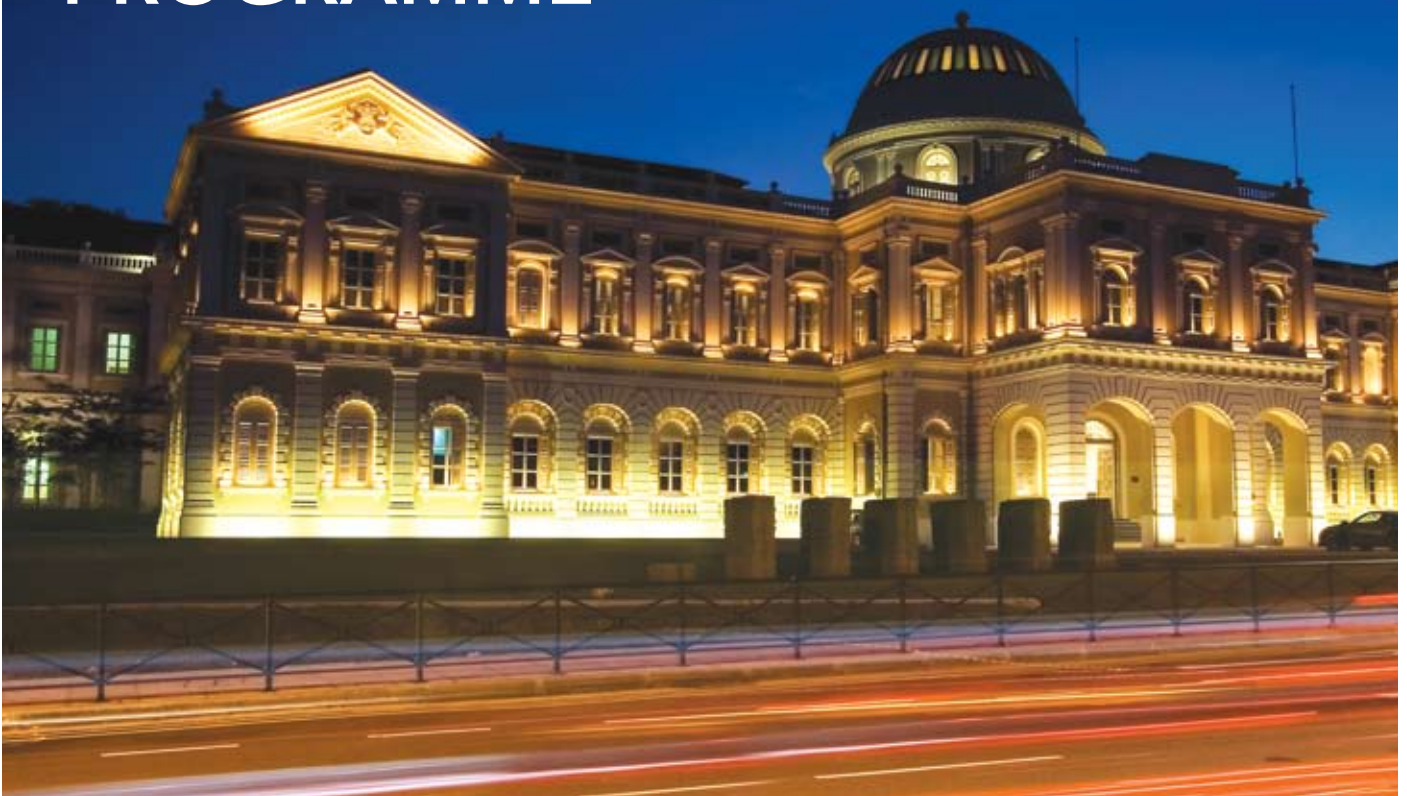


WMI ADVANCED WEALTH MANAGEMENT PROGRAMME



The **WMI Advanced Wealth Management Programme (AWMP)** is designed in line with the Financial Industry Competency Standards (FICS) set by the Institute of Banking & Finance (IBF) in the area of Wealth Management: Relationship Management – High Net Worth (Job Role V) and Investment Advisory Services (Job Role V). The modular structure of the programme provides flexibility for working professionals.

