CISI - International Certificate in Wealth Management

The wealth management industry is facing unprecedented opportunities and major challenges. Growing prosperity is increasing the demand for private banking services, whilst the turmoil in the financial markets demonstrates the need for robust and focused solutions to help clients withstand market volatility and preserve their wealth.

Wealth management is one of the fastest growing areas within the financial services industry. It is vital that firms working in this arena develop their staff, enabling them to deliver the excellent client service that wealthy individuals demand.

In response to this growing market, the CISI has revised the International Certificate in Financial Advice to meet the needs of those firms who want to ensure that their staff are able to provide high-quality advice. To reflect the changes to the qualification, it has been renamed the International Certificate in Wealth Management.

The qualification will ensure that wealth managers and advisers understand the range of assets and investment products that are available in the market. It will equip them to provide financial advice and find appropriate solutions to meet the investment, retirement, protection and estate and tax planning needs of their clients.

Course Highlights

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- Taught by a leading CISI trainer with a combination of practitioner and training experience
- Limited class sizes, to ensure interactive teaching environment

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Who should attend?

The qualification is appropriate for staff working as financial advisers or sales staff in life companies, banks and other financial providers. Staff such as Financial Advisers, Life Assurance Executives and Financial Planners will benefit from undertaking the International Certificate in Wealth Management.

Order your workbook & reserve your exam date

To gain maximum value from the training course, it is strongly advised that attendees read the workbook prior to attending the course.

To order your workbook and reserve your exam date you need to register with the CISI. This can be done through their booking portal.

Syllabus

Element 1: The Financial Services Industry and the Economic Background
The purpose and structure of the financial services industry and the economic factors that affect investment returns

Element 2: Fiduciary Relationships
The basis of the relationship between adviser and client and the codes of conduct governing business dealings

Element 3: Financial Advice and Risk
The process of giving financial advice, including the importance of regular reviews of a client's circumstances, the risks faced by investors and how an investor's risk profile is determined

Element 4: Financial Assets and Markets
The range of financial assets, their salient features, their advantages and disadvantages and the main financial markets on which they are dealt

Element 5: Investment Funds
The funds available to clients to meet their savings, investment and spending needs

Element 6: Investment Planning
The investment planning process and the approach used to structure a portfolio of financial assets to suit the needs of a client

Element 7: Retirement Planning
The retirement planning process and quantifying needs in retirement

Element 8: Protection Planning
The range of protection products available and the need to assess priorities for protection

Element 9: Estate and Tax Planning
How taxation affects financial advice and investment selection

Exam Structure
The ICWM is a two hour exam of 100 multiple choice questions. The pass mark

for the examination is 70%.

CISI Fee's
Exam & Workbook - 215 GBP (payable directly to the CISI)

In addition, all new applicants will be required to pay a one-off CISI registration fee of 25GBP.

Delivery Methods [available methods depend on the course]

Public Course

If you only have a few staff who require a particular training course then why not send them on one of our public courses. We insist on limiting the number of attendees on our public courses to facilitate an interactive training environment. This ensures that there's always a chance to put your questions to a genuine expert, as well as to share experiences with other delegates.

Take a look at our Future Dates/Booking

Bring In-House

If you have a number of people who require the training, you might find it more economical to have the training at your offices. Our trainers are armed with all the equipment and materials necessary. All you need to do is supply the room, and after the course, we'll send your certificates of attendance in the post.

In addition in-house courses can be tailored to meet the precise needs of your business. This could mean tailoring a course for a business unit; combining elements of different courses to match your exact specification; or producing a course from scratch.

Enquiries

Please complete the following form and we'll get in touch to discuss your requirements in detail.

Off-site Training

Our training facilities can also be used for company 'off-site training'. So if you want to have an 'in-house style' training session away from your own offices, or you simply don't have the facilities, then you can use ours.

Enquiries

Please complete the following form and we'll get in touch to discuss your requirements in detail.

Trainers

Randa El Chaar

Randa helps prepare individuals towards their Chartered Financial Analyst - CFA (Levels I and II), and Certified Management Accountant - CMA qualifications. With a finance and accountancy background and experience in commercial banking and finance, Randa brings a practical focus to her training courses.

Randa has also produced and delivered bespoke courses on IPOs, debt instruments, financial statement analysis - with focus on the Financial Accounting Standards Board's (FASB) conceptual framework, rules of recognition, measurement, valuation, disclosure and the Securities Exchange Commission (SEC) reporting requirements - for both Government institutions and banks.

She has also prepared students for the 'Certificate in Investment Management' (CertIM), a Chartered Institute for Securities and Investment (CISI) qualification, and the 'Associate of the Institute of Canadian Bankers' (AICB) a Canadian Securities Institute (CSI) qualification.

In addition Randa runs entrepreneurial development and mentoring programs delivered independently and in association with Government bodies, and with the participation of venture capitalists in the region and Europe. Randa holds a PhD in Finance (Cum Laude) and a Master Degree of Money and Banking.

Martin Mitchell

Martin has trained CISI qualifications for almost 20 years, and is one of the world's most experienced CISI trainers. He is expert at keeping his audience motivated and focused on the task, leading to exceptional success rates. Martin has run numerous courses in the UAE – he regularly tutors candidates for the International Investment Award, the

DIFC Rules and Regulations examination, and other CISI qualifications including the Certificates in Investment Management, Securities and Derivatives.

Martin is a fellow of the Chartered Institute for Securities & Investment (CISI) and a qualified accountant with the Institute of Chartered Accountants of England and Wales (ICAEW). Martin qualified as an accountant with a forerunner of the global accountancy firm Ernst and Young in London, where he was involved in auditing financial institutions that subsequently became parts of HSBC, UBS and Citigroup. After qualifying, Martin started training others, initially training aspiring accountants and then moving into training in the City of London. It was during this period that Martin first started training towards the Chartered Institute for Securities & Investment examinations, introducing innovative training techniques and materials.

Martin rose to become Managing Director of a substantial City of London training entity, with a full-time faculty of 15. During his tenure, Martin also began training internationally – particularly in the Middle East and Asia.

During the internet boom, Martin became heavily involved in e-learning and developed a ‘blended’ learning course for the CISI’s Certificate in Securities whilst working as Global Head of Content at venture capital funded firm Wide Learning.

Martin then spent two years at the Chartered Institute for Securities & Investment where he was an Associate Director and ran the publications division, the business development team and numerous train-the-trainer courses. Martin continues to be very active at the CISI, he is senior editor for a number of the CISI’s official workbooks, runs train-the-trainer courses to assist in the CISI’s accreditation process for training organisations, and sits on the CISI’s Examination Board.