need to use to reach these people.



Measure twice; cut once

As finance professionals, you will be well used to measuring performance and analysing figures. You need to do the same with your marketing activity. The good news is that almost all forms of marketing can be tracked – websites, social media, email campaigns – to see if they are working for you.

Get into the habit of checking your website analytics, social media insights and the open rate of your newsletter monthly, just as you would your own finances.

A final note

We live in a rapidly changing world. So even if you don't want to grow your practice or take on lots of new clients, it is still vital to keep your name out there. As the great business networker Ivan Meisner once said:

Visibility = Credibility = Profitability.



And if you are feeling brave, you may wish to look at creating a short 'promo' video which could not only sit on your website but could also take pride of place on your website. We all know the phrase that people buy from people so why not humanise your brand and place yourself centre stage.

All you need is (1) your phone (2) a stand to support your phone (3) a simple script stating who you are, what you do and how you add value (4) a teleprompter app downloaded to your phone and (5) a quiet, well-lit place to record. Take as many goes as you wish and remember two important things – breathe and smile!



We all know the phrase that people buy from people so why not humanise your brand and place yourself centre stage.





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How RTI U-turn Spells Success for Payroll Professionals

Lora Murphy MCIPPDip, CIPP Editor, explores the government's decision to reverse its plan to require more detailed employee hours data in real-time information (RTI) submissions – a move that has been met with widespread relief among payroll professionals.

A Hard-Earned Victory for Payroll Professionals

Since 2022, the CIPP's Policy Team has been working alongside HM Revenue and Customs (HMRC) to improve the data collected from employers. As part of these efforts, HMRC had proposed a significant change: requiring employers to submit more detailed employee hours data via RTI. This proposal sparked concern across the payroll industry due to the administrative burden it would place on businesses.

However, in early 2025, a major announcement changed everything. On 28 January, HMRC informed software developers and members of its Employment and Payroll Group that from April 2026, employers would no longer be required to provide additional employee hours data via PAYE RTI returns. The reason? The government had “listened to feedback and acknowledged the potential administrative burden highlighted by businesses.” This decision is a clear example of how payroll professionals can influence policy when they make their voices heard.

The Journey to Policy Change

The CIPP's Policy Team has been at the forefront of this issue, advocating on behalf of payroll professionals and ensuring their concerns were heard by HMRC and the government. Their efforts involved extensive consultation, representation in Parliament, and direct engagement with industry stakeholders.

Think Tanks and Consultation

The CIPP hosted two rounds of Think Tanks with full, fellow, and Chartered members. The first session gathered input for the consultation on ‘Improving the

data HMRC collects from its customers’, allowing members to engage directly with Colin Connor, Head of New Data Policy at HMRC. The second session enabled members to contribute to the technical consultation on draft legislation.

Parliamentary Representation

Samantha O'Sullivan, CIPP Policy and Advisory Lead, provided oral evidence to the Finance Bill Sub-Committee at the Palace of Westminster. She highlighted the significant administrative burden that the proposed RTI changes would impose on employers and payroll agents, strengthening the case against the policy.

Reviewing the Legislation

In late 2024, under embargo, the Policy Team reviewed the proposed legislative amendments based on consultation responses. While some changes aimed to reduce the impact on employers, concerns remained about the feasibility of the new requirements. To support businesses, the CIPP had even offered to send joint-branded communications with HMRC to all UK-registered employers, ensuring they were prepared for the changes.

Why Did the Government Reverse Its Decision?

The CIPP was not alone in raising concerns. The Administrative Burdens Advisory Board (ABAB) – which represents small businesses and challenges HMRC on regulatory changes – also questioned the necessity of the proposal. In its 2024 annual report, ABAB stated that it “did not yet understand the rationale for the proposal” and was particularly concerned about the “additional administrative burden” it would impose on businesses of all sizes.

The CIPP believes this U-turn is a direct result of industry-wide feedback. The message was clear: the proposed changes to RTI reporting would have placed an unsustainable administrative burden on payroll teams, particularly for smaller businesses and payroll bureau managing thousands of clients.

A Win for Payroll, But the Work Continues

This decision highlights the power of collective industry advocacy. It also serves as a reminder that payroll professionals must stay engaged with policy developments, ensuring their expertise shapes the future of payroll compliance. The CIPP will continue to work closely with HMRC, monitoring any future proposals that could impact the profession.

