Overview of Wealth Management
Course Outline – One-day

***Date:* 20 April 2007 Hong Kong**

***Duration:* One-day (0900-1700)**

***Level:* Foundation**

***Pre-Requisites:* No pre-course requirements**

***Fee:* USD 750 + taxes if applicable**

***Learning in Teams:* For every 4 delegates you enroll onto this course, the 5th person attends FREE**

***Enrolment Deadline:* Friday March 23rd 2007**

Course Description:

This course is designed for operations personnel interested in learning about the wealth management industry. This interactive course is comprised of lecture, exercises, and articles on recent developments in wealth management.

Course Objectives:

- Define characteristics of wealth management
- Identify challenges of wealth individuals and families
- Evaluate the role of a private client banker
- Compare and contrast wealth management solutions

Session 1: Voice of the Client

- Problems wealth solves
- Problems wealth causes

Role Play: Participants receive windfall wealth

Session 2: How Firms Manage Wealthy Clients

- Structure
- KYCs
- Client Profiling

Exercise: Client Profile Exercise

Article

Session 3: Wealth Management Solutions

- Credit
- Who borrows?
- Types of facilities
- Real Estate - Residential & Commercial
- Business Finance/Asset-Based Lending
- Insurance Premium Financing
- Margin Lending
- Lending regulations

Article

Session 4: Wealth Management Solutions

- Asset Management
- Client Profile
- Risk & Return
- Diversification
- Portfolio Management
- Asset Allocation
- Optimization
- Performance

Case Study

Summary Conclusion and Question and Answer Session