How to Engage Your Clients to Achieve the Maximum Impact

3.00pm	How to Engage Your Private Clients to Achieve the Maximum Impact

- How can you deal effectively with client engagement?
- How do you engage prospects and new clients?
- How do you embed personalisation in the process?
- How do you get the channel mix right for different segments?
- If you engage clients digitally – and how do you coordinate with the RM?
- How do the best banks and EAMs achieve the most impact, ie is it purely digital, or is the best approach the combination of technology and RM/advisor delivery and support?
- What digital solutions/tools are the banks and other wealth management competitors using to enhance their digital client engagement?
- Are you collaborative internally and with external partners and therefore capable of delivering your clients the best range of digital tools as well as expertise and advice?
- How do you balance EQ and IQ in your relationships with your clients, to ensure that they are delivered the right combination of information and detail?

David Wilson
Principal Director, Asia Wealth Management Lead
Accenture

Karsten Kemna
Managing Director Asia Pacific
CREALOGIX

Sharon Chan
Team Head, Regional Segment
DBS Bank

Rajashik Chatterjee
Associate Partner - Consulting, Financial Services, and the Wealth Management Lead for Singapore
EY

Damien Piper
Regional Director, Asia
InvestCloud

4.00pm	Webinar Ends