For now, payroll professionals can breathe a sigh of relief – but should remain vigilant, ready to respond to the next challenge that comes their way.

The government had “listened to feedback and acknowledged the potential administrative burden highlighted by businesses.”



Leveraging AI to Scale your Business

Transitioning from a solo or small practice into a fully-fledged business is one of the most challenging phases for finance professionals. As you move from 'Transitioning to a Business' phase 3 (P3) into 'Successful Business' phase 4 (P4), you face a complex mix of obstacles and opportunities. This phase often brings a dip in profits, the need to acquire new skills as an employer and the challenge of managing a growing team of at least three employees.

However, with the strategic adoption of AI-driven systems, finance professionals can streamline operations, enhance marketing efforts and improve client service – thereby unlocking greater profitability and efficiency.

Understanding the P3 to P4 Shift

The transition to P4 involves more than just increasing revenue. It requires transforming your practice into a scalable, efficient and resilient business. At this stage, professionals must master:

- **Operational Systems:** Efficient processes to manage workload and ensure consistent service delivery.
- **Marketing Strategies:** Targeted, data-driven efforts to attract and retain clients.
- **Recruitment Practices:** Effective hiring and onboarding systems to build a capable, motivated team.

AI technology is increasingly becoming the catalyst for these transformations, enabling finance professionals to navigate these challenges with greater ease.

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...finance professionals can streamline operations, enhance marketing efforts and improve client service – thereby unlocking greater profitability and efficiency.



1 Automating Operations: More Time, Less Stress

Operational efficiency is the foundation of a successful business. Manual tasks such as data entry, reconciliations and invoice processing consume valuable time and introduce the risk of human error. AI-powered tools, like intelligent bookkeeping software and automated reporting systems, can handle these repetitive tasks with precision.

Key Benefits:

- **Time Savings:** Automating core processes frees up time for strategic planning and client advisory.
- **Consistency and Accuracy:** AI minimises errors and ensures reliable, standardised outputs.
- **Scalability:** Systems that grow with your business, handling larger volumes without additional resources.

Example: Software with machine learning capabilities can automatically categorise transactions, generate reports, and detect anomalies in client accounts. This ensures high-quality service while allowing business owners to focus on growth.

The Result:

A More Profitable, Scalable Business

By integrating AI into operational, marketing and recruitment processes, finance professionals can:

- **Reclaim Time:** Reduce time spent on manual tasks, focusing instead on strategic initiatives.
- **Boost Profitability:** Improve efficiency, reduce overhead costs and increase client engagement.
- **Create a Sustainable Business:** Build systems that function independently of the owner's direct involvement, transforming the practice into a valuable business asset.



Some platforms use machine learning algorithms to predict candidate success based on performance data

2 AI-Powered Marketing: Attracting and Retaining Ideal Clients

As your practice grows, maintaining a steady pipeline of clients becomes essential. Traditional marketing methods often yield inconsistent results, but AI-driven tools can provide clarity and precision.

Practical Applications:

- **Predictive Analytics:** Identify which strategies generate the most leads and conversions.
- **Personalised Campaigns:** Use AI algorithms to tailor content to specific audience segments.
- **Chatbots and Engagement:** Automate client interactions through AI chat tools, providing instant responses to queries.

Example: AI tools can analyse social media interactions and website activity to predict client behaviour. This helps finance professionals create more targeted, cost-effective marketing campaigns.

3 Smarter Recruitment: Building a High-Performing Team

Hiring and retaining skilled professionals is a key milestone in the transition to P4. AI-driven recruitment platforms simplify this process by analysing resumes, matching candidates to job descriptions and even assessing soft skills through video interview analytics.

How AI Supports Recruitment:

- **Candidate Screening:** Automate the shortlisting process to save time.
- **Performance Predictions:** Identify candidates with the skills needed for long-term success.
- **Onboarding Support:** AI-powered learning platforms can deliver personalised training programs for new hires.

Example: Some platforms use machine learning algorithms to predict candidate success based on performance data, helping businesses make informed hiring decisions.

Next Steps:

- Identify time-intensive tasks and explore automation options.
- Invest in AI marketing tools to better understand client needs and engagement patterns.
- Review current recruitment practices and consider implementing AI-driven platforms to streamline hiring.
- Think about making full use of our member benefits.

