



Building the Skills You Need for Success in Wealth Management 2015

10 March | Marina Mandarin | Singapore

Exclusive sponsor





Leonteq has received
more than 15 awards
since its foundation
in 2007

THE QUINTESSENCE OF OUR MISSION STATEMENT

LET'S REDEFINE YOUR INVESTMENT EXPERIENCE

Leonteq's explicit goal is to make a difference through particular transparency in structured investment products and to be the preferred technology and service partner for investment solutions.

We count on experienced industry experts with a focus on achieving client's goals and a first class IT infrastructure, setting new standards in stability and flexibility.

OUR DIFFERENTIATION

Modern platform

- Integrated IT platform built from ground up with a focus on automation of key processes in the value chain
- Platform functionality to address increased customer demand for transparency, service, liquidity, security and sustainability

Vertical integration

- Control of the entire value chain as a basis for proactive service tailored to specific needs of clients
- Automation of key processes mitigating operational risks

Competitive cost per issued product

- Modern platform resulting in a competitive cost per issued product allowing for small ticket sizes

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WELCOME

On behalf of Leonteq, we are delighted to be the exclusive sponsor for Hubbis' inaugural **Building the Skills You Need for Success in Wealth Management 2015** – today in Singapore.

Leonteq is an independent technology and service partner for investment solutions. The firm is headquartered in Zurich and has offices in Geneva, Monaco, Guernsey, Frankfurt, Paris, London, Singapore and Hong Kong.

Various dynamics led by growing client sophistication, digital solutions, compliance obligations and next-generation needs are increasing the expectations from clients about the skill-sets that RMs need to build lasting and profitable relationships.

This is also forcing RMs to rethink what they should be doing and where they can add real value to their clients.

As a result, many face a real danger of being unable to build their personal offering and proposition, or to protect and grow existing client books, because they lack the competencies and capabilities required.

This event has therefore been designed for anyone who has genuinely decided to take their career in wealth management more seriously – and who is striving to be a true professional in delivering on the promise they make to their clients.

The agenda is not about technical product or compliance knowledge. Instead, senior market practitioners will share expertise to answer key questions, such as:

- How can you be more effective?
- How can you use your time better?
- How can you create more impact?
- How can you find new clients?
- How can you get more business from existing clients?
- How can you get referrals?

Hubbis is also video-recording the presentations and writing up content – and will send this to you.

We are pleased to be part of this unique learning experience. And we look forward to working with you and your clients across the region. Leonteq operates in Asia via its licensed subsidiaries in Hong Kong and Singapore with 41 employees in front- and back-office departments. Leonteq distributes structured products and is building its specialised products platform to service its distribution business in the region.

Thank you for your support and attendance. We hope you enjoy the forum.

Agenda-at-a-glance

Morning

- 9.00am **Welcome Address by David Schmid**
- 9.05am **Keynote Presentation**
Find your conscience and avoid the mob
- 9.35am **Panel Discussion**
Setting the table
- 10.25am **Presentation**
How can you help your clients to enjoy being rich?
- 10.45am **Refreshments & Networking**
- 11.10am **Presentation**
Lies, damned lies, and statistics!
- 11.40am **Presentation**
Storytelling for leadership
- 12.10pm **Presentation**
Standing out from the crowd
- 12.40pm **Lunch**

Afternoon

- 1.30pm **Panel Discussion**
Have can you have more effective conversations with your clients around investments?
- 2.10pm **Presentation**
Building your skills for success
- 2.40pm **Presentation**
Continuing professional development - how to really make it work for you
- 3.10pm **Refreshments & Networking**
- 3.35pm **Presentation**
The art of presenting
- 4.05pm **Presentation**
Don't forget to sell! The competencies and behaviours needed to facilitate client buying decisions
- 4.35pm **Panel Discussion**
How can you really help a Family today?
- 5.05pm **Forum Ends**

Your one-stop-shop for continuing professional development

The Hubbis online training platform provides you with the critical skill training you need, as well as product and compliance training - all of which is assessed and recorded for reporting purposes.



