QUEST
Professional Center

PROFESSIONAL TRAINING COURSE

Course No. 1551

Investment Advisory & Wealth Management Training Course

WEALTH MANAGEMENT & PRIVATE BANKING
FINANCE, INVESTMENT & BANKING

DURATION
5 Days

DELIVERY
Classroom

Course Overview

The Investment Advisory & Wealth Management Training Course provides a comprehensive professional framework for developing advanced capabilities in investment advisory, wealth management, and client relationship management. The course focuses on helping professionals understand client objectives, financial circumstances, risk preferences, liquidity requirements, and investment horizons, and translate these factors into appropriate investment strategies. It is designed to strengthen the ability of wealth professionals to provide structured, client-focused advice rather than relying solely on individual financial products or transactional solutions.

Effective wealth management requires a holistic understanding of the client's financial position, investment priorities, family and business considerations, liquidity requirements, and long-term objectives. The course therefore examines practical approaches to client profiling, financial needs analysis, investment objective setting, risk assessment, investment policy development, and strategic wealth planning. Participants learn how to connect client requirements with appropriate investment and wealth management solutions while maintaining a disciplined and professional advisory process.

The programme also addresses portfolio construction, asset allocation, diversification, investment selection, risk management, performance evaluation, and portfolio rebalancing. Participants explore how different asset classes can contribute to portfolio objectives and how investment recommendations should be evaluated according to expected return, risk, liquidity, time horizon, and suitability. Particular attention is given to managing investment decisions in changing market environments and ensuring that portfolio strategies remain aligned with evolving client objectives.

Client communication and relationship management are integral components of effective investment advisory. The course develops practical skills in needs discovery, consultative questioning, active listening, explaining complex financial concepts, managing expectations, presenting recommendations, and addressing objections. Participants also examine how to communicate market volatility and portfolio performance professionally while maintaining client confidence and supporting long-term relationships.

Through case studies, advisory simulations, portfolio construction exercises, investment scenarios, and practical workshops, the Investment Advisory & Wealth Management Training Course enables participants to integrate investment knowledge with professional advisory and relationship management skills. The programme supports stronger investment decision-making, improved client engagement, more structured wealth planning, and a consistent approach to delivering value to high-net-worth and sophisticated clients.

Objectives

- Analyze client financial circumstances, investment objectives, liquidity requirements, investment horizons, and risk profiles during the course.
- Develop comprehensive client investment profiles that support structured advisory and wealth management decisions.
- Evaluate client financial needs and prioritize objectives according to complexity, importance, time horizon, and investment requirements.
- Apply consultative investment advisory techniques, including structured questioning and active listening, during simulated client meetings.
- Design personalized wealth management strategies that connect client objectives with appropriate investment and financial solutions.
- Evaluate asset classes and investment opportunities according to expected return, risk, liquidity, diversification, and suitability considerations.
- Apply asset allocation, diversification, and portfolio risk management principles when developing investment strategies.
- Evaluate portfolio performance and identify key sources of return, risk, deviation, and potential need for rebalancing.
- Improve communication techniques for presenting investment recommendations, discussing performance, and explaining market volatility.
- Apply principles of suitability, confidentiality, due diligence, ethical conduct, and professional governance in investment advisory.
- Strengthen coordination between investment advisers, wealth managers, portfolio managers, risk specialists, compliance professionals, and other stakeholders.
- Develop and present an integrated investment advisory and wealth management strategy for a client by the end of the course.

Who Should Attend

The Investment Advisory & Wealth Management Training Course is designed for professionals working in banks, financial institutions, asset management firms, wealth management organizations, private banking divisions, and investment advisory environments. It is particularly suitable for Investment Advisers, Wealth Managers, Portfolio Managers, Private Bankers, Relationship Managers, Financial Advisers, Client Advisers, Investment Managers, Asset Management Professionals, and specialists responsible for developing investment solutions for clients.

The programme is also relevant to professionals working in financial planning, investment research, risk management, compliance, investment products, credit, and business development who contribute to the development or delivery of investment and wealth management solutions. It is especially valuable for professionals managing high-net-worth clients and sophisticated investors with complex financial objectives and diversified portfolios.

Senior executives, Heads of Wealth Management, Private Banking Directors, Investment Directors, Relationship Management Leaders, Investment Advisory Managers, and financial services decision makers can also benefit from the programme. It is appropriate for leaders seeking to strengthen investment advisory frameworks, improve wealth management capabilities, enhance client experience, develop stronger relationship management practices, and improve coordination between investment, advisory, risk, and compliance functions.