The Future is AI-Driven

Transitioning from P3 to P4 is undoubtedly one of the toughest phases for finance professionals. But with the right technology, it can also be one of the most rewarding. By embracing AI-powered systems for operations, marketing and recruitment, professionals can overcome the initial dip in profits, master essential employer skills and build a scalable, profitable business.



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The Importance of Professional Indemnity (PI) Insurance for Finance Professionals

Bionic[®]
Business Insurance

Mistakes happen. But in the world of finance, some mistakes can have significant financial and reputational consequences. Finance professionals operate in a highly regulated industry where accuracy, compliance, and professionalism are crucial.

That's why it's essential to have robust procedures in place to minimise the risk of errors. However, even the most meticulous processes aren't foolproof – which is where professional indemnity insurance (PII) comes in.

PII is a vital safeguard for finance professionals in the UK, offering protection against claims for professional negligence, errors, and omissions. Here's everything you need to know about this essential cover.

What is Professional Indemnity Insurance?

Professional indemnity insurance protects businesses and professionals against claims made by clients for financial loss due to negligent advice or services.

For finance professionals, this could mean coverage for errors in financial reporting, incorrect tax calculations, missed deadlines, or breaches of duty that result in a client's financial loss.

Is Professional Indemnity Insurance a Legal Requirement in the UK?

While not a legal requirement, many professional bodies, mandate that their members hold PII to ensure they have adequate financial protection in place.

Failing to maintain appropriate cover could mean breaching the terms of professional membership, potentially leading to fines, suspension, or expulsion from an association.

How to Minimise Risk and Prevent Mistakes

Preventing mistakes is the best way to avoid client claims. Here are some key steps to mitigate risks:

- **Regulatory Compliance** – Adhering to industry standards set by professional bodies such as ACCA, ICAEW, and IAB ensures best practices are followed.
- **Continuous Professional Development** – Regular training and certification updates keep professionals informed about regulatory changes and emerging risks.
- **Quality Control and Review Processes** – Peer reviews and internal audits help identify and rectify errors before submission.
- **Use of Accounting Software** – Tools like Xero, QuickBooks, and Sage reduce manual entry errors and improve accuracy.
- **Checklists and Standardised Procedures** – Following structured workflows reduces the risk of missing critical steps.
- **Client Communication and Documentation** – Keeping clear, detailed records ensures transparency and accountability.
- **Cybersecurity Measures** – Protecting sensitive client data through encryption and secure systems helps prevent breaches and unauthorised access.

What Does Professional Indemnity Insurance Typically Cover?

- **Errors and Omissions** – Mistakes in financial statements, payroll processing, or tax calculations leading to client losses.
- **Missed Deadlines** – Late filings with HMRC or Companies House, resulting in penalties for clients.
- **Misrepresentation** – Incorrect financial advice or misinterpretation of tax laws.

- **Fraud and Employee Dishonesty** – Cover for claims arising from fraudulent activities by employees.
- **Breach of Professional Duty** – Failing to meet industry standards or regulatory requirements, causing financial harm to clients.
- **Data Breaches** – Accidental disclosure or loss of sensitive financial information, leading to reputational and financial damage.

Policies vary by provider, and terms and conditions apply. Always check your policy wording to understand what is included and excluded.

How to Choose the Right Professional Indemnity Insurance Policy

When selecting a PII policy, consider the following:

- **Coverage Amount** – Ensure your cover aligns with the risks associated with your work. Many professional bodies specify a minimum coverage requirement.
- **Policy Exclusions** – Understanding what isn't covered is just as important as knowing what is.
- **Claims Process** – A straightforward claims procedure with responsive customer support is essential.
- **Premium Costs** – While cost matters, the cheapest policy may not provide adequate protection.

Given the complexities and risks in financial services, the right PII policy can safeguard your business, staff, and clients.

How Bionic Can Help

At Bionic, we champion UK business owners and are committed to helping them find the right cover. We work with a panel of insurers, offering tailored policies to suit the exact needs of your business.

Our team compares business insurance quotes to ensure you get the best possible protection – so you can focus on what you do best with confidence.

Visit www.iab.org.uk/member-benefits to find out more

Your Role in Business Resilience

In today's unpredictable economic landscape, financial resilience is more than just a buzzword — it's a necessity. Business owners face an array of challenges that can threaten their stability, from unexpected financial shocks to the loss of key individuals. Without the right measures in place, even a well-established business can find itself struggling to survive a crisis.

