



# CE Programs for Financial Planners

財務策劃師持續進修課程

COURSE CATALOGUE

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**2022–2023**



Professional Development  
and Training Department,  
IFPHK

[www.ifphk.org](http://www.ifphk.org)

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# About IFPHK

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IFPHK was established in June 2000 as a non-profit organization for the fast-growing financial industry. It aims to be recognized in the region as the premier professional body representing financial planners that uphold the highest standards to benefit the public.

The Institute is the sole licensing body in Hong Kong authorized by Financial Planning Standards Board Limited to grant the much-coveted and internationally-recognized CFP® certification and AFP® certification to qualified financial planning professionals in Hong Kong and Macau.

It represents more than 7,600 financial planning practitioners in Hong Kong from such diverse professional backgrounds as banking, insurance, independent financial advisory, stockbroking, accounting, and legal services.

Currently there are more than 161,000 CFP® certificants in 26 countries/regions; the majority of these professionals are in the U.S., Canada, China, Australia and Japan, with more than 4,700 CFP® certificants in Hong Kong.

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# Why Choose Us?

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We provide a one-stop destination for services to support your development initiatives in staff training and development. The competitive advantages offered by our training solutions include:

- **Relevant:** Our training expertise use up-to-date financial planning concepts to identify industry best practices in Hong Kong, while giving participants the necessary tools and knowledge to develop successful strategies for themselves and/or their clients that cater to today's and tomorrow's market.
- **Interactive:** Our training sessions are designed to be interactive, offering rewarding experiences to participants in sharing and comparing knowledge and strategies that work in the current market.
- **Global reach:** Distinguished financial planning professionals from leading institutions around the world and executives from business, industrial and public sectors will be invited to supplement our team. The wide range of expertise offer practical experiences in all relevant business disciplines.
- **Customized:** Courses feature flexible duration, schedule and venue to meet your specific requirements, and can be designed with your business goals and suit your corporate needs in mind.
- **Recognized by SFC and MPFA:** Securities and Futures Commission (SFC) and Mandatory Provident Fund Schemes Authority (MPFA) have recognized IFPHK as a Recognized Professional Body to provide continuing education activities to licensed intermediaries and financial advisors. Certificate of attendance will be issued by IFPHK for full attendance of the courses/workshops.

# Speaker Profile

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IFPHK will recommend appropriate instructor for each class. Our appointment criteria for instructors include:

- Postgraduate degree holder in business discipline; or
- Possess professional qualifications such as CFP, CFA, CPA, CLU, ACII, etc; and
- Possess at least 5 years' industry or training experience in insurance planning, financial planning, investment advisory, asset management, employee benefits planning, banking, taxation planning and legal practice



# Our Clients

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Over the past few years, IFPHK has provided continuing education training to a large number of public and private organizations in Hong Kong. Thousands of executives and financial planning professionals from over 60 organizations have participated in our programs.



# Updates on Compliance Issues

關於合規問題的最新情況

(M101)



## Course Outline

- Roles and functions of regulatory bodies
- The Insurance Authority's cooperation with local financial services regulators
- Updates on Ordinances, Rules, Codes and Guidelines relevant to financial planning industry
- Regulations and ethics in the financial planning industry
- 監管機構的角色和職能
- 保險局與當地金融服務監管機構的合作
- 與財務規劃行業相關的條例、規則、守則和準則的最新情況
- 金融規劃行業的法規和道德規範



Course Duration: 3 hours



Medium of instruction:

Cantonese (supplemented with English terminology)



CPD recognition:

3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Practical Communication Skills for Financial Planners

## 財務策劃師實用溝通技巧

### (M103)

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## Course Outline

- Effective listening and questioning skills
  - Ways in managing expectations and emotions
  - Applications of the Representative Systems to build trust with your clients
- 
- 有效的傾聽和提問技巧
  - 管理期望和情緒的方法
  - 如何應用代表系統與你的客戶建立信任



Course Duration: 2 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Practices in Retirement Planning

## [退休策劃實務]

### (M105)

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#### ► Course Outline

- Recaps on Retirement Planning Products
- Qualified Retirement Schemes in Hong Kong
- Practices in Retirement Planning
- 退休規劃產品研究報告
- 香港合資格退休計劃
- 退休規劃實踐



