

ADVANCED UNDERSTANDING OF MUTUAL FUNDS, ETFS, & REITS

“Mastering Investment Vehicles for Diversified Wealth Management”

Schedule

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

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

Introduction

This comprehensive 5-day program is designed to equip investment professionals with in-depth knowledge of mutual funds, exchange-traded funds (ETFs), and real estate investment trusts (REITs). Participants will explore how these vehicles function, their unique structures, performance metrics, and roles within diversified investment portfolios.

The course emphasizes practical application, covering fund selection criteria, tax considerations, regulatory environment, risk-return tradeoffs, and comparative analysis across products. With growing demand for passive and alternative investment solutions, this training offers critical insight into modern portfolio construction techniques using mutual funds, ETFs, and REITs.

Objectives

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

- Distinguish between mutual funds, ETFs, and REITs in terms of structure, strategy, and performance
- Analyze fund composition, costs, risk factors, and tax implications
- Integrate these vehicles into diversified investment portfolios
- Evaluate fund managers, benchmarks, and tracking error
- Understand the regulatory framework governing these investment products

Why Attend

- Develop a sophisticated understanding of pooled investment vehicles
- Learn how to select appropriate funds and REITs for different investment goals
- Enhance portfolio design with liquid, cost-efficient instruments
- Understand the risks, returns, and regulations associated with funds and real estate trusts
- Keep pace with the shift toward passive and hybrid investment strategies

Target Audience

This program is designed for:

- Financial advisors and wealth managers
- Investment analysts and portfolio managers
- Private bankers and client relationship managers
- Real estate investment professionals
- Institutional investors and fund selectors

Individual Benefits

Key competencies that will be developed include:

- Advanced fund analysis and comparison techniques
- Portfolio diversification using ETFs, REITs, and mutual funds
- Understanding of NAV, expense ratios, and total return calculation
- Ability to align fund strategies with client needs and risk tolerance
- Enhanced decision-making for long-term asset allocation

Organizational Benefits

Upon completing the training course, participants will demonstrate:

- More effective use of pooled investment vehicles in portfolio strategies
- Greater client retention through tailored fund-based solutions
- Increased operational efficiency in fund selection and monitoring
- Stronger regulatory compliance and due diligence practices
- Better alignment between investment offerings and market demands

Instructional Methodology

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

- Strategy Briefings - Deep dive into mutual funds, ETFs, and REIT mechanics and investment roles
- Case Studies - Real-world fund analysis and product comparison scenarios
- Workshops - Hands-on exercises for fund selection, portfolio integration, and REIT evaluation
- Peer Exchange - Group discussions on investor trends and asset management practices
- Tools - Fund screening templates, REIT analysis models, and risk-return comparison charts

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 Investment Vehicles and Industry Structure

- Module 1: Introduction to Mutual Funds, ETFs, and REITs (07:30 – 09:30)
 - Definitions, features, and investment roles
 - Market trends and investor demand
 - Open-end vs. closed-end structures
- Module 2: Regulatory Environment and Taxation (09:45 – 11:15)
 - Jurisdictional regulation: SEC, UCITS, local bodies
 - Tax treatment of dividends and capital gains
 - Fund disclosures, KIID, and due diligence
- Module 3: NAV Calculation and Fund Mechanics (11:30 – 01:00)
 - Net Asset Value (NAV) mechanics and pricing
 - Expense ratios and cost structures
 - Distribution policies and load types

Day 2: Mutual Funds – Types, Strategies & Analysis

- Module 1: Types of Mutual Funds (07:30 – 09:30)
 - Equity, fixed income, balanced, and hybrid funds
 - Active vs. passive management
 - Thematic and sector-based funds
- Module 2: Fund Performance & Risk Metrics (09:45 – 11:15)
 - Alpha, beta, standard deviation, and Sharpe ratio
 - Risk-adjusted returns and peer comparisons
 - Style box and Morningstar categories
- Module 3: Manager Selection and Monitoring (11:30 – 01:00)
 - Due diligence process and qualitative assessment
 - Tracking benchmarks and manager consistency
 - Replacement and review criteria

Day 3: Exchange-Traded Funds (ETFs)

- Module 1: ETF Structure and Mechanics (07:30 – 09:30)
 - Primary and secondary market trading
 - Creation/redemption process and arbitrage
 - Passive vs. smart beta strategies
- Module 2: ETF Cost Analysis and Tracking Error (09:45 – 11:15)
 - Total cost of ownership: TER, spreads, slippage
 - Benchmark tracking differences
 - Selecting the right ETF for a mandate
- Module 3: Advanced ETF Strategies (11:30 – 01:00)
 - Leveraged and inverse ETFs
 - Strategic and tactical uses in portfolios
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International and thematic ETFs

Day 4: Real Estate Investment Trusts (REITs)

- Module 1: Introduction to REITs (07:30 – 09:30)
- Types: equity, mortgage, and hybrid REITs
- Legal structure, listing requirements, and tax efficiency
- Key performance drivers in REIT markets
- Module 2: REIT Analysis and Portfolio Role (09:45 – 11:15)
- FFO, AFFO, NOI, and yield measures
- REIT risk factors and macroeconomic sensitivity
- Diversification and inflation hedging benefits
- Module 3: REIT vs. Direct Real Estate (11:30 – 01:00)
- Pros and cons of liquid real estate investments
- Correlation with traditional asset classes
- Integration into income and growth portfolios

Day 5: Practical Integration and Product Comparison

- Module 1: Constructing a Fund-Based Portfolio (07:30 – 09:30)
- Blending funds for diversification and performance
- Fund vs. ETF vs. REIT trade-offs
- Portfolio rebalancing and monitoring
- Module 2: Fund Evaluation Tools and Screening (09:45 – 11:15)
- Using fund screeners and databases
- Custom scorecards and ranking methods
- Integrating qualitative and quantitative assessment
- Module 3: Final Case Study and Group Presentation (11:30 – 01:00)
- Fund selection and portfolio proposal
- Peer critique and best practice sharing
- Wrap-up and key takeaways

Certification

Participants will receive a Certificate of Completion in Advanced Understanding of Mutual Funds, ETFs, & REITs, demonstrating their expertise in the analysis and application of pooled investment vehicles in modern wealth and asset management.

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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