As trusted advisers, finance professionals are often the first to spot potential financial vulnerabilities in their clients' businesses. With deep insight into cash flow, tax liabilities, and overall financial health, accountants and bookkeepers are well-placed to help clients strengthen their financial resilience. However, many struggle to identify resilience gaps or determine the most suitable solutions for their clients' needs.

The reality is that financial wellbeing extends far beyond compliance, tax returns, and balance sheets. It's about ensuring that a business — and the people behind it — can withstand unforeseen challenges while maintaining stability and long-term growth. The challenge for IAB members isn't a lack of willingness to help but rather knowing where to start and how to introduce conversations about financial wellbeing, resilience, and protection in a way that is both relevant and actionable for their clients.

The Link Between Business and Personal Financial Wellbeing

For business owners, financial security is directly linked to the success and sustainability of their business. Unlike salaried employees, they do not have the safety net of a steady pay cheque, employer-funded benefits, or redundancy

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One of the biggest obstacles to financial resilience is a lack of visibility. Many business owners assume their existing financial planning is sufficient...

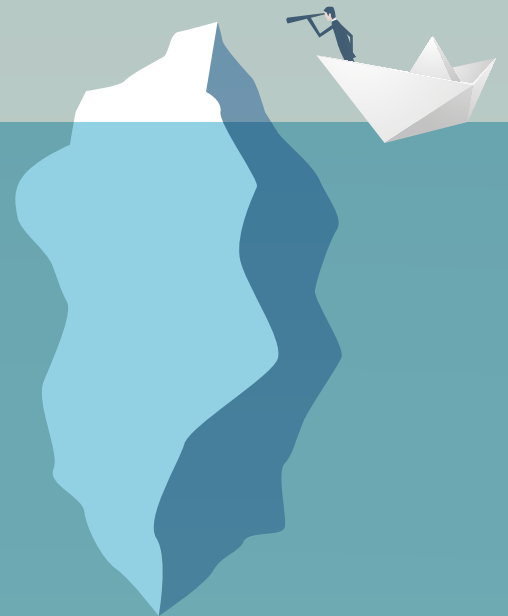
protection. Their income, lifestyle, and long-term financial security depend entirely on their company's ability to generate revenue.

If the business struggles, so does the owner's ability to:

- Pay themselves a regular and sustainable income.
- Provide for their family's financial future and lifestyle.
- Build long-term security through pensions, savings, or investments.

This is why financial resilience isn't just a business issue — it's a deeply personal one too. Unexpected events such as the sudden loss of a key person, a serious illness, or a demand for debt repayment can create significant instability, affecting not just the business but the owner's personal financial wellbeing.

This is where accountants and bookkeepers play a vital role. By helping business owners anticipate risks and implement protective measures, they can safeguard both the financial health of the company and the personal security of the individuals behind it.



Spotting the Gaps in Business Resilience

One of the biggest obstacles to financial resilience is a lack of visibility. Many business owners assume their existing financial planning is sufficient, unaware of the potential risks they face. Without a structured approach to assessing these risks, critical vulnerabilities can go unnoticed until it's too late.

A business may appear to be thriving on paper, but what happens if:

- A business owner unexpectedly passes away or becomes critically ill?
- A key person who drives revenue is suddenly no longer there?
- Business debts — such as loans, overdrafts, or director loan accounts — become immediately payable due to an unforeseen event?
- These are all risks that could destabilise a business overnight, yet they are often overlooked because they fall outside the routine financial conversations that accountants and bookkeepers have with their clients. The challenge is in recognising these vulnerabilities early enough to take preventative action.

By proactively identifying gaps in resilience, finance professionals can help clients address these risks before they turn into crises. Whether it's highlighting the need for business protection policies, recommending key person insurance, or advising on succession planning, the right guidance can make all the difference.

Your Role as a Trusted Adviser

As an IAB finance professional, you already play a pivotal role in your clients' financial wellbeing. You are often their first port of call for financial advice, making you ideally positioned to introduce conversations about business resilience in a way that feels natural and value-driven.

Most clients would expect their accountant or bookkeeper to highlight financial risks within their business. Yet many professionals hesitate to do so, either due to a lack of specialist knowledge in financial protection or uncertainty about how to start the conversation. Addressing resilience gaps shouldn't mean adding extra pressure to your already busy workload – it should be about integrating these discussions seamlessly into your existing client interactions.

