



Information Givers in Wealth Management

Core Details

9.30am — 5.00pm
City of London



6 CPD Hours

To Book

Call
+44 (0)204 551 8568
(Please choose option 2)

Email
info@thezishi.com

Online
thezishi.com

Your Consultant

Jo Kirby

Jo has over 20 years experience in the financial services industry. Her initial career with JP Morgan saw her quickly rise to Director of Fixed Income based in South Africa at Barclays. For the last 8 years' Jo has been working as a consultant to provide technical training for financial institutions on topics such as derivatives in fund management, exchange traded derivatives, over the counter derivatives, swaps, fixed income and liability driven investments. Jo supported many firms through the RDR transition; writing and delivering CISI accredited gap-fill courses to many who complete specialist regulated activities. She also delivers CISI courses to college students to develop their knowledge of the financial services industry including the post graduate Level 7 Chartered Wealth Manager programme. Jo is a very thorough and conscientious trainer whose background means she can adapt sessions to ensure delegates can use their knowledge to apply the theory to real life situations.

Do you have staff that are not giving 'advice' to clients but may talk to clients about your products/services with or without details of your costs and charges or even provide your house view of markets or sectors? These members of staff are your Information Givers. The staff most likely to be covered by the term Information Givers could include desk assistants, team secretaries, research, broker sales, Para planners and even dealers in some organisations. The list is by no means exhaustive and can vary depending on the organisation.

ESMA (European Securities & Markets Authority) have outlined generic Knowledge & Competence expectations. Many of the requirements will be covered by formal exams, however if your people haven't taken those exams, either because it is not a requirement or they were grandfathered in, how will you ensure this assessment is undertaken? Firms are expected to annually assess their staff against the criteria. Anyone not assessed will need to be under increased supervision until their competence has been demonstrated and evidenced.

This one day workshop is designed for those whom do not hold a formal qualification covering the necessary knowledge and competence requirements. The workshop will provide delegates with the generic knowledge and test them against the relevant criteria. Firms will still be required to assess the knowledge of their staff's firm specific knowledge but at least all of the market and economic knowledge will have been covered through attendance at this one day workshop. Your staff can return to the office and provide you with the reassurance that they have demonstrated a level of competence against the generic criteria.

N.B. the CPD certificate which will be issued after successful completion of the embedded assessment administered during the workshop is not a competence certificate. Each firm must assess individual competence in the workplace through normal sign off using internal checks. Also, of note, the workshop content and assessment is not firm specific and firm specific knowledge will still have to be assessed internally. However, if you would like to speak to us about providing a workshop based on your firm's requirements please contact us.

Agenda

Giving Information – ESMA Requirements	Content
Understand how financial markets function and how they affect the value and pricing of investment products on which they provide information to clients	<ul style="list-style-type: none"> • Role financial markets • Equity v debt investment • Basic asset classes review • Introducing the concept of risk • What role does our firm play in financial markets



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Cost

£395 / person + VAT £474

A discount of 10% per person is available when booking for 2 or more delegates on the same course in a single booking.

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In-house Course?

This course works well as an in-house event, contact us to discuss your needs on 0204 551 8568 or email info@thezishi.com



ZISHI Cornerstone



The CPD Standards Office
CPD PROVIDER: 21020
2016 - 2018
www.cpdstandards.com



Giving Information – ESMA Requirements	Content
<p>Understand specific market structures for the investment products on which they provide information to clients and, where relevant, their trading venues or the existence of any secondary markets</p>	<ul style="list-style-type: none"> • What impacts financial markets • Supply and demand • Primary v secondary market activity • Our firms products services how are they distributed • Distribution channels
<p>Understand the impact of economic figures, national/regional/global events on markets and on the value of investment products on which they provide information</p>	<ul style="list-style-type: none"> • Macro economic drivers impacting on markets • Impact on our products /services
<p>Understand the key characteristics, risk and features of those investment products available through the firm, including any general tax implications and costs to be incurred by the client in the context of transactions. Particular care should be taken when giving information with respect to products characterised by higher levels of complexity.</p> <p>Have a basic knowledge of valuation principles for the type of investment products in relation to which the information is provided</p>	<ul style="list-style-type: none"> • Understanding collective investments • Structure • Pricing methodology and how to position this for clients • Taxation implications for investors across product services range • Review of our firms specific products/services (equity and debt products as examples) and how to position risk
<p>Understand the total amount of costs and charges to be incurred by the client in the context of transactions in an investment product, or investment services or ancillary services;</p>	<ul style="list-style-type: none"> • Review of costs and charges • Review of ancillary services (wrappers and savings plans for example) and how they work

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Giving Information – ESMA Requirements	Content
<p>Assess data relevant to the investment products on which they provide information to clients such as Key Investor Information Documents, prospectuses, financial statements, or financial data.</p> <p>Understand the difference between past performance and future performance scenarios as well as the limits of predictive forecasting</p>	<ul style="list-style-type: none"> • Using internal documentation review and consider positioning for clear explanation of what it is, what it can be used for and how to interpret the data
<p>Understand the characteristics and scope of investment services or ancillary services</p>	<p>Review of additional services i.e.</p> <ul style="list-style-type: none"> • Service for charities • Service for adviser and/or EXO clients • Services for pension funds/trusts
<p>Understand issues relating to market abuse and antimoney laundering</p>	<ul style="list-style-type: none"> • Highlights of latest legislation and regulation only (4MLD & Criminal Finance bill) refer all delegates to relevant internal e-learning or other internal training