The Dawn of a New Era: The Implications for Digital Technology & Solutions in WM

3.00pm

The Dawn of a New Era: The Implications for Digital Technology & Solutions in Wealth Management

- What does the new normal look like?
- What are the implications of your operations model?
- Will margins continue to be squeezed and new digital propositions eat into the wealth management space? How can firms best address their cost / income problems leveraging digital and technology?
- What do I focus on and what do I not focus on?
- How is the reaction to Covid-19 impacting D&T?
- What work-place adaption is being seen is the current D&T sufficient?
- Is this a short-term blip or do wealth managers need to implement major strategic changes to their D&T engagement both internally and externally?
- How are tech vendors dealing with Business Development & Marketing at this time?
- Are they seeing demands for short term patches to D&T challenges?
- Banks need to shift towards digital delivery models how will this occur?
- How will banks leverage data & analytics for insights to drive personalization and relevance – what to focus on / what drives ROI / how to drive adoption by RMs and clients?
- If everyone does the same, invest into digital with great customer and RM experience and
 to drive efficiency, that still doesn't help to take market share or maintain/improve
 profitability, in particular given new entrants will be unabating (technology firms, firms
 from other regions, digital banks,...) how can a PB/wealth manager get their
 differentiation right while moving towards digital

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4.00pm Webinar Ends