

ADVANCED FINANCIAL INSTRUMENTS FOR WEALTH MANAGEMENT

“Maximizing Portfolio Value through Modern Investment Products and Risk Tools”

Schedule

Venue (InHouse)	Fees
At Your Organization Premises	Ask For The Quotation

► **Available delivery methods:** In-House Training

Introduction

In the dynamic world of wealth management, mastering advanced financial instruments is key to delivering superior client outcomes and achieving portfolio objectives. This 5-day intensive training equips financial professionals with the tools to evaluate, structure, and manage a wide range of investment instruments—spanning equities, bonds, structured products, derivatives, and alternative investments.

With an emphasis on real-world application, the course blends technical theory with practical case studies and hands-on modeling. Participants will gain a strong understanding of product risk/return profiles, regulatory considerations, and client suitability frameworks needed to support high-net-worth and institutional portfolios.

Objectives

By the end of this course, participants will be able to:

- Analyze and compare advanced financial instruments used in modern wealth management
- Evaluate portfolio construction strategies using structured products and derivatives
- Understand tax, regulatory, and liquidity implications of various instruments
- Match investment instruments to client objectives and risk profiles
- Integrate ESG, alternative investments, and diversification tools into portfolio design

Why Attend

- Expand your advisory capabilities with cutting-edge investment products
- Develop deeper insight into financial engineering and capital market solutions
- Improve your ability to structure tailored portfolios for diverse client needs
- Navigate the regulatory landscape for complex financial instruments
- Gain confidence in managing risk-adjusted returns in volatile markets

Target Audience

This program is designed for:

- Wealth and portfolio managers
- Private bankers and investment advisors
- Financial planners and wealth strategists
- Fund managers and family office executives
- Senior analysts and relationship managers

Individual Benefits

Key competencies that will be developed include:

- Proficiency in assessing advanced investment vehicles
- Enhanced portfolio diversification and structuring skills
- Improved client communication and product explanation abilities
- Risk management using hedging tools and capital preservation strategies
- Decision-making grounded in market analytics and instrument behavior.

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- Stronger client portfolio performance through effective use of financial instruments
- Increased advisory capability in competitive wealth management markets
- Enhanced compliance and suitability in product recommendations
- Optimized product offerings tailored to market conditions
- Improved investor confidence and client retention metrics

Instructional Methodology

The course follows a blended learning approach combining theory with practice:

- Strategy Briefings - Deep dive into instrument types, pricing models, and market roles
- Case Studies - Real-world portfolio structuring using complex instruments
- Workshops - Hands-on product comparison, selection, and hedging exercises
- Peer Exchange - Group analysis of client scenarios and product suitability
- Tools - Excel templates for instrument pricing, portfolio optimization, and risk analysis

MAWA EVENTS

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Course Outline

DETAILED 5-DAY COURSE OUTLINE (Customizable)

Training Hours: 7:30 AM – 3:30 PM **Daily Format:** 3–4 Learning Modules | Coffee breaks: 09:30 & 11:15 | Lunch Buffet: 01:00 – 02:00

Day 1: Overview of Financial Instruments and Wealth Management Trends

- Module 1: Global Wealth Management Landscape (07:30 – 09:30)
 - Role of financial instruments in wealth creation
 - Key investor types and evolving client expectations
 - Emerging investment themes and technologies
- Module 2: Core Financial Instruments: Bonds & Equities (09:45 – 11:15)
 - Advanced bond pricing and yield curve analytics
 - Equity valuation and portfolio role
 - Dividend policy and tax considerations
- Module 3: Suitability & Regulatory Overview (11:30 – 01:00)
 - KYC, risk profiling, and product suitability
 - Regulatory compliance (MiFID II, SEC, etc.)
 - Ethical considerations in wealth management

Day 2: Structured Products and Custom Investment Solutions

- Module 1: Introduction to Structured Products (07:30 – 09:30)
 - Types: capital-protected, yield-enhanced, market-linked notes
 - Payoff structures and pricing models
 - Key risks and disclosure standards
- Module 2: Designing Tailored Investment Products (09:45 – 11:15)
 - Linking products to client goals
 - Reverse convertibles, barrier options, and autocallables
 - Back-testing structured product performance
- Module 3: Wealth Planning with Structured Solutions (11:30 – 01:00)
 - Tax optimization and wealth transfer
 - Product suitability for retirement and high-net-worth clients
 - Real-life advisory scenarios

Day 3: Derivatives in Wealth Management

- Module 1: Introduction to Options and Futures (07:30 – 09:30)
 - Options pricing and Greeks
 - Futures contracts and margin mechanics
 - Application in portfolio hedging
- Module 2: Swaps and Exotic Derivatives (09:45 – 11:15)
 - Interest rate and currency swaps
 - Equity-linked and credit derivatives
 - Understanding embedded risks
- Module 3: Risk Management Strategies (11:30 – 01:00)
 - Delta hedging, collars, and protective puts
 - Portfolio insurance and volatility control
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Integrating derivatives with asset allocation

Day 4: Alternative Investments and Portfolio Diversification

- Module 1: Hedge Funds, Private Equity & Real Assets (07:30 – 09:30)
 - Strategies, liquidity profiles, and fee structures
 - Performance measurement techniques
 - Due diligence and access routes
- Module 2: ESG and Thematic Investment Instruments (09:45 – 11:15)
 - Green bonds, ESG ETFs, and impact funds
 - Screening criteria and data providers
 - Portfolio implications and reporting standards
- Module 3: Alternative Beta and Smart Strategies (11:30 – 01:00)
 - Factor investing and risk premia
 - Smart beta ETFs and index construction
 - Behavioral finance insights in instrument design

Day 5: Portfolio Integration and Client-Centric Strategies

- Module 1: Asset Allocation and Optimization (07:30 – 09:30)
 - Strategic vs. tactical allocation
 - Risk-return optimization using modern tools
 - Monte Carlo simulations and scenario testing
- Module 2: Client Case Studies & Proposal Writing (09:45 – 11:15)
 - Tailoring proposals to different investor profiles
 - Cross-border considerations and multi-currency planning
 - Presenting complex products simply
- Module 3: Final Workshop & Review (11:30 – 01:00)
 - Comprehensive wealth portfolio construction
 - Group presentations and critique
 - Course wrap-up, feedback, and learning roadmap

Certification

Participants will receive a Certificate of Completion in Advanced Financial Instruments for Wealth Management, affirming their expertise in selecting, managing, and advising on sophisticated financial instruments tailored to modern client needs.

Why Choose MAWA Events

- **Global Expertise:** More than 17 years of experience in professional training and consulting.
- **Industry-Leading Faculty:** Courses delivered by seasoned professionals with hands-on experience.
- **Practical Insights:** Learn to turn theory into actionable strategies for real-world business impact.
- **Client-Focused Solutions:** Customized programs designed to achieve your organisation's unique goals.

In-House / Customized Training

Interested in running this course for your team?

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