Our popular skills courses

- | *Managing personal finances*
- | *Applying behavioural finance*
- | *Being an effective wealth manager*
- | *Constructing appropriate portfolios*
- | *Creating a successful service*
- | *Creating an effective financial plan*
- | *Introduction to behavioural finance*
- | *Sales success*
- | *Tailoring portfolios*
- | *The building blocks of asset allocation*

The training platform

The training platform allows company administrators to competency-assess individuals, set customised learning plans, track user performance and maintain a complete record of staff professional development. Contact us at elarning@hubbis.com

- 300+ hours of training*
- Tracking & reporting*
- Cost effective*
- Learning plans*

Full Agenda

8.40am **Registration**

9.00am **Welcome Address**

David Schmid

Chief Executive Officer and Managing Director, Asia
Leonteq Securities

9.05am **Keynote Presentation**

Find your conscience and avoid the mob

Anthonia Hui

Chief Executive Officer
AL Wealth Partners

“Trust” is a word commonly used in the industry as the key to building relationships with clients. It is used so widely as if it is a purpose or goal desired for its own sake, or as a tool in client-servicing. However, young professionals in wealth management often find themselves caught in the dilemma of upholding the trust they were given but frequently breaching it by taking the easy route in order to meet targets. In this presentation, Anthonia discusses why the wealth management industry is accused of lacking a “conscience”, a pre-requisite to succeed in any career, by addressing the following key questions:

- *Trust is not a means to an end nor an end in itself. What now?*
- *Trust vs conscience: chicken or egg?*
- *How is conscience key to developing your career in wealth management?*

9.35am **Panel Discussion**
Setting the table

- *What is the fundamental role of a relationship manager (RM) in today's wealth management landscape?*
- *How are the significant influencers of technology solutions and compliance obligations changing what front-line staff are focused on – and what they should be doing?*
- *What are the areas where only a human being can add value, and therefore where RMs should concentrate?*
- *Ethics – what does that mean today?*
- *Why is improving skills so important?*
- *What works and what doesn't?*
- *Trusted adviser – what does that even mean?*
- *What's critical to ensure business ownership and input in developing learning and development programmes?*
- *What is world-class training and competency assessment for leaders and advisers today?*
- *How can you pitch your firm consistently and persuasively?*
- *Profiling needs and challenging client thinking*
- *Closing business and dealing with objections*
- *How to get the most out of one's sales coach?*
- *Delivering impactful coaching*
- *Personal branding – what does that mean?*
- *Etiquette*

- Chair** **Michael Stanhope**
Chief Executive Officer & Founder
Hubbis
- Panel** **Nick Pollard**
Head of International Learning and Development
Coutts
- Jamie McNish**
Chief Sales Officer
Zurich Global Life Singapore
- Matthew Dabbs**
Chief Executive Officer
AAM Advisory
- Vish Jain**
Partner, Transaction Advisory Services
Ernst & Young
- Steven Ong**
Chief Executive Officer
Financial Planning Association of Singapore
- Andrew Chow**
Partner, Financial Services Regulatory
WongPartnership
- Kees Stoute**
Managing Director
Hubbis

10.25am **Presentation**
How can you help your clients to enjoy being rich?

Kees Stoute
Managing Director
Hubbis

- *Do the rich really need your help?*
- *How do you add value? (Investments, credit, life insurance, wealth structuring, wealth psychology)*
- *How do you define your mission?*

10.45am **Refreshments & Networking**



11.10am **Presentation**
Lies, damned lies, and statistics!

David MacDonald
Head of Learning Solutions
Hubbis

- *Being different, being professional, having a strategy*
- *Developing your sales strategy – where is your ‘sweet spot’?*
- *Developing a sales plan – turning thinking into action*
- *Developing existing client relationships – gaining quality referrals*
- *Reactive is a necessary reality, however what else could be done to take back some control?*

11.40am **Presentation**
Storytelling for leadership

Damien Ryan
Managing Director
Ryan Communication

- *What is storytelling & why is it a powerful tool*
- *Understanding the structure and options for storytelling*
- *Effective use of storytelling techniques*
- *Ways to develop and deliver a message with storytelling*
- *Why use stories when speaking in a business setting*
- *Stories that leaders should use to influence audiences*
- *How to structure and craft a narrative to match a business objective*
- *Weaving your story into a business setting*

12.10pm **Presentation**
Standing out from the crowd

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

The most successful advisers are those who can demonstrate trust and integrity, built over long periods of time. How can you do that?

