

CIWM

Certified International Wealth Manager



The Certified International Wealth Manager is a unique, professional qualification for experienced financial, legal and other professionals in the wealth management industry. The training combines profound theoretical knowledge with practical skills in the field of real estate, taxation, law and regulations as well as wealth planning and relationship management.

The qualification is awarded by the Association of International Wealth Management (AIWM), a non-profit association established to promote and strengthen global education in the wealth management industry as well as to set a globally recognized standard for the qualification of wealth management professionals – the CIWM.

The PBGL, Private Banking Group Luxembourg has now mandated the IFBL, Institute for Training in Banking, Luxembourg, to organize this high level training programme in Luxembourg on the basis of a partnership engaged between ABBL and AIWM. The first intake will start in October 2009.

Programme

The programme covers an international and a local part. The international part is entirely provided for by the AIWM and is composed of the following five subjects:

- Wealth Management
- Real Estate
- Behavioural Finance
- Tax & Wealth Planning
- Relationship Management

The local, or regional, programme is set by a quality circle coordinated by the IFBL and validated by the PBGL. The subject area covers domestic laws and regulations in the field of private banking and wealth management.

CIWM students are automatically members of the AIWM (access to various website resources, complimentary attendance at AIWM events, access to an international network offering worldwide opportunities).

Courses

INTERNATIONAL PART

Wealth Management

- Basic Concepts
- Asset and Liability Categories
- Client Profiles
- The Financial Plan: Assessing the Client's Assets and Liabilities



- Asset Allocation, Portfolio Choice and Management Styles
- Funds Selection

Real Estate

- Valuation and Indices of Real Estate
- Integration of Real Estate in the Mixed-Asset Portfolio
- Financing of Real Estate

Behavioural Finance

- Introduction
- The Decision-Making Process: Limits of Normative Theory
- Structuring The Wealth Management Process
- Product Design - A Case Study with Structured Products
- Inter-Temporal Asset Allocations
- Conclusion

Relationship Management

- Interpersonal Relationships and Wealth Management
- The Idea of Wealth Through Different Cultures and the Club of the Wealthy
- Effective Management of the Client Relationship
- Efficient Customer Relations Management in Wealth Management
- The Industrial Aspects of Wealth Management

Wealth Planning

- Global industry trends
- Key legal concerns of wealth owners
- Taxation and tax planning, succession planning
- Family law
- Features case studies

LOCAL PART

Laws & Regulations

Course material

The course material for the international part is to be accessed via a study platform online tool (SPOT). Students will have to prepare for the actual course on this basis and they are expected to bring the downloaded documentation to each of the courses. Further to the actual course documentation they have access to

- a portfolio management simulator
- a finance questionnaire application (exam questions of the last 4-5 sessions)

Training staff

Renowned international and local experts



Schedule (courses and examinations)

Wealth Management	15 (am), 16, 17 Oct; 13, 14 Nov	4.5 days
Real Estate	27 (am), 28 Nov	1.5 days
Behavioural Finance	11, 12 Dec	2 days
Tax & Wealth Planning	14, 15 Jan	2 days
Relationship Management	5 (am), 6 Feb	1.5 days
Examination 1 (Wealth Management)	March 2010	3 hours
Examination 2 (Real Estate, Behavioural Finance, Relationship Management)	March 2010	3 hours
Tax & Wealth Planning	March 2010	1.5 hours
Laws & Regulations	May/June 2010	3 days
Examination Laws & Regulations	June 2010	1.5 hours

Conditions for admission and enrolment procedures

- Academic degree : Master in Finance, Economics or Law or Diploma of ICPB-programme (IFBL Certified Private Banker)
- 3-5 years of practical experience in Private Banking
- Letter of accreditation by employer

Enrolments are to be handed in on the IFBL registration form together with a CV. Prior to confirmation they will be submitted to an acceptance committee. The IFBL vouches for the objectivity of its members.

Venue

Centre de formation Chambre de Commerce/IFBL
 7, rue Alcide de Gasperi
 Luxembourg (Kirchberg)

Price

€ 7.250,- (+ 3% VAT) (all inclusive) payable upon invoice at the beginning of the training.



Booking Form

CIWM - Certified International Wealth Manager

Participant:

Name:

First Name:

Date of Birth:

Work Phone:

Fax:

E-mail:

Employer:

Name:

Name and first name of Training Manager:

Billing address:

Work Phone:

Fax:

E-mail:

Date: Signature:

Employer's stamp