



INVESTMENT ADVISORY: DESIGN, AGREEMENT AND MONITORING OF INVESTMENT SOLUTIONS

IBF Standards – Relationship Management – Private Banking (Level 2)

5 MAR 2021 | 9AM - 6.30PM | 8 IBF-STC TRAINING HOURS

This 8-hour course aims to equip private bankers with the knowledge to identify appropriate wealth management investment products and design suitable complex customised financial solutions in accordance with client's stated investment policy. It will also allow you to present and obtain agreement from HNW clients for the recommended investment solution and review client accounts periodically to ensure clients' needs and objectives are met.

TARGET AUDIENCE

- Relationship managers and senior relationship managers in private banks
- Covered persons under Private Banking Code of Conduct

PRE-REQUISITE(S)

- Completed IBF Standards Wealth Management Private Banking Level 1 OR
- Min. 3 years of relevant working experience in private banking

LEARNING OUTCOMES

- Know your client and establish Investment Policy Statement
- Coordinate and collaborate with investment specialists to develop and customise suitable complex investment solutions with client's stated investment objectives and risk appetite
- Develop an advanced level of understanding in the design of wealth management product features, terms and conditions, including the risk-reward characteristics and how they affect client's suitability
- Communicate and explain the key benefits of recommended investments and related risks effectively
- Gather relevant, sufficient and appropriate documentation for client's acceptance of proposed recommendation, terms and conditions, and fees related to the recommendation
- Monitor and evaluate performance of investment portfolio and conduct periodic portfolio review with client, and also review client's profile and investment needs
- Discuss the key considerations of rebalancing decision, and analyse any potential areas for improvement

COURSE OUTLINE

Client's Investment Policy Statement (IPS)

- Investment objectives
- Return objectives
- Risk tolerance and risk appetite
- Product sophistication and knowledge
- Investment preference
- Asset allocation and performance benchmark
- Frequency of portfolio review

Portfolio Management Process

- Planning
- Execution
- Monitoring

Planning

- Recommend investment solution for the client
- Coordinating with the relevant specialists
- Presenting the key features of the investment solution
- Communicating the associated risks on the recommendation
- Documentations of proposed recommendations
- Client's acceptance Terms and conditions
- Fees
- Implementation responsibilities
- Frequency and means of communication for portfolio review

Advanced Understanding in the Design of Wealth

Management Products

- Product features
- Product terms and conditions
- How the design of the products affects client suitability
- Explaining key benefits/related risks of the recommended investments
- Types of fixed income
- Understanding options
- Structured products
- Dual currency investments
- Accumulator/decumulator
- Target accrual redemption forward (TARF)
- Pivot target redemption
- Credit-linked notes
- Equity-linked notes
- Fixed coupon notes
- Bonus enhanced notes
- Shark-fin notes
- Twin win notes
- Principal protected notes

Advanced Investment Concepts

- Advanced portfolio concepts and strategies
 - Factor investing
 - Smart betas
 - Exchange traded funds (ETFs)
 - Robo-advisory
 - Algorithmic trading

Execution

- Establish strategic asset allocation framework with client based on his/her risk profile and returns objective
- Thresholds for rebalancing and tactical adjustments
- Key considerations for rebalancing decision
 - Concentration risks vs diversification
 - Trading costs
 - Tax consideration
 - Asset allocation decision: active/passive and strategic/tactical

Monitoring

- Portfolio risk management
 - Systematic and unsystematic risks
 - Effects of correlations between securities on the portfolio
 - Performance measurement --- Sharpe ratio, Treynor ratio, drawdown, value-at risk (VaR)
 - Performance attribution
 - Identify areas for improvement
 - What to do when investments went wrong
- Update client's needs, investment profile and objectives

Market Conditions and Portfolio Performance

- How market conditions may affect portfolio performance
 - Economic crisis
 - Political crisis
 - Financial crisis

Credit Facilities and Leverage

- Use of credit in client's portfolio construction
 - Margin financing for securities
 - Margin financing for forex
 - Universal life insurance financing
 - Other areas - single stock, standby letter of credit, property

Assessment - Team Presentation

Assessment - MCQ

IBF STANDARDS

This course is designed to meet the following competencies in IBF STANDARDS.