- *Managing expectations*
- *What’s the best use of your time?*
- *Becoming more effective*

12.40pm **Lunch**

1.30pm **Panel Discussion**
Have can you have more effective conversations with your clients around investments?

- *We are nearing the end of retrocessions and fees. Are you ready?*
- *The changing world of investment advice – what is your role?*
- *What does the cycle of product selling now look like?*
- *Suitability and selling – where's the balance?*
- *How best to sell more sophisticated products to clients?*

Chair **Michael Stanhope**
 Chief Executive Officer & Founder
 Hubbis

Panel **David Schmid**
 Chief Executive Officer and Managing Director, Asia
 Leonteq Securities

Chris Faddy
 Managing Director, Head of Distribution, Managed Investments, Asia Pacific
 BNY Mellon

Steve Knabl
 Managing Partner
 Swiss Asia

Andrew Hendry
 Managing Director, Asia
 M&G Investments

2.10pm **Presentation**
Building your skills for success

Reto Fuchs
 Founder and Director
 Skillfox

- *The skill-set of a successful Relationship Manager*
- *How to figure out your training needs*
- *The characteristics of good training*
- *How to get the most out of your training*

2.40pm **Presentation**
Continuing professional development - how to really make it work for you

Michelle Stanhope
 General Manager
 Hubbis

- *Why is learning & development important today?*
- *Why are we not more engaged in learning?*
- *How do you cope in an environment where there are so many compliance demands?*



3.10pm Refreshments & Networking

3.35pm Presentation
The art of presenting

Richard Morrow
Editor
Hubbis

- *How to give good presentations*
- *RULE # 1 - Know your audience*
- *RULE # 2 - Share ideas - DON'T sell products*
- *RULE # 3 - Focus on a limited number of key points*
- *RULE # 4 - Keep it short and to the point*
- *RULE # 5 - Create simple, clean slides*
- *RULE # 6 - Remind the audience of the main points only*
- *What to avoid*

4.05pm Presentation
Don't forget to sell! The competencies and behaviours needed to facilitate client buying decisions

David MacDonald
Head of Learning Solutions
Hubbis

- *Building rapport with new prospects*
- *Opening discussions, and then running an impactful exchange of ideas through any meeting*
- *Why logical, fact-based, product-centric discussions are not the way*
- *Engaging others in deep thinking, leading to better and bigger decisions through strategic questioning*
- *Being able to clearly and personally (being right for the buyer) articulate one's value proposition*
- *Closing the sale*

4.35pm **Panel Discussion**
How can you really help a Family today?

- *What do families need?*
- *How can you help them with wealth structuring and planning?*
- *A new mind-set for a long-term solution*
- *What are the pitfalls for your clients of not doing proper planning?*
- *Understanding the emotional attributes of wealth planning*
- *How can you create an emotional connection with your clients around wealth planning?*
- *Being attuned to the sensitivities surrounding these issues*
- *Show don't tell - how to make it real for your clients*
- *Why these are NOT just a suite of "products"*

Chair **Kees Stoute**
Managing Director
Hubbis

Panel **Terry Alan Farris**
Head, Family Governance & Philanthropic Services
Taurus Wealth

Yash Mishra
Managing Director, Head, Private Clients
Taurus Wealth

Michael Stanhope
Chief Executive Officer & Founder
Hubbis

5.05pm **Forum Ends**

Speaker biographies



Andrew Hendry

Managing Director, Asia
M&G Investments

Andrew joined M&G in 2011 as managing director of Asia and is based in the Singapore office. Prior to joining M&G, Andrew advised asset managers, private banks and hedge funds on pan-regional expansion and asset gathering. Before this he worked for 10 years at The Capital Group Companies during which time he worked in various groups, including private equity, institutional client relations and global distribution relationships. During his career he has worked in Los Angeles, London, Geneva and Singapore. He has 17 years of experience in the investment management industry. Andrew is a CFA charterholder and has an MBA from INSEAD and an MA in Economics and French from the University of St. Andrews.



