

“Post-pandemic there will be more and more US connected people and US expats looking to move to Ireland and Europe.”

FRANK GIBNEY

KMI Consultants



Frank Gibney, returned to live in Oughterard, Co Galway, in 2015 after nearly 30 years abroad, much of which was spent running his own financial services company in the Isle of Man.

Initially, Frank took the scenic route into financial services, having travelled through the United States and Europe, before joining Lloyds TSB’s management training programme in 1991.

He spent a couple of years in Cardiff with Lloyds TSB before transferring to the Isle of Man in 1993. “While there, I became very interested in financial services as a whole, not just the retail banking side,” he says. “I decided to stay in the Isle of Man, as it gave me the best opportunity to develop my skills and knowledge in financial services.”

Frank ended up running his own wealth management and International contracting consultancy business, called Subco, which he bought out from his then employer, Fortis Bank, in 2003.

“I considered keeping Subco when moving back to Ireland but couldn’t get somebody on the ground to run it in the same way I would. So, after negotiation with a competitor, I sold the business in 2014 by way of an earn out,” he says.

Frank hadn’t intended to return to live in Ireland, but affairs of the heart trumped business interests. “I met Mrs Gibney in 2006. My wife is from a few miles up the road from where I was brought up, and we took the opportunity to move back here.

After Frank sold his business, he initially considered semi-retirement, but being 45 at the time, Frank decided he wasn’t quite ready for semi-retirement, and he partnered with KMI Consultants to provide tailored financial advice to expats.

“I realised that financial services offered to US Expats, US Connected People, as well as returning Irish Expats, were in scarce supply.”

“So, I established my partnership with KMI in September 2019 and we spent the next 12 to 18 months developing the initial proposition of what we wanted to offer clients,” he says. “I spent a lot of that time building up relationships with different providers to ensure that we would be able to provide a holistic service for anybody coming back from the US or moving from the US here.”

Returning to Ireland after such a long time has not been without its challenges. “It’s definitely been an adjustment because you

can’t pick up where you left off nearly 30 years ago.” he says.

Frank said he would recommend the Back for Business programme. “It was good to see different people looking at different avenues for development here in Ireland,” he says. “The more that resources like Back for Business are made available to returnees, the more likely our economy will flourish on the back of the knowledge and skills that those returnees have gleaned, whilst working outside of the country.”

He says the long-term goal is to be the go-to company for US Expat Financial Advice and Wealth Management. “Pre the pandemic, there were record numbers of US Expats and US Connected people moving to Ireland and the EU as a whole. Post-pandemic there will be more and more and it is because of this that we have developed relationships and skills that can make their financial migration to Europe, that much easier. With our office in the US as well, we are regulated on both sides of the pond. This really helps those who want to plan out their move, as we can get all aspects organised for them before they even leave the US.”

POSITION

Country Manager Ireland

WHAT WE DO

KMI Consultants provide professional tailored financial advice to expats in the international marketplace covering a wide range of investment vehicles, financial advice and retirement planning.

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