



# 'Being a Paralympian and a planner are more similar than you think'

Ahead of the Paralympics later this month, former javelinist Scott Moorhouse tells Georgia Morrell why financial planning was his perfect second career.

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By **Georgia Morrell**

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When I first met Scott Moorhouse, chartered financial planner at Holborn advice firm Mulberry Bow, he apologised for changing the time of the interview.

He had a decent enough excuse. Had we stuck to the original time, he might have missed his scuba-diving lesson that evening. My interest was piqued.

When we eventually sat down, it became clear learning to scuba-dive was not quite as unorthodox for him as it would be for others. He is hungry for new experiences and goals. Let me explain more.

## **Paralympian planner**

Moorhouse had one of his legs amputated as a child, and is a now-ex-professional athlete who competed at an international level from 2009 to 2013.

He even represented Great Britain at the 2012 Paralympic Games as a javelinist. He came seventh in the final.

This would have been all-consuming for most people, but all the while he was also studying business management at the University of Essex.

When he came out of both sport and university in 2013, he started working in recruitment.

'I did what everybody else does when they do not know what to do with their lives – I did a stint in recruitment and it really wasn't for me,' he says.

'I quit after about three months and applied for a job as an assistant relationship manager at 7IM.'

Moorhouse got the job and worked in the role for just over two years, before being promoted to relationship manager and getting his own book of clients.

'I was doing the investment management piece so was working closely with intermediaries like financial planners who outsourced investments to us as a discretionary manager,' he says.

It was whilst doing this that Moorhouse came across Simon Bullock, founder and director of Mulberry Bow.

Bullock appeared on our cover in 2018, at a point where the former Barclays Wealth adviser was looking to grow.

'I was so impressed by him and his business,' says Moorhouse.

'Back then I would go to meetings and say, "tell me about your business". Simon got up and drew on a whiteboard to explain where he was at that time, where he wanted to go, and how he was going to get there.

'It was all very, very clear. The vision was there and that was not the response that I usually got when I asked that question.'

The two of them had a few chats, and, driven by a feeling that sticking solely to an investment role was not the right thing for him, Moorhouse started seriously considering the leap.

'Working on the investment side was really good but you have fewer tools at your disposal to help clients compared to financial planning,' he says.

'With financial planning you are more at the heart of what money is all about and what makes people tick.'

Already a chartered wealth manager, he did his exams and became a chartered financial planner, joining Mulberry Bow in September last year.

'It's a privilege to be entrusted with information about people's finances, their worries, and what all this planning is for,' he says.

'You can get to the heart of some quite emotive stuff. We as Brits are not good at talking about money at the best of times, so it is an honour to be allowed into people's lives in this way.'

## **Setbacks and skills**

So is there any crossover with athletics and financial planning?

'Definitely,' he says.

'As an athlete there is a lot of structure and a real need for a well-thought-out plan. I have always loved planning, long before I got into the industry; I've always been that way inclined, which was reinforced from my athlete days.'

And planning includes setbacks too. If prospective employees see you have experience of handling them, the more attractive a candidate you become. It is a transferrable skill like any other.

'When I was competing, I had to learn the ability to deal with setbacks, to overcome obstacles, and to be focused,' he says.

'It was essential that I was methodical and had a plan B, all of which are important skills to have as an adviser.'

'Subject matter can be learned; raw attributes are the most important thing.'

## **First job?**

'Paper boy. I was 12.'

## **A book everyone must read**

'*Expert* by Professor Kneebone.'

## **And your hobbies?**

'Food and travel. I'm going to the Maldives for my honeymoon in a couple of months, hence the scuba-diving lessons!'

*The Paralympics begins on Tuesday 24 August*