Anthonia Hui

Chief Executive Officer
AL Wealth Partners

Anthonia HUI is a self-made success story who started from humble beginnings. She is the co-founder of AL Wealth Partners (ALWP) Pte Ltd, a specialty firm providing independent wealth advisory, fund management and multi-family office services, which holds the Monetary Authority of Singapore (MAS) Capital Markets Services License for global accredited and institutional investors. As a trusted advisor to families, Ms. Hui manages three to four generations of wealth and takes on board key family office functions. Ms. Hui has achieved great success and recognition in the international private wealth management arena with her exceptional drive, determination and perseverance. Ms. Hui is a former top banker in major international banks including Coutts, Credit Suisse, BNP Paribas and Citigroup, with over three decades of experience in private banking, wealth management and family offices in London, Paris, Zurich, Hong Kong and Singapore. Her in-depth, multidisciplinary knowledge and experience have given her international insights that few bankers can claim. Ms. Hui co-founded the Association of Independent Asset Managers (AIAM) in Singapore with other like-minded members, a professional body of Independent Asset Management (IAM) firms, to support the nation's drive to be a leading global wealth management center. As President, Ms. Hui leads initiatives to assist members in promoting industry best practices as well as understand and meet regulatory issues related to IAM's independent business model. In November 2014, Ms. Hui was conferred the title of "IBF Fellow" by the Institute of Banking and Finance (IBF), the standard-setting body for financial sector competencies in Singapore. The "IBF Fellow" is launched to recognize professionals who are key practitioners and thought leaders in the financial industry. Ms. Hui is credited for her exemplary role in developing the private banking and independent asset management (IAM) industries in Singapore. Ms. Hui was involved in setting up and implementing the "Financial Industry Competency Standards" (FICS), a benchmark-setting framework for professional achievement in the wealth management industry. The FICS is initiated and supported by MAS/IBF, where Ms. Hui is an active member in the Advisory Committee. Ms. Hui is also committed to grooming talent in the industry. She is a leader and influencer in the banking community and is frequently invited to speak at universities and investment bodies both in Singapore as well as abroad. She lectures in workshops, seminars and courses to mentor students and professionals in wealth management and has contributed significantly in the design of professional courses and curriculum. In addition, Ms. Hui also advises on restructuring of wealth management practices for financial institutions. She is a frequent speaker in international private wealth management and family office forums.



Christopher Faddy

Managing Director, Head of Distribution, Managed Investments, Asia Pacific
BNY Mellon

Chris Faddy is Managing Director and Head of Distribution for Managed Investments – Asia Pacific at BNY Mellon. He is responsible for driving business development for the company's new managed accounts offering throughout the region. He is also responsible for identifying and developing relationships with local asset management firms, as well as building out the wholesale sales team and overseeing local marketing efforts. Chris has over 22 years of financial services and asset management experience. Most recently, he was Managing Director, Head of Distribution for Asia, excluding Japan, at Credit Suisse Asset Management in Singapore and was a member of the regional leadership team. Prior to this, Chris was Director, Head of Distribution at Barclays Capital Fund Solutions, Asia, where he led the fund and managed accounts business for all channels across Asia. He was also previously an Executive Director with Goldman Sachs JBWere in Australia. Earlier in his career, he held other senior business development roles with Skandia and BT Portfolio Services. Chris is a fellow of The Financial Services Institute of Australia (Finsia). He holds a Bachelor of Commerce degree from The Australian National University, Australia and a Graduate Diploma (Funds Management) from Finsia. Chris Faddy is Managing Director and Head of Distribution for Managed Investments – Asia Pacific at BNY Mellon. He is responsible for driving business development for the company's new managed accounts offering throughout the region. He is also responsible for identifying and developing relationships with local asset management firms, as well as building out the wholesale sales team and overseeing local marketing efforts. Chris has over 22 years of financial services and asset management experience. Most recently, he was Managing Director, Head of Distribution for Asia, excluding Japan, at Credit Suisse Asset Management in Singapore and was a member of the regional leadership team. Prior to this, Chris was Director, Head of Distribution at Barclays Capital Fund Solutions, Asia, where he led the fund and managed accounts business for all channels across Asia. He was also previously an Executive Director with Goldman Sachs JBWere in Australia. Earlier in his career, he held other senior business development roles with Skandia and BT Portfolio Services. Chris is a fellow of The Financial Services Institute of Australia (Finsia). He holds a Bachelor of Commerce degree from The Australian National University, Australia and a Graduate Diploma (Funds Management) from Finsia.



