

Structured Products for Wealth Management

The Asset / Practica Financial Training Course

OUTCOME AND OBJECTIVES

As wealth management becomes an increasingly important part of your business, train your front-line team to have a thorough understanding of private banking/ wealth management processes, products and services

- Participants will demonstrate a thorough understanding of private banking/wealth management processes, products, and services.
- Possess relevant knowledge in the areas of financial, investment, and portfolio management.
- Fully understand the fundamentals of the fixed income, equity, and derivatives markets.
- Exhibit a thorough knowledge of the spectrum of structured products.

US\$2,200 per delegate
September 2 to 3 2008

*Reply and confirm attendance by August 1 2008

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The Asset / Practica Financial Training Course

Date: 2-3 September 2008

Where: Hong Kong (*exact venue to be confirmed*)

Duration: 2 Days

Language: English

COURSE DESCRIPTION

The *Wealth Management and Investment/Structured Products* course is designed and focused on the practical elements of private banking/wealth management activities and processes, and is tailored for entry- to intermediate-level finance/private banking professionals whose work involves the sale, provision of advice or structuring of debt, and derivatives products.

Beyond the familiarization with wealth management product fundamentals and characteristics, the emphasis of the course will be on developing an awareness and understanding of the relevance and application of ‘tricks of the trade’ through the extensive use of case studies and interactive discussions.

This course will:

- present and evaluate the scope of the private banking/wealth management operation with a particular emphasis on the fundamental processes, products, and services
- discuss current world trends and developments in the private banking universe together with the latest products on offer
- provide an in-depth review of the fundamentals of the fixed income and derivatives markets
- assess the fundamentals, relevance and application of credit derivatives
- analyze the latest structured investment products available in the marketplace
- examine the compliance and ethical standards of the private banking industry
- impart relevant knowledge in the art of market and Fed watching

OUTCOME AND OBJECTIVES

By the end of the course, participants should possess the ability, knowledge and confidence to apply the course materials to improve work performance in the origination, technical and investment areas of wealth management and investment products. In particular, participants should:-

1. demonstrate a thorough understanding of private banking/wealth management processes, products, and services
2. possess (and be competent in applying) useful and relevant knowledge in the areas of financial, investment, and portfolio management
3. fully understand the fundamentals of the fixed income, equity, and derivatives markets
4. recognize the importance and relevance of credit derivatives and their application to modern day risk and investment management
5. exhibit a thorough knowledge of the spectrum of structured products in the marketplace and their application and significance in portfolio management and asset allocation
6. display confidence in the skills associated with market and Fed watching and how to profitably capitalize on the opportunity .

WHY THE ASSET / PRACTICA FINANCIAL TRAINING?

Education you won't find in a book or classroom

The Asset / Practica Financial Training is a unique venture that brings together the extensive financial industry experience of the Practica Financial Training principals and the financial reporting and research, publishing and conference management expertise of Asset Publishing and Research. This partnership uniquely positions The Asset / Practica Financial Training to cater to the growing market demand for a more experienced-based and practical approach to product skills training and development.

Each training course is exclusively and carefully designed and led by experienced former practitioners from the finance and banking industries with extensive knowledge and insights into their areas of specialization.

Each programme is modular based and focused on case studies and simulation to more closely and accurately reflect “live” situations and provides practical “tricks of the trade” solutions to equip delegates to participate and lead real-life transactions.

To register, please click here: <http://www.theasset.com.hk/training/form.php?id=1>

Proposed Panels

EXPERT LECTURER

John Lim

Over 20 years of experience in the fixed income, derivatives, and debt capital markets

John Lim, Managing Director and co-founder of Practica Financial Training, brings to The Asset / Practica Financial Training over 20 years of experience in the fixed income, derivatives and debt capital markets, having held senior positions at major financial institutions that included JP Morgan, Morgan Stanley, Salomon Brothers, Chase Manhattan Bank and Standard Chartered Bank with postings in New York, London, Tokyo and Hong Kong. John has spent over 16 years of his professional career in Asia.

In addition to his industry experience, John designed and lectured a second-year MBA course titled “Investment Banking – a Practical Approach” at the University of North Carolina’s Kenan-Flagler Business School (Chapel Hill). John also developed, organized and conducted in-house training programs in his areas of specialization over the course of his investment banking career.

In 2001, John joined Standard Chartered Bank as Managing Director and Head of Fixed Income for North Asia. Over the period of his association with the bank, John spearheaded Standard Chartered Bank’s efforts and actively supported the Hong Kong SAR government’s objective of developing the local retail bond market. Through this process, John contributed significantly to the development of the local currency bond markets in Asia.

John holds B.S. and M.B.A. degrees from Columbia University, New York.

WHO WILL BENEFIT FROM THIS WORKSHOP?

- Private bankers
- Wealth management professionals
- Personal Financial Consultants
- Financial planners
- Fixed income sales professionals
- Derivatives structurers

AGENDA

Registration starts at 8:30am and the course kicks off at 9:00am till approximately 5:30pm

DAY 1

A. Private Banking/Wealth Management

1. Overview of the World Wealth market
2. Private Banking/Wealth Management
 - i. Private banking/Wealth management process
 - ii. Market knowledge – local vs global
 - iii. Products and services
3. Wealth planning
4. Investment/portfolio management
5. Financial management
6. Customer segmentation
 - i. Business owners
 - ii. Corporate executives
 - iii. Entrepreneurs
 - iv. Foundations and endowments
 - v. Individuals
7. Relationship building
8. Compliance standard
9. Ethical standard
10. Servicing Etiquette
11. Tax advice

B. Investment/Structured Products

- Fundamentals of fixed income
- Types of fixed income securities
- Bond basics and market conventions
- Types of structured bonds
- Repurchase and reverse repurchase agreements

C. Fundamentals of derivatives

- Forward rate agreement

- Interest rate swaps
- Asset swaps
- Cross-currency swaps
- Basis or index swaps
- Yield curves
- Options basics
- Interest rate options
- Swaptions
- Duration and volatility

DAY 2

A. Overview of credit derivatives

1. Credit default swaps
2. Total return swaps
3. Credit options
4. Credit linked notes
5. First to default credit linked notes
6. Collateralized debt obligations (CDOs)
7. Constant Proportion Portfolio Insurance (CPPI)
8. Equity derivatives

B. Overview of investment/structured products

1. Payoff profiles/structures
2. Case studies and examples

C. Understanding the market

1. Yield curve dynamics
2. Economic numbers
3. US Federal Reserve System
4. The art of market and Fed watching

D. Conclusion

E. Questions & Answers and Discussions

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