WMI Certificate in Private Banking

Programme Structure and Curriculum

The programme curriculum covers the technical aspects as well as the sales, relationship and advisory aspects of the business. The two-month programme is based on the following modular structure:

Module I **(Regulatory Requirements & Product Knowledge)**	**Module II** **(Relationship Management)**
• Overview of the Private Banking Business • Corporate Finance • Equities & Fixed Income • Foreign Exchange & Money Market • Derivatives & Structured Products • Private Equity & Hedge Funds • Real Estate & REITs • Trust, Tax & Estate Planning • Insurance • Ethics • Credit & Risk Management	• Investment Process • Wealth Planning, Preservation & Enhancement • The Psychology of Being A Trusted Advisor • Effective Networking & Asking for Referrals • Client Relationship Management • Consultative Selling • Look the Part, Talk the Talk

Prospective participants who have completed the Client Advisory Competency Standards Assessments, or are fresh entrants in the wealth management industry, are strongly encouraged to enrol for *both* modules.

Course Assessment

Participants who have successfully completed *either* module and passed *all* required assessments within the stipulated time frame will be awarded:

- a Certificate of Achievement by WMI
- the Statements of Attainment (SOAs) issued by the Institute of Banking & Finance (IBF)

Participants who have successfully completed *both* modules within the stipulated time frame and passed *all* required assessments will be:

- awarded the WMI Certificate in Private Banking
- awarded the SOAs issued by the IBF

Updated as at March 2012.

Exemption from CMFAS Module 6
Please refer to the Monetary Authority of Singapore Securities and Futures Act (CAP. 289) Notice on Minimum Entry and Examination Requirements for Representatives of Holders of Capital Markets Services Licence and Exempt Financial Institutions Frequently Asked Questions via www.mas.gov.sg.

Programme Fee and FSDF Grant Support
The programme fee covering training, assessment and course materials is subject to applicable GST.

Modules	**Fees *before* FSDF funding**	**Estimated Fees *after* FSDF funding**†
Module I	S$4,000	S$1,200
Module II	S$6,200	S$2,000
Total Programme Fee	**S$10,200**	**S$3,200**

The above fees are indicative and subject to change.

† *Participants may apply for the **Financial Sector Development Fund (FSDF) grant support under the Financial Industry Competency Standards (FICS) Training and Assessment Scheme**^. For programmes commencing on or after 1 January 2011, the grant support is 70% of the programme fee capped at S$4,200 per participant per module. The grant does **not** support GST except for non-company sponsored individuals. The grant is disbursed on a reimbursement basis and subject to eligibility criteria, and terms and conditions.*

^ *Financial sector organisations sponsoring Singapore-based participants may obtain the FSDF grant support for FICS accredited training and assessment programmes. Organisations can obtain the prescribed funding application forms from the FSDF Secretariat of the Monetary Authority of Singapore via fsdf@mas.gov.sg and submit the forms to them. Non-company sponsored individuals (Singaporeans or Singapore permanent residents) may approach the Wealth Management Institute for more information on their claims. For more details on the Scheme, please refer to the relevant brochure at www.wmi.com.sg.*

Programme Schedule
Each module spans three to four weeks. Weekly lessons will be conducted over two week nights (7.00pm - 10.00pm) and one weekend session (Saturdays, full day). Details of the next class will be announced via www.wmi.com.sg at a later date.

Application
To apply, please send your application form, the supporting documents and cheque payment (to be in favour of "Wealth Management Institute Pte Ltd") of S$85.00 as application fee* to:

Wealth Management Institute
60B Orchard Road
#06-18, Tower 2
The Atrium@Orchard
Singapore 238891

Shortlisted applicants will be notified and invited for interview.
For further information, please visit www.wmi.com.sg.

** Application fee is non-refundable.*

Updated as at March 2012.