Introducing the Business Resilience Check

To support IAB members in addressing these challenges, we have developed a tool designed to make financial resilience conversations simple and effective. The **Business Resilience Check**, launching soon, will help business owners identify financial risks across four key areas in just five minutes.



To support IAB members in addressing these challenges, we have developed a tool designed to make financial resilience conversations simple and effective.

This tool focuses on:

- **Ownership Control** – Ensuring business continuity in the event of an owner's illness, incapacity, or passing.
- **Liabilities** – Identifying exposure to business debts and financial obligations that could become unmanageable in a crisis.
- **Key People** – Highlighting the financial impact of losing a key employee or director.
- **Tax-Efficient Life Cover** – Exploring how businesses can protect their financial future while taking advantage of tax efficiencies.

The Business Resilience Check is designed to fit naturally into client conversations without requiring specialist financial knowledge. It enables accountants and bookkeepers to highlight risks and signpost solutions, giving clients greater confidence in their financial security.

How Financial Resilience Benefits Your Clients

Discussing financial resilience isn't just about risk prevention – it's about enabling business owners to plan for a more secure and sustainable future. By helping clients take proactive steps, you can provide long-term value beyond routine financial management.

The Benefits of Financial Resilience Include:

- **Stronger Business Stability** – Reducing the risk of sudden financial shocks that could threaten operations.
- **Better Succession Planning** – Ensuring continuity and control in case of an owner's illness or passing.
- **Peace of Mind** – Giving business owners confidence that they and their families are protected.
- **Tax Efficiency** – Helping businesses make the most of tax-effective protection strategies.



By integrating resilience discussions into your client interactions, you reinforce your position as a trusted financial partner...

By integrating resilience discussions into your client interactions, you reinforce your position as a trusted financial partner – someone who goes beyond the numbers to provide holistic business advice.

Taking the Next Steps

Financial resilience isn't just a nice-to-have; it's a fundamental part of sound business planning. Many business owners don't realise the vulnerabilities they face until it's too late. As a finance professional, you have the expertise and opportunity to guide them towards the right solutions.

With the launch of the Business Resilience Check, IAB members will have a simple yet powerful tool to start meaningful conversations about financial wellbeing. Our aim is not to turn accountants and bookkeepers into protection specialists but to **empower you** with the insights needed to help clients build stronger, more resilient businesses.

By taking a proactive approach to financial resilience, you can enhance the value you provide to your clients – helping them not only survive challenges but thrive in the face of uncertainty.



New Identity Verification Rules: What You Need to Know



If you have been following the latest developments in company registration and compliance, you may be aware of the new requirements for Authorised Corporate Service Providers (ACSPs). These changes, introduced under the Economic Crime and Corporate Transparency Act 2023, are set to significantly alter how finance professionals and other corporate service providers interact with Companies House. But what do these changes mean for you? Let's explore the key details.

What Is Changing?

From autumn 2025, identity verification will become mandatory for all company directors, people with significant control (PSCs), and anyone filing information on behalf of a company. This means that approximately seven million individuals will need to have their identity verified within 12 months of the official launch date. If you regularly submit filings to Companies House on behalf of clients, you will eventually need to register as an ACSP.

The most recent update is that ACSP registration was originally scheduled to open on 25 February 2025 but was postponed at the last moment. While this delay provides some additional time to prepare, it remains essential to plan.

Should You Register as an ACSP?

If you are a Finance Professional, or corporate service provider operating within the regulated sector for Anti-Money Laundering (AML), you will be eligible to register as an ACSP. However, the key question remains – should you?

To register, you will need to:

- Provide your AML registration number
- Verify the identity of a senior person within your firm
- Pay a £55 registration fee

Although the registration process itself is relatively straightforward, the real challenge lies in what comes next.

Understanding the New Identity Verification Requirements

Once you are registered as an ACSP, you will be authorised to verify clients' identities for Companies House. However, this is not as simple as reviewing a passport. You will need to follow one of two verification methods:

1 Automated Identity Verification

– This method requires technology capable of validating cryptographic features, such as biometric data embedded in passports or identity cards. If a client possesses a valid biometric document, this method is mandatory.

2 Manual Identity Verification

– If you do not have access to cryptographic verification technology, you will need to collect two forms of identification from a prescribed list. This could include a passport and a utility bill, for example. If you choose this approach, any staff members conducting the checks must complete specialist training to detect fraudulent documents.