Damien Ryan

Managing Director
Ryan Communication

Damien is a former financial journalist who founded Ryan Communication in response to growing a need among companies for a Asia-focused, strategic communication consultancy. He is actively involved in all aspects of the business, including account management, where he works with clients and colleagues to deliver strategic counsel and content. Damien has deep relations with key stakeholders across the region, including senior editors, regulators, business leaders and government officials. As a senior journalist, Damien interviewed many of the world's leading CEOs and covered major global business stories for outlets including Bloomberg News. This included WTO, IMF & OPEC meetings. He was also a keynote speaker and moderator at conferences such as the World Economic Forum. Damien has successfully turned his deep experience as a business journalist into a valuable asset for clients today in Asia. His work also extends to advising on crisis management and transactions, including M&A and special situations.



David MacDonald

Head of Learning Solutions
Hubbis

With a 20-year career in various wealth management roles, and over 10 years as a founding director of Macsimize, a learning & development business, David is an expert in skills and behaviour-related learning & development. Since September 2011, he has been responsible for Hubbis' face-to-face training services.



David Schmid

Chief Executive Officer and Managing Director, Asia
Leonteq Securities

David is mandated to build up the business as for Leonteq Securities in Asia. In such capacity, and as CEO of Leonteq Asia overseeing the office in Hong Kong and Singapore, he is primarily responsible for developing and managing the business, finances and operational requirements in Asia. Prior to joining Leonteq Securities (Singapore) Pte Ltd, David was mandated to build up the business as head of financial products division for EFG Bank AG, Singapore Branch. In such capacity David was mainly responsible for the client coverage of Financial Institutions in South-East Asia. Starting in June 2008, David was working for EFG Financial Products AG in Zurich as co-head of structured solutions responsible for the Swiss German region. In this function he was responsible for the client relationship management and distribution of financial products to financial institutions across all asset classes. David started his career in 2006 with UBS AG, where he had been involved in various platform projects for the private banking division. He holds a bachelor degree in Economics with major Banking and Finance.



Kees Stoute

Managing Director
Hubbis

Before joining Hubbis in early 2015, Kees Stoute ran Sonam, a private banking training and consultancy firm, since 2012. Prior to that, he was the managing director of EFG Bank in South-east Asia. EFG Bank is the Swiss private banking subsidiary of EFG International, which is one of the larger banking groups in Switzerland by Tier-1 capital. Kees has a distinguished career spanning the academic, IT & operations and private banking sectors, and has more than 20 years' experience in Asia, most of the time spent in Singapore. As an experienced private banker, Kees served at MeesPierson from 1992 to 1996 as its regional head of IT. In 1996, he was promoted to the position of chief operating officer of Fortis / MeesPierson in Singapore. In this position, he became a member of the regional management team of MeesPierson Private Banking. In April 2000, he moved on to become managing director of the business line private banking and trust in Asia for MeesPierson and in 2002, he was (in addition) promoted to managing director of the legal entity MeesPierson Asia Ltd in Singapore. From mid-2004 to June 2005, he was a member of the Fortis Asia Bank management council. When Fortis acquired the London-headquartered Dryden Wealth Management in 2005, Kees Stoute was appointed global chief executive officer and chairman, with the mandate to integrate this company into Fortis. In 2007, Kees moved to the position of managing director, EFG Bank Singapore, where he remained in charge until April 2012. He left EFG Bank to set up and develop Sonam. In 2011 Kees became one of the first in Singapore to be certified by the regulator in Singapore (IBF) as Financial Industry Certified Professional (FICP – Role Model 6). In the same year, he was also invited to participate in the Private Banking Industry Group, a consultative forum which was established by the Monetary Authority of Singapore (MAS) to further strengthen the competency and market conduct standards of the private banking industry in Singapore. In 2012, Kees became the inaugural winner of the Hubbis Recognition of Excellence in Asian Wealth Management Award. Kees is furthermore involved in speaking engagements at the Wealth Management Institute (WMI) in Singapore.



