

BRP TRAINING

Webinar

Recognised for the **SAQ** recertification

March 31, 2023, 10:30 to 12:00



Swiss Association for Quality



Italy – Cross-border Activities

Content

- **Regulatory framework governing:**
 - Banking services
 - Investment services (EO, Advisory, Discretionary)
- **LPS Licence: what's going on?**
- **Prospecting:**
 - Onboarding new clients
- **Negotiation:**
 - Account opening
 - Advisory and Discretionary asset management agreements
 - Debit and Credit cards, Lombard loans and e-Banking
- **Provision of services (EO, Advisory, Discretionary)**
- **Distribution / Placement of Financial Products**
- **Cooperation with third parties:**
 - Finders
 - Business introducers
 - EAM
- **Reporting activities**
- **Case Studies (*signature BRP*)**

The training is addressed to

Institution	Function
<input checked="" type="checkbox"/> Banks	<input checked="" type="checkbox"/> Legal and Compliance
<input checked="" type="checkbox"/> Securities firms	<input checked="" type="checkbox"/> Risk management
<input checked="" type="checkbox"/> Asset managers	<input type="checkbox"/> Internal audit
<input type="checkbox"/> Trustees	<input type="checkbox"/> Central file
<input type="checkbox"/> Managers of collective assets	<input checked="" type="checkbox"/> Front
<input type="checkbox"/> Fund management companies	<input checked="" type="checkbox"/> Asset Management
<input checked="" type="checkbox"/> Client advisors	<input type="checkbox"/> HR
<input checked="" type="checkbox"/> Other financial intermediaries	<input checked="" type="checkbox"/> Marketing
	<input checked="" type="checkbox"/> BoD
	<input type="checkbox"/> Other

Cost

- **CHF 150.-** per attendee
- **CHF 100.-** per person for other participants of the same institution
- Or subscribe to **BRP REGORA**©
- e-Test: **CHF 75.-** If you wish to take the test, please write to: training@brpsa.com

Speaker(s)

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