Industry Segment	: Wealth Management
Job Specialisation	: Relationship Management – Private Banking
Level	: 2
Competency Units (CU)	: CU9 Design of investment solution: Identify appropriate wealth management products and design suitable complex customised financial solutions CU10 Agreement and monitoring of Investment Solution: Present and obtain agreement from HNW clients for the recommended investment solution and review client accounts periodically to ensure client needs and objectives are met.

IBF-STTS

This programme has been accredited under the IBF Standards, and is eligible for funding under the IBF Standards Training Scheme (IBF-STTS), subject to all eligibility criteria being met. Candidates are advised to assess the suitability of the programme and its relevance to participants' business activities or job roles.

Find out more on www.ibf.org.sg

ABOUT THE IBF STANDARDS

The IBF Standards are a set of competency standards for financial skills. These Standards are developed in partnership with industry leaders and provide a professional development and skills roadmap for financial sector practitioners to excel in their respective job roles. They currently cover 12 industry segments in the financial sector.

ABOUT THE INSTITUTE OF BANKING AND FINANCE SINGAPORE

The Institute of Banking and Finance Singapore (IBF) is the national accreditation and certification agency for financial industry competency in Singapore under the IBF Standards. Find out more on www.ibf.org.sg

ABOUT SALMON THRUST

Founded in 2004, Salmon Thrust is committed to delivering real-world banking and financial training to professionals working in banks, corporates, government agencies, and other financial institutions.

Based in Singapore, we offer our clients in the region a broad range of up-to-date financial topics, delivered via classroom training and e-learning. Our courses range from foundational programmes for new entrants, right through to the most complex and current topics in the industry.

At Salmon Thrust, we are attentive to our clients' diverse learning needs. We identify relevant courses to bridge the learning and skill gaps, empowering our clients to make better decisions and bring real value to both their customers and organisations.

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REGISTRATION FORM

Investment Advisory: Design, Agreement and Monitoring of Investment Solutions

5 March 2021

Course Fees (Only 1 discount scheme is applicable at one time)

\$1,080 (10% Early bird discount - For registrations before 5 Feb)

\$1,200 (Regular price - For registrations after 5 Feb)

Delegates Information

Name: (as in NRIC or Work Pass)

Department:

Job Title:

Phone: Handphone:

Email:

Gender: Male Female Years of working experience in Private Banking:

Residential Status: Singaporean Permanent Resident Foreigner

Based on your birth year, are you 40 years old and above?: Yes No

Company and Invoicing Information

Organization Name:

Office Address:

Invoice attention to:

Job Title:

Phone: Email:

Approving Manager Information

Name:

Department:

Job Title:

Phone: Handphone:

Email:

*Authorizing Signature

Name of Authorized Person

Training Venue

All our courses are held online via the Zoom Video Conferencing tool. Instructions on using the tool will be emailed to you before the course date.

Terms and Conditions

1. If the delegate is unable to attend, a substitute delegate is welcome at no extra charge.
2. Salmon Thrust does not provide refunds for cancellations. Invoiced sums are payable in full within 30 days of the invoice date.
3. Salmon Thrust will provide full course documentation to a delegate who has paid but is unable to attend.
4. Salmon Thrust reserves the right to change the date, time and trainer due to factors outside of its control.
5. Salmon Thrust is not responsible for any loss or damage as a result of a alteration, postponement or cancellation of a course under any circumstances.

Payment Method

For Crossed Cheques or Bank Drafts, kindly make payable to Salmon Thrust Pte Ltd and indicate your invoice number in your payment.

For Telegraphic Transfers, please make payment to the following:

Account Number

501-747323-001

Account Name

Salmon Thrust Pte Ltd

Bank Address

65 Chulia Street, #01-01 OCBC Centre Singapore 049513

Bank Code

7339

Swift Code

OCBCSGSG

COURSE FEES EXCLUDES GST

*Mandatory