Matthew Dabbs

Chief Executive Officer
AAM Advisory

After 10 years of working both in the UK as an independent financial adviser, and in South-east Asia giving offshore financial advice, Matthew set up the fund and portfolio management company Absolute Asset Management in 2003. Originally an offshoot; AAM Advisory Pte Ltd was formed and licensed in Singapore in 2007. AAM Advisory has since grown into Singapore's largest Expat-focused FA with over 3,000 clients and AUA in excess of S\$600 million. As executive director and chief representative, Matthew has extensive knowledge of not only financial planning but also of marketing and distribution. Matthew is also fully qualified and licensed by the Monetary Authority of Singapore. Matthew also sits on the AAM Advisory Investment Committee.



Michael Stanhope

Founder and Chief Executive Officer
Hubbis

Michael has an extensive background in financial services in Asia, Europe and North America. He has been in Asia-Pacific since 1995 – first in Hong Kong for six years, then in Sydney and Singapore, returning to Hong Kong in 2007. Before setting up Hubbis in early 2009, Michael founded Pacific Prospect in 2002 and sold it to global business-to-business publisher Incisive Media in 2006, continuing to serve as Chief Executive Officer until October 2008. Prior to Pacific Prospect, Michael worked for nine years in financial markets publishing. He joined Euromoney Publications in 1993 as the publisher of a quarterly magazine, International Bond Investor. In 1995, Michael joined Thomson Financial Services to conceive and launch Finance Asia magazine. While he was Managing Director of Finance Asia, Michael also launched the Asian Debt Review, Asian Private Capital Magazine and started the Finance Asia Conference Business. In 1997, Michael founded FIA Limited. Born in North Wales, Michael was head boy of St David's College Llandudno. He has a degree in Business Administration from Cardiff University. He now lives in Sai Kung, Hong Kong, and is married with three children - Reanna, Garrett and Tarryn.



Michelle Stanhope

General Manager
Hubbis

Michelle has 20 years of banking and financial technology experience across Asia Pacific, and possesses a broad understanding of the industry and the business-related needs of institutions in this space. She launched her career at Thomson in Sydney, moving to Singapore shortly afterwards, then two years later to Hong Kong to take responsibility for the Asia technology team. Michelle joined Credit Suisse in 1997 where she held infrastructure management roles in Hong Kong and Australia. She was then based in Singapore as the director of regional end-user platforms. In 2007, she joined Wells Fargo where she held the role of Asia Pacific head of technology services until August 2014 – when she joined the family business to take on the joint roles of general manager and head of learning support.



Steven Ong

Chief Executive Officer
Financial Planning Association of Singapore

Steven joined the financial services industry after he graduated from the National University of Singapore. As an experienced Financial Planner with over 14 years of professional knowledge and experience; and holding the international designation of Certified Financial Planner®, he had helped many clients and their families to manage their financial matters. He is also very passionate in educating the general public about basic financial literacy and had conducted numerous educational talks and training workshops on issues relating to Personal Wealth Management. He had authored 2 study guides for the local Certified Financial Planner® certification programme and appeared in Channel NewsAsia MoneyMind programme to discuss about personal investment. He had served as the Honorary Secretary of Financial Planning Association of Singapore from 2011 to 2014, prior to becoming its CEO.