Potential Challenges to Consider

Registering as an ACSP is not merely about compliance – it is also about practical implementation. Here are some key factors to consider:

Technology vs. Training: If you opt for manual verification, you will need to invest in training from recognised providers such as the Home Office or the National Document Fraud Unit. Automated verification requires an investment in technology but can streamline the process significantly.

Client Expectations: Will your clients expect you to handle identity verification

on their behalf? If you do not provide this service, they will need to complete the process directly with Companies House.

Alignment with AML Requirements:

The new identity verification rules set by Companies House are more stringent than those required for AML compliance. Aligning your AML procedures with these new requirements now may save you time and effort in the future.

Managing Client Concerns: Some clients may be hesitant to provide biometric identification or undergo additional verification. These discussions could be challenging and, in some cases, may raise concerns regarding potentially fraudulent activity.

Steps to Take Now

- **Evaluate Your Requirements** – If you regularly file information with Companies House, you will likely need to register as an ACSP.
- **Choose Your Verification Method** – Decide whether you will invest in automated identity verification technology or train staff to carry out manual checks.
- **Communicate with Clients** – Start informing your clients about the upcoming changes, especially those who may be reluctant to provide additional documentation.

Final Thoughts

Although the postponement of ACSP registration provides additional preparation time, these regulatory changes are inevitable. As with any significant compliance update, early planning will help ensure a smoother transition. If you are not yet AML supervised or require guidance on risk assessments, client due diligence, or identity verification, now is the time to act.

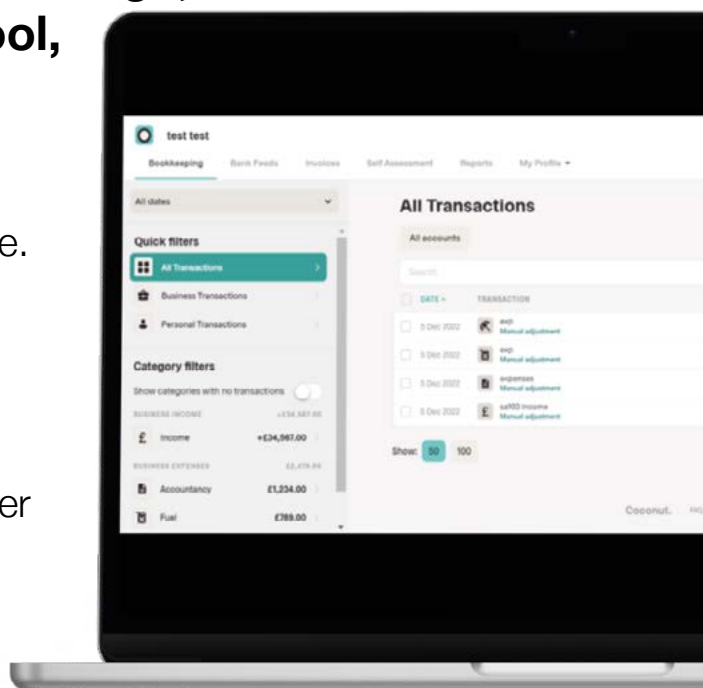
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Virtual coffee mornings

Join us on our virtual coffee mornings at 11am – look out for the reminder emails

Monthly meetings on:

16th April 2025
21st May 2025
18th June 2025



The IAB Empowerment Summit 2025

Tuesday 13th May 2025

Marceline, 5 Water St, London E14 5GX

1:30pm – 5pm

Ticket Price: £50pp includes a drink and canapés
Limited Places!



Keynote Session

The Importance of Proper Financial Management for Business Growth



Alfonso Fernandez Stuyck

Finance Expert, Author and Entrepreneur

Empowering through knowledge.

Delving into the nuances of financial management. Exploring Profit and Loss, Balance Sheets, Cash Flow, and KPIs.



Sarah Palmer

IAB CEO, Business Owner

Empowering through experience.

Bringing 'Real-Life' Insight and Practical Examples of applying finance management using the IAB's scalability framework and how it can work for your business.

Don't miss this chance to network, learn, and kick start your Accountex experience

- ✓ Small group discovery and discussion sessions
- ✓ Seize the opportunity and elevate your business game!

Scan the QR code to buy your ticket