Course Duration: 2 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Practices in Tax Planning

## [稅務規劃的實踐]

### (M107)

#### ► Course Outline

- Updates on Hong Kong Tax System
- Tax planning strategies
- Practices in tax planning
- Case studies
- 香港稅制最新消息
- 稅務籌劃策略
- 稅務籌劃實務
- 案例分析



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Application of Financial Planning in Business Insurance

## [財務規劃在商業保險中的應用]

### (M115)

#### ► Course Outline

- Introduction to Business Insurance
- The company basics
- The problems arise from the death or disability of the sole business owner, a partner in the partnership, or an important employee of the company
- The solution: Buy & Sell Agreement, Funding source to execute the B&S agreement
- Identify your potential clients
- Implementation through financial planning process: Collection, Analysis, and Synthesis
- 商業保險概論
- 公司基礎知識
- 問題源於唯一企業主，合夥企業合夥人或公司重要員工的死亡或殘疾
- 解決方案：買賣協定，執行B&S協定的資金來源
- 識別您的潛在客戶
- 通過財務規劃過程實施：收集、分析和綜合



- Course Duration: 6 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 6 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# An Introduction to Anti-Money Laundering and Counter-Terrorist Financing

[反洗黑錢和反恐怖融資簡介]

(M117)

## Course Outline

- Money Laundering and Terrorist Financing
- 3 Stages of Money Laundering
- Politically Exposed Persons
- International Governance on Anti-Money Laundering (AML) and Counter-Terrorist Financing (CTF)
- Main AML-related Laws in Hong Kong
- Suspicious Transaction Reporting (STR) and Joint Financial Intelligence Unit (JFIU)
- Recent Regulatory Highlights
- Good Market Practices

- 洗錢和恐怖主義融資
- 洗錢的3個階段
- 政治公眾人物
- 反洗錢 (AML) 和反恐融資 (CTF) 的國際治理
- 《反洗錢法》中的主要法律 Hong Kong
- 可疑交易報告和聯合金融情報室
- 近期監管亮點
- 良好的市場行情



Course Duration: 2 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Practical Tips in Investment Fund Comparison and Selection for Financial Planner

[財務規劃師投資基金選擇和比較的實用技巧]

(M118)

## Course Outline

- Some common misconceptions on investment fund and market malpractices
- From “getting in” to “exit strategy” – an unique end-to-end customer journey in fund investing
- Other powerful tools beyond the Fund Fact Sheet
- Handling common objections
- Market practice sharing

- 對投資基金和市場弊端的一些常見誤解
- 從“進入”到“退出策略” - 基金投資中獨特的端到端客戶旅程
- 基金概況介紹以外的其他強大工具
- 處理常見異議
- 市場實踐分享



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Investing in Unstable Markets (and Position Your Trades in Uncertain Times) [不穩定市場中投資] (M125)

## Course Outline

- A logical trader's mindset
- Is High Frequency Trading eating up profits of non-professional investors?
- Trading in “Uncertain Times”
- Directional and directionless trading strategies
- War stories and case studies
- Volatility strategies
- 邏輯交易者的心態
- 高頻交易是否吞噬了非專業投資者的利潤?
- 在“不確定的時代”進行交易
- 定向和無方向交易策略
- 戰爭故事和案例研究
- 波動率策略



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# The Effect of New Taxational and Legal Policies in Mainland China on High Net Worth Client

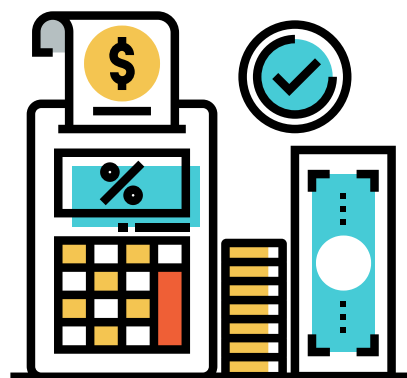
【國內最新稅務及法律政策對高淨值客戶之影響】

(M127)

## ► Course Outline

- Common Reporting System (CRS)
- The era of CRS is coming
- Populations Affected by CRS and Possibilities
- In the era of CRS, the impact on overseas assets
- CRS is coming, how should we deal with it
- China's legal policy looks at the tax trend of future wealth

- 共同匯報機制 (CRS)
- CRS時代來臨
- 受CRS影響的人群及面臨的可能性
- CRS時代，對境外資產之影響
- CRS來臨，我們應該如何應對
- 中國法律政策看未來財富的稅收趨勢



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# How can Commercial and Family Trust Minimize Tax and Help Transfer Wealth for High Net Worth Clients?