Andrew Chow

Partner, Financial Services Regulatory Practice
WongPartnership

Andrew Chow is a Partner in the Financial Services Regulatory Practice. He has extensive experience in financial services regulatory matters, with an emphasis on banking and capital markets legal and compliance advisory. As one of the first dedicated compliance professionals in Singapore, Andrew has worked for various international financial institutions across the Asian region. He advises on a wide spectrum of regulatory issues and developments, and has previously guided each of the financial institutions he worked in on regulatory compliance with statutes, regulations, notices and guidelines in Singapore including the Banking Act, the Securities and Futures Act (SFA), the Financial Advisers Act (FAA), the Trust Companies Act, the Commodity Trading Act administered by the Monetary Authority of Singapore (MAS) and other regulatory bodies. Apart from his advisory roles, he also developed the compliance processes and procedures for those institutions, including other risk, operational and IT policies and procedures where legal and compliance input was essential. In the 16 years prior to joining WongPartnership, the financial institutions Andrew worked for were: Standard Chartered Bank, where he established the compliance department, and was actively involved in managing the issues surrounding the collapse of Baring Futures and its parent; and Baring Brothers & Co. in the UK. He then moved to Toronto Dominion Bank/TD Waterhouse, where he led in the establishment of TD Waterhouse in Hong Kong as one of the first Asian discount brokers while overseeing TD Bank's transactions through the Asian Financial Crisis. The next institution was Schroders, which was acquired by Salomon Smith Barney as part of Citigroup. At Salomon, Andrew was the author of the application for the first unified securities and futures membership on the Singapore Exchange, and also managed the issues arising from the dot.com bust, the collapse of WorldCom and Enron, and the tragic event of 9/11. As the Country Compliance Officer for Citibank, Singapore Branch, he has covered all aspects of Citi's comprehensive footprint in Singapore, including its global technology function locally. He was also actively involved in the integration of the Lehman businesses into Nomura in Asia (ex-Japan). Andrew speaks regularly at seminars organised by the Association of Banks in Singapore, the Institute of Banking and Finance, the Wealth Management Institute, where he leads in Ethics and Compliance training for private banking and wealth management, Hubbis for private banking, the Compliance Professionals Association of Singapore and the Robert Half-ICPAS Financial Leadership Forum. He is also a committee member of the Financial Industry Competency Standards (FICS) Compliance Working Group. Andrew graduated from the National University of Singapore. He is admitted to the Singapore Bar and is also an Attorney-at-Law, New York State Bar.



Yash Mishra

Managing Director, Head, Private Clients
Taurus Wealth Advisors

Yash Mishra is a professional financial planner and has been involved with the financial services industry since 1994. Before joining Taurus Wealth Advisors, she was a senior vice president with the Private Client Service for ipac Singapore, specialising in assisting both local and expatriate professionals develop their investment and lifestyle planning strategies. Before moving into the banking and financial services industry, Yash was a network solutions specialist at AT&T's Global Communications Group, and in 1994 she received an MBA from the Birla Institute of Technology & Science (BITS). Yash's wealth management career began with Fortis and BNP Paribas in India. This early experience in such a demanding environment provided her with a strong understanding of investment markets and vehicles, enabling her to develop strong wealth-accumulation strategies for her clients. Yash's dedication is demonstrated by her excellent track-record and her strong pool of both local and international clients (including clients from the USA, India, the UK, Israel, Australia and Hungary). She is a champion for financial education and works alongside INSEAD University in raising financial awareness. Yash conducts a variety of workshops and seminars on related topics such as financial independence, successful investing and retirement planning. She contributes to various editorials and has often been quoted in publications such as the Asia Wall Street Journal and 'Today'. She is an active member of UNIFEM and the Financial Women's Association. Yash is fluent in four languages, and enjoys oil painting and hiking.



Richard Morrow

Editor
Hubbis

Richard has been a financial journalist since 1998, and has been covering Asia's financial markets since moving to Hong Kong in 2000. He was most recently editor of Asiamoney magazine, part of the Euromoney Group, from 2006 to late 2014. He has met and interviewed many of the region's senior politicians, investment managers, corporate executives and investment bankers. He was regularly called on to moderate at Euromoney's conferences.



Reto Fuchs

Founder and Director
Skillfox

Reto Fuchs is the founder and director of Skillfox Ltd (Training, Coaching, Consulting). Reto was born and raised in Switzerland and migrated to Hong Kong in 2007. Before founding Skillfox, Reto worked for Credit Suisse in different capacities in Switzerland, Canada and Hong Kong from 1992 to 2014; the main stages of his career include:

- Relationship Manager / Team Leader
- Project Manager Remote Banking
- Sales Manager Electronic Banking
- Senior Specialist Learning and Development

Accordingly, Reto has a solid foundation and a wealth of experience in both, client facing roles as well as design and delivery of high impact training interventions. He delivered close to 1000 training days to roughly 5000 participants on 5 continents. Training Expertise:

- Sales Skills, integration of technical knowledge and communication skills
- General Communication Skills
- Presentation Skills
- Motivation
- Building Trust in Relationships
- Advisory Process
- Certification Programs
- Sales Team Leadership
- Sales Coaching
- Leadership Coaching
- Coaching for Coaches
- Your Value Proposition
- Technical Banking Knowledge

Background:

