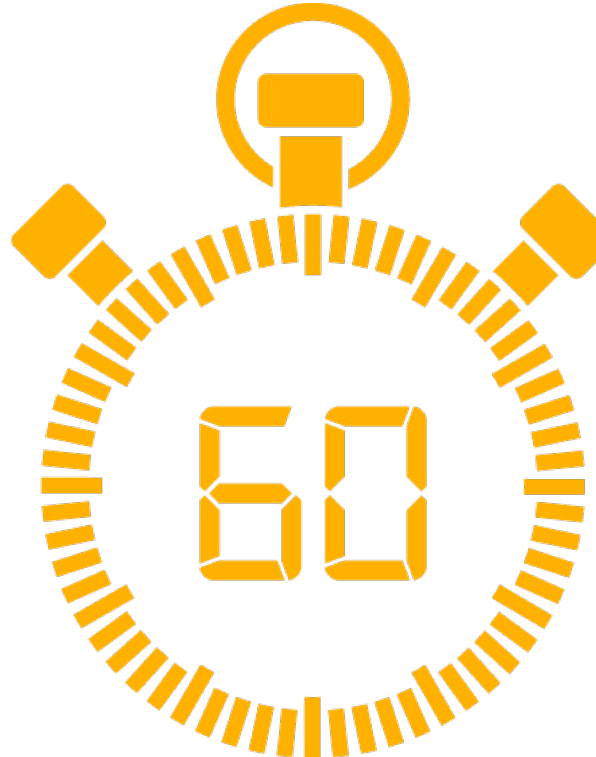


60-SECONDS WITH:

SANGNA CHAUHAN,
PARTNER,
CHARLES RUSSELL
SPEECHLYS



Q As chair/speaker at our upcoming Private Client Jersey conference what are you most looking forward to at the event?

A I know that I am not alone when I talk about Zoom fatigue. I am dreaming of an event with real people, where we can have lively debates without internet lag or the AV cutting out.

Q What has been the most interesting case you have seen so far in 2020/2021?

A Without giving the game away before the conference, it is a couple who have asked us to look into the estate planning and legal issues around cryopreservation.

Q What's the strangest, most exciting thing you have done in your career?

A I am still not entirely sure how it is possible that I am a lawyer. The last 15 years sometimes just feel like a dream...

Q What makes Jersey such an interesting jurisdiction?

A Real Housewives...

But in all seriousness, the deep knowledge and professionalism of the people we work with in Jersey makes it such a great jurisdiction.

Q What is the best piece of advice anyone has given you in your career?

A I can't choose between two: be yourself; and take charge of your own career, because no one else will.

Q What motivates you to do what you do?

A The trust that my clients have in me. What an honour and privilege to be invited into their lives and their confidence.

Q What one positive has come out of COVID-19 for you?

A Of the 20 years that I have known my husband, we have never been in the same place for more than a couple of months at a time. After two years of living in each other's pockets, I am not sure how I will ever go back.

Q What is the biggest challenge in the Private Client industry at the moment?

A The past few years have brought an increased focus on private wealth – both in terms of its purchasing power, and as a revenue source. And so, the private client industry has continued to grow. But that brings challenges such as finding and retaining sufficient talent to service the industry, and weeding out the charlatans who bring the entire industry into disrepute.

Q What are common misconceptions people have about your job?

A That I help people “dodge” tax. Nothing could be further from the truth.

Q Why is it important to have a trusted network of fellow advisers?

A We often work long hours on tricky problems for demanding clients. Having people that I genuinely like

and trust by my side really makes it so much easier.

