



Advanced Wealth Management and Client Advisory Training Course

8 – 19 March 2027
Athens

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Ref: 452_136436 **Date:** 8 – 19 March 2027 **Location:** Athens **Fees:** 13400 Euro

Overview

Advanced Wealth Management and Client Advisory Training Course is a ten-day advanced course for wealth, private-banking, investment, relationship, trust, risk, and compliance professionals, who leave with an Integrated Wealth Management Plan. The course connects client discovery, goals-based investing, investment policy, portfolio construction, due diligence, retirement and legacy coordination, behavioral coaching, suitability, governance, performance reporting, and client communication. Agile Leaders Training Center delivers advanced wealth management training for professional practice.

Who Should Attend

- Wealth advisory functions responsible for discovering client circumstances, goals, preferences, and constraints
- Private-banking functions responsible for relationship strategy and coordinated client service
- Investment functions responsible for asset allocation, portfolio construction, product review, and performance
- Trust and estate support functions responsible for coordinating retirement, legacy, and intergenerational needs
- Risk and compliance functions responsible for suitability, conflicts, documentation, and oversight
- Client-service functions responsible for reporting, communication, and behavioral coaching

The course assumes participants already support investment, advisory, private-client, fiduciary, risk, or compliance work and leaves out personal financial advice, product sales, and jurisdiction-specific tax or legal advice.

Departments and Industries

The course supports departments that advise, invest, coordinate, control, or report on private-client wealth decisions.

- Wealth management, private banking, and family-office functions
- Investment advisory, portfolio management, and asset-management teams
- Trust, estate-support, retirement, and fiduciary-service functions
- Risk, compliance, legal-coordination, and internal-audit departments
- Insurance, pension, financial-technology, and professional-services organizations
- Client relationship, product governance, and investment-operations teams

Learning Objectives

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

- Apply a structured client discovery and goals-prioritization process
- Build an investment policy linking objectives, risk, liquidity, and constraints
- Evaluate strategic allocation, portfolio construction, and alternative-investment choices
- Analyze managers, products, performance, costs, and reporting evidence
- Use suitability, ethics, governance, and behavioral-coaching controls
- Build an Integrated Wealth Management Plan

Course Agenda

Day 1: Wealth Context and Client Discovery

- Private-Client Wealth Ecosystem Map
- Client Discovery Interview Framework
- Household Balance-Sheet and Cash-Flow Map
- Stakeholder, Family, and Adviser Role Matrix
- Client Data and Document Inventory

Day 2: Goals, Risk and Investment Policy

- Goals Quantification and Priority Ladder
- Risk Tolerance and Risk Capacity Assessment
- Time-Horizon and Liquidity Bucketing Method
- Return Objective and Constraint Register
- Investment Policy Statement Architecture

Day 3: Market Assumptions and Asset Classes

- Capital Market Assumption Development Process
- Asset-Class Risk and Return Evidence Matrix
- Correlation, Diversification, and Concentration Map
- Inflation, Currency, and Purchasing-Power Scenario Set
- Strategic versus Tactical Allocation Decision Rules

Day 4: Portfolio Construction and Allocation

- Goals-Based Portfolio Segmentation Model
- Strategic Asset Allocation Design Canvas
- Portfolio Risk-Budgeting Method
- Concentrated Position Management Decision Tree
- Rebalancing Policy and Tolerance Bands



Day 5: Manager and Product Due Diligence

- Investment Product Screening Scorecard
- Manager Philosophy and Process Review
- People, Governance, and Operational Due-Diligence Checklist
- Fee, Cost, Liquidity, and Transparency Comparison
- Manager Selection and Watchlist Register

Day 6: Alternatives, Liquidity and Risk

- Alternative Investment Role Matrix
- Illiquidity Budget and Commitment Schedule
- Private-Market Cash-Flow Scenario Model
- Downside, Stress, and Drawdown Analysis
- Liquidity Reserve and Contingency Framework

Day 7: Retirement and Intergenerational Coordination

- Retirement Income Needs Analysis
- Longevity and Sequence-Risk Scenario Map
- Estate and Tax Adviser Coordination Protocol
- Intergenerational Wealth Transfer Objective Map
- Family Governance and Decision-Rights Charter

Day 8: Behavioral Coaching and Communication

- Investor Behavior and Bias Diagnostic
- Behavioral Coaching Conversation Guide
- Client Decision and Consent Record
- Difficult Market Communication Playbook
- Relationship Review and Service Calendar

Day 9: Suitability, Governance and Reporting

- Client Suitability and Product-Fit Matrix
- Ethics and Conflict-of-Interest Register
- Portfolio Performance and Attribution Dashboard
- Client Reporting and Outcome Review Pack
- Wealth Governance and Escalation Framework



Day 10: Integrated Wealth Advisory Practice

- Suggested Exercise: Client Discovery and Goal Prioritization
- Suggested Exercise: Investment Policy and Allocation Design
- Suggested Exercise: Manager Due-Diligence Decision
- Suggested Exercise: Suitability and Client Review Conversation
- Capstone Exercise: Integrated Wealth Management Plan

Practical Exercises

The course uses suggested activities to connect client evidence, portfolio decisions, governance, and communication.

- Suggested activity: convert a private-client case into quantified goals, risk findings, liquidity needs, constraints, and an investment policy.
- Suggested activity: compare allocation options, product evidence, manager processes, costs, and liquidity against the policy.
- Suggested activity: diagnose behavioral risks and prepare a documented client conversation for a difficult market scenario.
- Suggested activity: assemble objectives, portfolios, retirement and legacy coordination, suitability, governance, and reporting into the capstone plan.

FAQs

Who suits advanced wealth management training, and what does it assume?

Advanced wealth management training suits professionals already involved in private-client advice, investments, relationships, fiduciary support, risk, or compliance who need an integrated method for complex client decisions.

How does advanced wealth management differ from basic investment training?

Advanced wealth management integrates client goals, risk capacity, portfolio design, retirement and legacy coordination, behavior, suitability, governance, and reporting, while basic investment training normally concentrates on instruments and introductory portfolio concepts.

What belongs in an investment policy for wealth management?

An investment policy should document objectives, risk tolerance and capacity, time horizons, liquidity, constraints, strategic allocation, permitted investments, monitoring measures, rebalancing rules, responsibilities, and review triggers.



How does client advisory address behavioral investment decisions?

Client advisory addresses behavioral decisions by diagnosing biases, connecting choices to documented goals, testing consequences, using decision records, and communicating consistently before and during market stress.

How should wealth portfolio performance be reviewed?

Wealth portfolio performance should be reviewed against goals, policy benchmarks, risk, cash flows, costs, allocation effects, manager contributions, suitability, changing circumstances, and agreed actions rather than return alone.

Conclusion

Participants take back an Integrated Wealth Management Plan containing discovery records, prioritized goals, an investment policy, allocation decisions, due-diligence evidence, coordination actions, suitability controls, and reporting measures. The plan changes fragmented advice into a traceable client-management process. It supports disciplined portfolios, coordinated decisions, reviewable governance, and clearer client conversations.