PROGRAMME STRUCTURE

The AWMP consists of 6 modules. Each module takes up to 4 training days which comprise 2 full Fridays and Saturdays in a month. Participants may enrol for the entire programme or by module (Note: Modules I and II have to be taken together). All 6 modules can be completed within 6 months or the period can be extended to provide maximum flexibility for working professionals.

CURRICULUM

This competency-based programme will focus on Wealth Management in the area of Relationship Management (High Net Worth) and Investment Advisory Services. It covers the key areas of wealth management advice, international wealth planning, client management skills, investment products and cutting-edge solutions. Comprehensive case studies will provide a practical orientation to the programme.

Module I: CAPITAL MARKETS

This module provides an understanding of global capital markets. A full day case study aims to integrate the students' product knowledge with tactical challenges in wealth and relationship management.

- Trends in the Financial Services Industry
- Financial System Overview and Principles of Wealth Management
- Equities
- Fixed Income
- Foreign Exchange
- Commodities
- Hedge Funds and Mutual Funds
- Discretionary Portfolio Management
- Case Study

Module II: FURTHER CAPITAL MARKETS

This module investigates the characteristics and challenges of alternative asset investments in hedge fund strategies, private equity and real estate. Students will benefit from highly integrated practitioner-led sessions on options and derivatives in foreign exchange and credit fixed income. A series of sessions takes a cross-disciplinary sweep across behavioural markets, trading strategies and financial market psychology.

- Hedge Fund Strategies
- Private Equity
- Real Estate and Property Investment
- REITs
- Insurance
- Behavioural Markets
- Trading Strategies
- A History of Financial Market Panics, Manias and Depressions
- Practical Options and Structured Products
- Credit Fixed Income & Credit Derivatives
- Foreign Exchange and Interest Rate Derivatives

Module III: INVESTMENT ADVISORY

This module targets specialist knowledge in the area of portfolio management and construction.

- Modern Portfolio Theory
- Behavioural Deviations from Theory
- Asset Allocation
- Security Selection and Investment Styles
- The Process of Portfolio Management
- Monitoring, Servicing and Communicating
- Portfolio Construction
- Performance Measurement
- The Client's Needs
- Case Study

Module IV: INTERNATIONAL WEALTH PLANNING

This module covers international wealth planning, focusing on the Asian wealth landscape. Topics in international tax planning are taught by leading international trust and tax practitioners.

- Integrated Wealth Management
- Financial Needs & Goals
- Holding Structure Issues
- Implementation Issues
- Capital Market Realities
- Trust & Estate Planning
- International Tax Concepts for Wealth Planners
- Case Study

Module V: KNOWING YOUR CLIENT

This module covers the ethical and professional principles which are essential in protecting the interests of both the client and the bank. It will address the legal, regulatory and compliance landscape, as well as the soft skills required to establish trust with existing and prospective clients. These skills are honed through role play.

- Knowing Your Client
- Establishing Trust
- Client Acquisition
- Selling and Negotiation
- Lifestyle, Aspiration and Growing with Your Client
- Case Study and Role Play

Module VI: MANAGING SUCCESSFUL CLIENT RELATIONSHIPS

This module emphasises the special role that senior relationship managers play in managing client risk and exposure. A special session on "Being a Trusted Market Intermediary" encompasses the necessary skill and discernment required to manage difficult client conversations when risk and exposure have exceeded prudential limits. The module also teaches important systems and skills that senior relationship managers require to analyse and manage client accounts, as well as to mentor teams and supervise client books.

- Being a Trusted Market Intermediary
- Maintaining Client Relationships
- Monitoring Client Risk and Exposure
- Business Risk Management
- Managing a Team
- Case Study

COURSE ASSESSMENT

Participants will be assessed on their proficiency in the topics taught, through individual or group assignments and tests.

Successful participants who have passed all relevant tests will be awarded Statements of Attainment (SOA) issued by IBF for the following competency units based on the job family registered.

