

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?

Bhaskar Vijay Singh
Director - Financial Services Consulting
EY

Gabriel Chan
Head Asia Pacific
Wealth Dynamix

Dr. Nick Xiao
Chief Executive Officer
Hywin International

Oliver Balmelli
Head of Independent Asset Managers and International Private Banking
EFG International

4.00pm

Webinar Ends