Empowering the Relationship Manager

3.00pm	Empowering the Relationship Manager

- Where does 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?
- To be successful providers of wealth management expertise and services, what is true and valuable RM communication with the private clients and how has this evolved, and where is it heading?
- What skills and expertise do the RMs/advisors need today to be effective and productive?
- In the world of WFH and remote connectivity, how are the best RMs/advisors actually delivering and timing their recommendations and key information to their clients to ensure they are seen, heard and understood?
- How can the emerging digital technologies help the RMs at the private banks and independent wealth management firms deliver an elevated and highly professional service to their clients?
- What is hyper-personalisation in wealth management, and how can the RMs be empowered to deliver that?
- How can the RMs and advisors become more tailored and efficient in their communication in the remote working environment, but also in the future when (hopefully) people return to offices, meetings, travel and so forth?
- What solutions and tools are in the pipeline that will further enhance personalisation, relevance and higher quality advice?
- How do we get training and professional development of the RM/advisor community right?

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4.00pm	Webinar Ends