	Wealth Management: Relationship Management – High Net Worth (Role V)	Wealth Management: Investment Advisory Services (Role V)
Modules I & II	<ul style="list-style-type: none"> Acquire and apply wealth management industry and product knowledge 	<ul style="list-style-type: none"> Acquire and apply wealth management industry and product knowledge
Module III		<ul style="list-style-type: none"> Perform client needs analysis and develop recommendation Implement recommendation Manage client accounts
Module IV	<ul style="list-style-type: none"> Perform client needs analysis and develop recommendation Implement recommendation 	
Module V	<ul style="list-style-type: none"> Acquire clients and perform acceptance review Comply with wealth management legislations, regulations and industry codes of practice 	<ul style="list-style-type: none"> Comply with wealth management legislations, regulations and industry codes of practice
Module VI	<ul style="list-style-type: none"> Service client accounts Perform control and monitoring functions 	

Participants who have successfully completed the required modules within the stipulated time frame will be awarded the WMI Advanced Wealth Management Programme Certificate.

Participants who wish to attain the WMI AWMP Certificate: **Relationship Management – High Net Worth (Job Role V)** would need to successfully complete **Modules I, II, IV, V and VI**.

Participants who wish to attain the WMI AWMP Certificate: **Investment Advisory Services (Job Role V)** would need to successfully complete **Modules I, II, III and V**.

Participants who wish to attain the WMI AWMP Certificate: **Relationship Management – High Net Worth (Job Role V) and Investment Advisory Services (Job Role V)** would need to successfully complete all the **6 modules**.

If they possess the relevant working experience, they may also apply to IBF for the industry certification of Financial Industry Certified Professional (FICP).

WHO SHOULD APPLY

The AWMP is specially designed for relationship managers and investment advisors with at least 3 years of experience, as well as other financial professionals who wish to update and deepen their knowledge and skills in wealth management.

ADMISSION CRITERIA

- Applicants must possess any of the following qualifications: diplomas, degrees, professional qualifications or specialist skills.
- Preference is given to:
 - Participants who are already working within the financial industry
 - Participants who are already working as relationship managers or investment advisors
 - Graduates of the Master of Science in Wealth Management Programme
 - Graduates of the WMI Certificate in Private Banking Programme

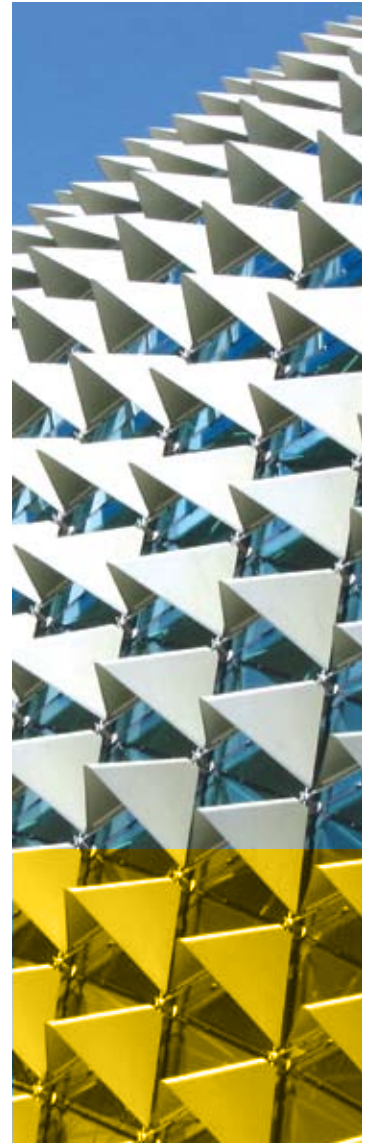
HOW TO APPLY

Mail the application form with the application fee and all the required supporting documents to the Wealth Management Institute. Early application is encouraged.

The Admissions Committee will only review applications that are duly completed. Applicants should ensure that all the required documents are submitted. Shortlisted applicants may be contacted for interviews.

FINAL DECISION

Successful applicants will be notified upon final approval by the Admissions Committee. The decision of the Admissions Committee is final and no appeal is allowed. We regret that no formal feedback will be provided for unsuccessful applicants.



The Wealth Management Institute is appointed as a Lead Provider of accredited training & assessment programmes under the Financial Industry Competency Standards for Relationship Management (High Net Worth) and Investment Advisory.

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