

# International Certificate in Wealth and Investment Management (ICWIM)

Growing prosperity is increasing the demand for private banking services, whilst the turmoil in the financial markets demonstrates the need for robust and focused solutions to help clients withstand market volatility and preserve their wealth.

The new ICWIM covers the essentials of financial planning, private client asset management, fund management, advisory functions and investment analysis from a global perspective.

The new ICWIM replaces the International Certificate in Wealth Management (ICWM) and the International Certificate in Investment Management and is now suitable for individuals engaged in private client asset management (discretionary portfolio management) and fund accounting.

## Who should take the ICWIM?

The qualification's broad focus on wealth and investment management makes it suitable for a wide audience - from new entrants to financial services to professionals already working in the industry who may be interested in diversifying into wealth management.

## Key Facts

- ◇ The ICWIM exam is a two-hour, 100 MCQ paper
- ◇ The pass mark is 70%
- ◇ The syllabus is designed to provide candidates with a good grasp of: the fundamentals of financial advice, trust between advisers and customers, determining client risk profiles, the main financial markets, savings, investment, pension and protection-needs products.
- ◇ Candidates are advised to allocate approximately 100 hours to prepare for the exam.
- ◇ The exam is delivered by computer based testing at Computer Domain in Mosta.
- ◇ The fee covers the registration, the exam entry, a copy of the pdf workbook and one year student membership.

## Benefits for Firms

- ◇ equips staff with the skills needed to advice clients
- ◇ Increases advisers confidence, resulting in better advice
- ◇ Demonstrates to clients that staff are competent
- ◇ Results in fewer complaints and more satisfied clients
- ◇ Ensures firms stand out from less-trained competitors

## Benefits for Individuals

- ◇ Increases product knowledge and confidence in providing advice
- ◇ Improves client relationships
- ◇ Assists career progression
- ◇ Recognised in financial centres throughout the world
- ◇ Completion entitles candidates to apply for Associate Membership

## Syllabus

### Element 1: The Financial Services Industry.

- 1.1 The Purpose and Structure of the Financial Services Industry
- 1.2 Macroeconomic Analysis
- 1.3 Microeconomic Theory
- 1.4 Financial Markets

### Element 2: Industry Regulation

- 2.1 Financial Services Regulation
- 2.2 Financial Crime
- 2.3 Corporate Governance

### Element 3: Asset Classes

- 3.1 Cash
- 3.2 Property
- 3.3 Bonds
- 3.4 Equities
- 3.5 Derivatives
- 3.6 Commodities

### Element 4: Fiduciary Relationships

- 4.1 Fiduciary Duties
- 4.2 Advising Clients
- 4.3 Determining client needs

### Element 5: Investment Analysis

- 5.1 Statistics
- 5.2 Financial Mathematics
- 5.3 Fundamental and Technical Analysis
- 5.4 Yields and Ratios
- 5.5 Valuation

### Element 6: Investment Planning

- 6.1 Investment Services
- 6.2 Investment Funds
- 6.3 Other investment vehicles
- 6.4 Risk and Return
- 6.5 Portfolio Construction Theories
- 6.6 Investment Strategies
- 6.7 Performance Measurements

### Element 7: Lifetime Financial Provision

- 7.1 Retirement planning
- 7.2 Protection planning
- 7.3 Estate planning and Trusts
- 7.4 Business Tax
- 7.5 Personal Tax
- 7.6 Overseas Taxation

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## Registration Form

**CISI Fee**                      One time CISI Registration Fee                      [  ] € 85

**ICWM**                              Registration & Certification                      [  ] € 495

**Resit Fee**                              Exam Re-Sit                      [  ] € 360

*\* the above fees include examination sitting, pdf workbooks and certification*

### Personal Information

Name & Surname: \_\_\_\_\_ CISI Membership (if any): \_\_\_\_\_

Date of Birth: \_\_\_\_ / \_\_\_\_ / \_\_\_\_\_ I.D. No.: \_\_\_\_\_ Contact No.: \_\_\_\_\_

Home Address: \_\_\_\_\_

E-mail Address: \_\_\_\_\_

### Office Information

Office Address: \_\_\_\_\_

Office E-mail: \_\_\_\_\_ Office Tel: \_\_\_\_\_

I certify that the information hereby provided is true and correct:

\_\_\_\_\_  
Signature

\_\_\_\_\_  
Date

**Refund Policy:** Full refund is offered prior to start of course, deducting a €50 administration fee. No refund applicable once the course has started.

**Membership:** Registration entitles you to become a full registered local member of the ifs Malta. This membership is valid for the duration of the course or a period of twelve months whichever is the longest.

**Data Protection Notice:** ifs Malta holds and processes your personal data in order to give you the full benefits of being a student, for administration purposes and to inform you of any future ifs Malta events, services and other related information. In instances where employers sponsor their employees for all or parts of the course/s, ifs Malta is bound to inform such employers upon the performance and results of their relevant employees if any assessment parts are carried out. ifs Malta does not sell or give your personal data to any other third party. In the eventuality that ifs Malta would need to give any personal data to a third party, you will on a case-by-case basis, be duly informed and you will also be given the opportunity to refuse that such data be given. You have the right to request access to and rectification of, the personal data concerning you that is held by ifs Malta.