- MA in Economics University of St. Gallen (HSG)
- Certified Financial Planner (CFP) Zurich University of Applied Sciences (ZHAW)



Steve Knabl

Managing Partner
Swiss Asia

Steve Knabl is a Swiss national with more than 15 years of experience in financial services field at general management level. He attended the "Faculté des sciences Economiques" of University of Neuchatel, and continued to acquire a BSc in International Hospitality Management at the Ecole Hôtelière de Lausanne - Haute Ecole Spécialisée. Steve has an in-depth knowledge of brokerage and trading operations as well as experience and proficiency in project coordination and operational implementation of complex business strategies. His very diverse experience over the years as Head of Trading and Treasury Operations has allowed him to acquire extensive product knowledge with a wide experience in diverse businesses and business processes that enable him to efficiently translate visions into action. Leadership of teams in diverse business lines are also his forte. Joining Swiss-Asia group as Chief Operating Officer in February 2008, Steve has taken on responsibility encompassing deal and project negotiation, structuring of Funds and Private Wealth Management deals in Asia, Operations Management, Legal & Compliance, Technology, Finance, HR, Due Diligence processes and Structural Risk Management for the firm as a whole. By focusing on carefully managing the processes, Steve ensures that business operations are efficient, effective and compliant with applicable regulations.



Terry Alan Farris

Head, Family Governance & Philanthropic Services
Taurus Wealth Advisors

Terry has over 20 years of experience advising & managing Asian high net worth individuals & families private wealth, family governance and philanthropy. Before his current role, Terry launched and managed the Family Office Services for DBS Private Bank in Singapore. Terry also launched the philanthropy services for MeesPierson Private Bank and UBS' Philanthropy Services for Asia Pacific. Terry was the managing partner of Farris Associates which focused on advising high net worth families out of Hong Kong. He is passionate about impact investing and capacity building of the social sector. He has been instrumental in establishing associations, organisations, and resource programmes that help build community capacity throughout the Asia Pacific region.



Vish Jain

Partner, Transaction Advisory Services
Ernst & Young

Until mid-2014, Vish Jain was a partner in the Singapore office of The Boston Consulting Group. He was a member of BCG's corporate development, public sector and industrial goods practice areas. Prior to joining BCG, Vish worked at Marakon and Stern Stewart. Vish has a MSc and BSc(First Class Hons) in Management Information Systems from the National University of Singapore, where he studied under the SIA & NOL Scholarship Program.



Nick Pollard

Managing Director, Head of Learning and Professional Development, International
Coutts & Co

Based in Hong Kong, Nick Pollard is head of learning and professional development, international. Nick was previously chief executive officer for Coutts in Asia. Before that, he was managing director, UK & International Private Banking, at Coutts & Co, based in London, responsible for leading sales and private client relationship activities. He has held a number of senior management roles during his 20 years at Coutts & Co, including in marketing, the Chief Executive's Office and strategic development since he joined the bank in 1994 from NatWest. He was appointed Head of HR, Coutts & Co, in 1998, and subsequently HR Director, RBS Wealth Management, in 2003. Born in the UK, Nick is a graduate of the University College London and had a commission in the Royal Welch Fusiliers prior to his university studies. He is married to a Hong Kong national.



Jamie McNish

Chief Sales Officer
Zurich Global Life Singapore

Jamie McNish is the Chief Sales Officer of Zurich Global Life Singapore. Jamie joined Zurich Singapore in January 2015. In his role, Jaime oversees all distribution related activities for the expatriate and local FA channels as well as banks. Jamie is a very seasoned insurance and wealth management professional with more than 17 years' experience in the financial services industry. Previously he worked for Friends Provident International where he was the Regional Director responsible for managing the sales teams and activities in the Middle East and Africa region. Prior to this, he was the Regional Sales Director & Senior Executive Officer for Swiss Life Private Placement (Middle East). Jamie also held several positions with Zurich International Life from 2002 to 2009, with the last as Head of Bank Distribution for Middle East.



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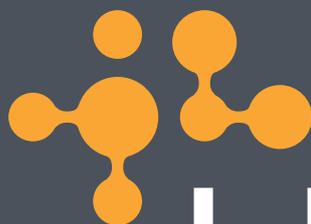
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THE QUINTESSENCE OF OUR MISSION STATEMENT

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