



23 March 2011

ACIIA Seminars

Financial Planning: Benefitting the client And what about profit?

Objectives

This seminar aims on providing a broader picture not only on financial planning, but also on the strategy of financial planning and selected problems of implementation.

Who should attend?

Financial Planning Professionals, Finance Academics, Heads of Private Banking, Financial Planning and Family Office of banks and financial services firms.

Topics

- Financial Planning in a global context
- Financial planning as a profession
- Strategies for financial planning
- Types of financial plans
- Attracting clients to financial planning, problems of implementation of financial planning within a company.

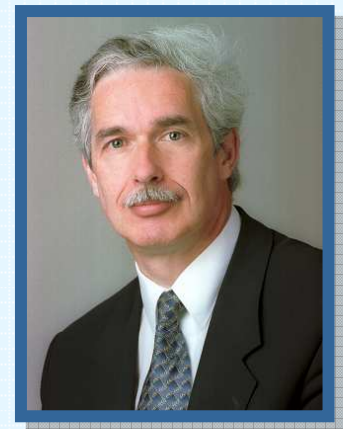
Time

Date: **23 March 2011**
Time: **09:30h – 12:00h**

Registration and price

Free of charge to IEAF members and CIIA holders from abroad.
Rest of attendees: 450€
The registration form, along with proof of payment, where appropriate, should be sent by fax or mail to the Training School of FEF-IEAF

Speaker



Prof. Otto Lucius

Born 1949 in Vienna,
Faculty member of University of Graz,
Department of Banking and Finance.
Founder and Board Member of Österreichischer
Verband Financial Planners,
Chairman of FPSB Austria and EFPA Austria.

Language

English

Venue

Training School FEF-IEAF
Avda. Brasil nº 17
28020 Madrid