

# Maximising the impact of discussions around Wealth Solutions and HNW Insurance

3.00pm

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- Has the pandemic slowed the Asian life insurance market due to the difficulty of remote paperwork, difficulties in obtaining medical certificates and other impediments?
- How has the industry risen to the digital and logistical challenges and met the additional demand for security and family protection with state-of-the-art solutions?
- What types of solutions are in vogue today, what are the key differences, and why?
- Who is buying these solutions and how should bankers and advisors begin the conversation?
- How do wealth managers promote each of these solutions more effectively but also within the bounds of regulation/compliance?
- What about the major issue of funding policies and whether larger, more leveraged policies are advisable given the state of the financial markets and rates?
- How do the private banks and independent wealth management firms work with other key life insurance industry participants such as the specialist brokers/agents and distributors in the market?
- And how do they make money out of these relationships and partnerships?
- How does the wealth management community effectively connect life solutions to estate planning and to the facilitation of a smooth transition of wealth from policyholders to their chosen beneficiaries, and compliantly?
- What sort of training and education is required for any RMs or advisors to be able to promote these sophisticated products?
- Should the wealth industry be engaging the second and third generations in such discussions, and if so, how?
- How does the wealth industry work most effectively with other professionals, such as tax advisors, estate lawyers and others?

Simon Cheng

Regional Head of Money Markets & Insurance Collaboration, Asia; Head of FX, North Asia, Investments and Wealth Solutions  
HSBC Global Private Banking

Regan Shum

Head of Insurance Brokerage  
Hywin International

Lee Sleight

Head of Business Development, Asia  
Lombard International Assurance

Will Price

Head of International Distribution, ASEAN  
Quilter International

Berry Wong

Chief Executive Officer, Asia Pacific  
Charles Monat Associates

4.00pm

Webinar Ends