Wealth Management Overview

The global high-net-worth market is estimated at close to $8 trillion, about the same size as the global mutual fund market. This 2-day program covers the 'big picture' of wealth management, beginning with the client's point of view on wealth issues: Grow wealth and protect wealth during my lifetime and after I'm gone. Participants will learn the components of client profiling, such as time horizon, risk tolerance, investment preferences, and financial goals. Solutions examined at a high level include credit for liquidity and leverage; asset management including portfolio management, asset allocation, diversification and risk/return relationships; and estate and tax planning including fiduciary instruments, trust structures, PICs for off-shore clients, and the use of insurance. This program concludes with an international case study that integrates several issues common to wealth management for the high-net-worth market.

Available Session(s):

3-NOV-2008 -- 4-NOV-2008	New York	USD $2375
NY Institute of Finance - Midtown	9:00am - 4:30pm	Mon Tue

Instructor(s):[William Coda;]

Targeted Audience

New wealth management professionals; Product specialists who need a broader view of wealth management outside their discipline; Wealthy individuals; Non-client-facing staff who need a broad overview of the business they support

Special Offer

Clients who register for this course will receive a complimentary 6 month subscription to the Financial Times and FT.com. The Financial Times is the world's most respected financial newspaper, providing a broad assessment on finance, business and the industrial sector. Subscriptions will start within 6-8 weeks of the application process and are limited to one per client. For questions about your subscriptions call 800-628-8088 or email uscirculation@ft.com. US and Canada enrollees only.

Advance Preparation

No advance preparation required.

Prerequisites
None.

Learning Objectives

Students will be able to:
· Understand the scope of issues facing high net worth individuals
· Develop familiarity with the three basic classes of solutions to meet the needs of wealthy individuals and families

Follow-Up Courses
Portfolio Management Suite
Wealth Management Program

Level: Basic

CPE Credits: 14.0

Instructional Method: Group-Live

Detailed Outline

Day 1

Voice of the Client
· Role play with participants receiving windfall wealth
· Problems wealth solves
· Problems wealth causes

How firms manage wealthy clients
· Structure
· KYCs
· Client Profiling

Client Profile Exercise

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

Day 2

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

Teams Case Study

Estate Planning
· Impact of taxes
· Other reasons for planning: Controls of assets -- during life and after; Protection when disabled; Protection of family members; Philanthropy
· Common solutions: Wills; Fiduciary instruments
· Trusts: History; Parties involved; Advantages; Types

· Other fiduciary relationships
· Trust combined with PICs (offshore clients)

Final Global Case Study

For more information regarding administrative policies such as complaints and refunds, please contact our offices at 212-641-6616.