Learning Outcomes

- Analyze a client’s financial and investment profile and identify key objectives, priorities, and liquidity requirements.
- Prepare a comprehensive investment profile that supports appropriate advisory and wealth management decisions.
- Apply structured needs-discovery and consultative advisory techniques during client meetings.
- Assess client risk tolerance and connect it with investment objectives, time horizon, and portfolio strategy.
- Develop personalized wealth management strategies aligned with client financial and investment objectives.
- Evaluate asset classes and investment opportunities using return, risk, liquidity, diversification, and suitability criteria.

- Construct diversified investment portfolios using appropriate asset allocation and risk management principles.
- Evaluate portfolio performance, investment risks, and sources of portfolio returns.
- Identify situations requiring portfolio review, strategic adjustment, or rebalancing.
- Explain investment recommendations, portfolio performance, and market developments clearly and professionally to clients.
- Manage client objections, expectations, concerns, and sensitive investment discussions using an advisory approach.
- Develop and present an integrated investment advisory and wealth management plan covering client analysis, investment strategy, portfolio management, risk, communication, and follow-up.

Course Outline

DAY 01

Foundations of Investment Advisory and Wealth Management

- The strategic role of investment advisory in wealth management
- Understanding modern wealth management and client expectations
- Understanding individual, affluent, high-net-worth, and sophisticated clients
- Analyzing client financial circumstances and investment objectives
- Identifying investment horizons, liquidity, income, growth, and capital preservation needs
- Assessing risk tolerance and risk capacity
- Developing comprehensive client investment profiles
- Principles of goal-based wealth management
- Prioritizing client financial and investment objectives
- Connecting investment advisory with relationship management

> PRACTICAL APPLICATION
>
> Analyze a client case and develop a comprehensive financial and investment profile

DAY 02

Client Needs Analysis and Investment Strategy Development

- Principles of client-centered investment advisory
- Advanced financial and investment needs discovery
- Structured questioning and active listening techniques
- Understanding investor behavior and decision-making patterns
- Building trust and professional credibility
- Establishing measurable investment objectives
- Developing investment policy statements
- Connecting client objectives with investment solutions
- Balancing growth, income, capital preservation, and liquidity objectives
- Managing client expectations and advisory responsibilities

PRACTICAL APPLICATION

Conduct a simulated investment advisory meeting and develop a personalized investment strategy

DAY 03

Portfolio Construction, Asset Allocation and Risk Management

- Principles of investment portfolio construction
- Strategic and tactical asset allocation
- Characteristics of equities, fixed income, cash, real assets, and alternative investments
- Portfolio diversification principles
- Constructing portfolios for different risk profiles
- Investment selection and evaluation
- Managing market, credit, liquidity, and concentration risks
- Understanding the relationship between risk and expected return
- Scenario analysis and portfolio stress testing
- Aligning portfolio construction with client objectives

DAY 03 — CONTINUED

> **PRACTICAL APPLICATION**
> Design a multi-asset investment portfolio and evaluate its risk exposures and strategic alignment

DAY 04

Portfolio Management, Performance Measurement and Client Communication

- Investment portfolio monitoring
- Measuring portfolio returns and risks
- Benchmark selection and performance comparison
- Portfolio performance analysis and attribution
- Identifying deviations from target asset allocation
- Portfolio rebalancing principles and approaches
- Reviewing investment strategies under changing market conditions
- Communicating investment performance to clients
- Managing client concerns during periods of market volatility
- Handling objections, complaints, and sensitive financial discussions

> **PRACTICAL APPLICATION**
> Evaluate an investment portfolio and prepare a professional client advisory presentation covering performance, risks, market conditions, and recommendations

DAY 05

Integrated Wealth Management and Advanced Investment Advisory

- Integrating investment advisory into comprehensive wealth management
- Developing long-term high-value client relationships
- Identifying opportunities to deepen and strengthen client relationships
- Managing high-net-worth and sophisticated client relationships

DAY 05 — CONTINUED

- Coordinating investment, financing, liquidity, and wealth management solutions
- Suitability, client protection, and responsible investment advisory
- Confidentiality, due diligence, and professional ethics
- Coordination between wealth management, investment, risk, and compliance teams
- Investment advisory and relationship management performance indicators
- Developing structured client review and follow-up frameworks

FINAL WORKSHOP

Develop and present an integrated investment advisory and wealth management strategy covering client analysis, objectives, asset allocation, portfolio construction, risk management, communication, relationship development, and follow-up

Register or Request More Information

Course page: https://quest-training.com/courses/investment-advisory-wealth-management-training-course
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