[商業和家庭信託如何為高淨值客戶大幅減少稅收和幫助轉移財富?]

(M128)

## ► Course Outline

- Introduction of different types of commercial and family trust
- Formalities and parties involved in trust
- How can commercial and family trust minimize tax?
- Issues in banking, financial planning and family succession arrangements
- Comparison of advantages/limitations between will and trust
- Costs and management fees for trust operations
- Case studies

- 介紹不同類型的商業和家族信託
- 信託中的手續和參與方
- 商業和家庭信託如何最大限度地減少稅收?
- 銀行、財務規劃和家庭繼承安排中的問題
- 意志和信任之間的優勢/局限性比較
- 信託運營的成本和管理費用
- 成功案例



Course Duration: 4 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
4 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Will, Probate, Power of Attorney and Family Laws for High Net Worth Clients of Insurance Practitioners

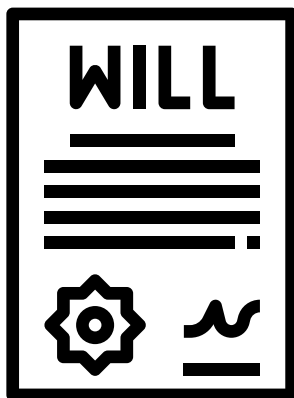
[高淨值客戶的遺囑、遺囑認證、授權書和家庭法 – 保險從業員要知]

(M129)

## Course Outline

- What is a valid will?
- How to draft a will?
- Legal requirements and procedures for making a will
- Common disputes in will and probate: signature, dates, unsound mind, unknown beneficiary
- What will happen when the client has no valid will?
- Legal implication of “pre-nuptial” agreement
- Effect of divorce on insurance policy
- Issues for cross-border marriage
- Divorce procedures in HK and mainland China
- Legal effects on clients' asset division for divorce

- 什麼是有效遺囑?
- 如何起草遺囑?
- 法律要求和立遺囑的程式
- 遺囑和遺囑認證中的常見爭議: 簽名, 日期, 心智不健全, 受益人不詳
- 當客戶沒有有效的遺囑時會發生什麼?
- “婚前”協定的法律含義
- 離婚對保險單的影響
- 跨境婚姻問題
- 香港和中國內地的離婚程序
- 離婚對客戶資產分割的法律效力



Course Duration: 4 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
4 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Understanding RegTech and SupTech

## [理解監管科技和超級科技]

### (M131)

#### ► Course Outline

- The FinTech Revolution
- RegTech and SupTech: An Overview
- RegTech for Financial Institutions
- SupTech for Regulators
- Implications for Financial Regulations
- Future Development of RegTech and SupTech

- 金融科技革命
- 監管技術和超級科技：概述
- 面向金融機構的監管科技
- 面向監管機構的超級科技
- 對財務條例的影響
- 監管科技及超級科技計劃的未來發展



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Conduct of MPF Intermediaries and 20th Anniversary of the MPF System

[強積金中介人操守及強積金20周年回顧]

(M132)

## ➤ Course Outline

- Preface
- Conduct/compliance issues relevant to RIs
- 20th Anniversary of the MPF System
- Way Forward: eMPF Platform and Other Updates
- Q & A and recap

- 前言
- 與 RI 相關的行為/合規性問題
- 強積金制度成立20周年
- 前進方向：eMPF平臺和其他更新
- 問答和回顧



Course Duration: 2 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Wealth management to deal with longevity risk

