

Kiss of life for canny investors

IT MAY not be the latest John Grisham thriller, but *Kissing the Frog: The Magic that Makes you Money* has been described as a "page turner".

Brothers **David and Phil Middleton**, both financial advisers at Prescott Securities, wrote the book for people with all levels of investment knowledge.

Despite a market crowded with money-making, investment and finance-related books, David says theirs has some different things to say.

"A lot of the other books tend to focus on superannuation and paying off debt," he says.

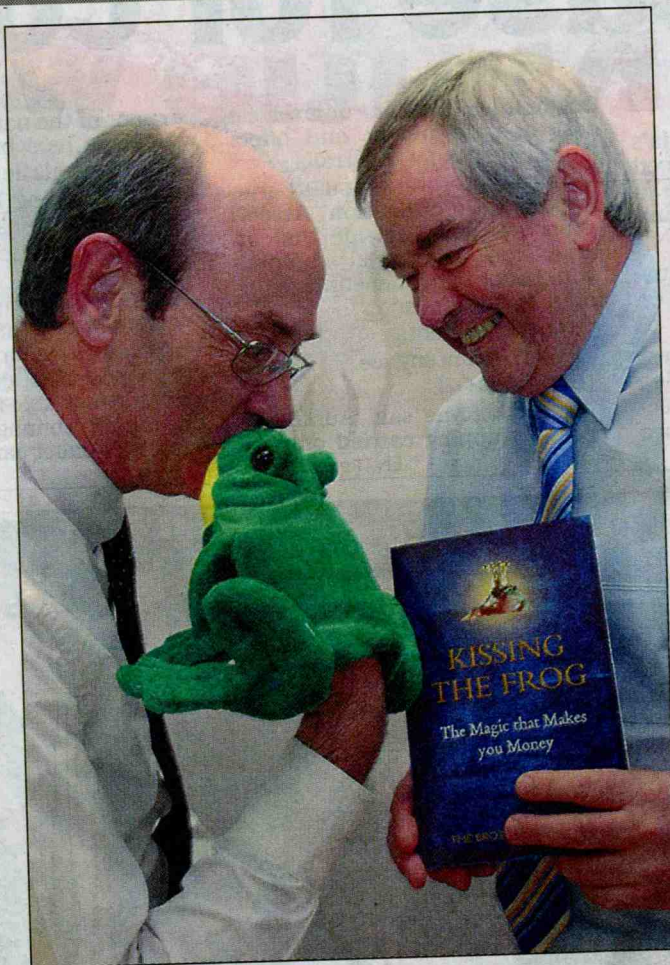
"We were keen to write about how investment markets work. Normal investment books are boring and your eyes glaze over."

The book is on sale through ABC Books and other retail outlets and is also being translated into Chinese and Korean.

"The guy from the ABC thought the book was a real page turner, which I thought was amazing," David says.

But the brothers aren't resting on the success of the current book - they are more than half way through their next, which will focus on the political process and how decisions get made.

For more information go to www.kissingthefrog.com



LIP SERVICE: David and Phil Middleton with a copy of their latest book. Picture: CHRIS MANGAN

Financial planner

BANKSA has expanded its private bank team, appointing **Scott Nicholls** as a specialist financial planner. Mr Nicholls has a Bachelor of Economics and a Graduate Diploma in Financial Planning.

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COMMUNICATIONS technology company Codan is seeking a new chief financial and information officer following the resignation of **David Hughes**. He will be temporarily replaced by corporate finance senior manager **James Mattsson**.

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FORMER Microsoft state director **John Driscoll** hopes to broaden his skills from IT to innovation as new SA practice director for Prosell, which assists firms lift performance. "I felt that Prosell's model was able to provide me with the necessary vehicle to work with businesses and their staff and provide them with advice and solutions," Mr Driscoll said.