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Full Member (TEP)

**1. Why did you decide to join a membership organisation of this nature?**

I was introduced to STEP many years ago by colleagues and friends while in London. I found it very useful and easy to attend STEP events in London.

**2. What made STEP membership stand out from other options for you?**

STEP was and still is the perfect fit for my job due to its professional environment and knowledge for a vast number of jurisdictions, which has added great value to my work.

**3. Have you achieved new goals as a result of becoming a STEP member?**

I am a TEP and have direct involvement in my local branch. I believe that my experience in STEP, initially as a TEP and now as a branch committee member has given me the opportunity to grow professionally and contribute to the growth of the branch, which has resulted in new members joining. Attending STEP events has helped my firm gain recognition and business referrals.

**4. What is the biggest benefit for you as a STEP member?**

Over the years I have developed my knowledge in various jurisdictions. I now have clients with complex international projects and this has proved very beneficial to my business. I have found working with other TEPs makes my job easier, the cross jurisdiction network of members is invaluable.

**5. Why would you recommend STEP to your peers?**

I am the STEP Italy Branch Chair and together with my committee colleagues we actively promote STEP to senior professionals in the wealth management industry. I believe the key STEP strength is its network of members and therefore we would like all industry professionals in Italy to join.

**6. What advice would you give to others considering becoming a member?**

Try to come to an event, ideally an International event and experience the quality of the practitioners attending. It is a useful network of industry practitioners and also a good way to exchange ideas and make new friends.

Find out more about how to join STEP and which membership category is for you at [www.step.org/join](http://www.step.org/join) or email [step@step.org](mailto:step@step.org)