

Enhancing the Efficiency of the Relationship Manager

3.00pm

Enhancing the Efficiency of the RM

- Why can't the industry do a better job in enhancing the economics for this business?
- Is the talent in this industry becoming prehistoric? What must the industry do to drive younger bankers to join?
- How do you reinvigorate the RM?
- Where does the panel think the RM/Advisor fit into Asia's wealth management market in the future?
- Is the hybrid model the way forward for the upper segments of wealth in Asia?
- What digital solutions are being introduced to enhance RMs skills, capabilities and productivity?
- What skills and expertise do the RMs/advisors need to be effective and productive today and for the future generations of private clients?
- How do RMs leverage the many resources of their banks and firms to help with their delivery of products and advice to their clients?
- What is genuine personalisation in wealth management, and how can the RMs be empowered to deliver that?
- How do RMs balance EQ and IQ in their relationships with clients, to ensure that they are delivered the right combination of information and detail?
- How do we advance the training and professional development of the RM/advisor community?

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4.00pm

Webinar Ends