【應付長壽風險的財富管理】

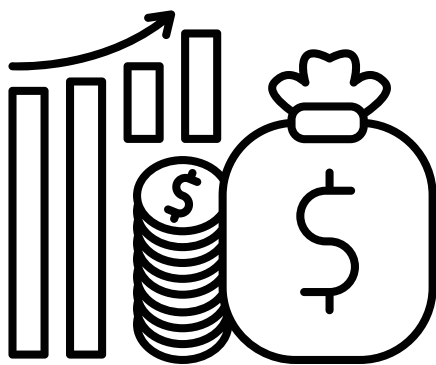
(M133)

## ➤ Course Outline

- How to measure longevity risk?
- Application of
  1. Perpetual bond
  2. Annuity : Fixed term vs life annuity
  3. Reverse mortgage
  4. Life policy reverse mortgage
  5. Medical insurance
- Case studies



- 如何衡量長壽風險?
- 應用
  1. 永續債
  2. 年金： 固定期限與終身年金
  3. 反向抵押貸款
  4. 人壽保單反向按揭
  5. 醫療保險
- 案例分析



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Portfolio Management in the New Era: A Futures Studies Perspective

【引入「未來學」的新時代資產管理】

(M134)

## ► Course Outline

- Analyzing the performance of the optimized portfolios before and after the mobile era
- Why home bias brought unsatisfactory investment results in the past decade
- Futures Studies: What's in it for me?
- 分析移動時代前後優化投資組合的表現
- 為什麼家居偏見在過去十年中帶來了不令人滿意的投資結果
- 期貨研究：這對我有什麼好處？



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Improving Communications with Client – Understanding Behavioral Biases

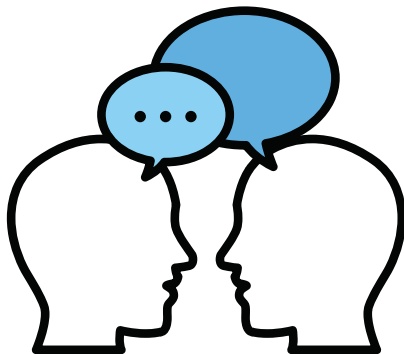
[ 增進與客戶的溝通 – 瞭解行為偏差 ]

(M203)

## ➤ Course Outline

- Investors' beliefs vs realities
  - People make rational choices?
  - Investors seek out and use appropriate information when making decisions?
  - Investors understand diversification?
  - Investment skill and success are obvious?
- Getting client expectation in line with reality
- Understanding and determine investment styles
- Setting up a plan
- How to meet client needs

- 投資者的信念與現實
  - 人們做出理性的選擇?
  - 投資者在做決定時尋求和使用適當的資訊?
  - 投資者瞭解多元化?
  - 投資技巧和成功是顯而易見的嗎?
- 讓客戶期望符合實際
- 瞭解並確定投資風格
- 制定計劃
- 如何滿足客戶需求



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Retirement Planning Recommendations

## [退休計劃建議]

### (M210)

#### ► Course Outline

- Risks faced by retirees and pre-retirees
- Pre-retirement versus post-retirement planning investment strategies
- Scenarios studies
- 退休人員和退休前人員面臨的風險
- 退休前與退休后規劃投資策略
- 方案研究



Course Duration: 2 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Effective Coaching for Financial Planners

## [財務策劃師績效輔導技巧]

(M215)

### Course Outline

- Knowing the personalities of your clients
  - Beliefs in personality
  - Different dimensions of personality types
  - Understanding preferences of different personality type
    - Effective communication for impact
  - How different content and approach of communication appeal to different personality types
  - Practicing communication tactics with different personality types
    - Executive toolkits in coaching
  - The role of a coach
  - Beliefs related to coaching
  - Essentials qualities of a good coach
  - Facilitation skills for effective coach
    - Coaching your team
  - Coaching for higher employee performance
  - Establish your coaching style
  - Team development

- 了解客戶的個性
  - 人格信念
  - 性格類型的不同維度
  - 瞭解不同性格類型的偏好
    - 有效溝通以產生影響
  - 不同的內容和溝通方式如何吸引不同的性格類型
  - 練習不同性格類型的溝通策略
    - 教練中的高管工具包
  - 教練的角色
  - 與教練相關的信念
  - 一個好教練的基本素質
  - 有效教練的促進技能
    - 指導您的團隊
  - 指導員工提高績效
  - 建立你的教練風格
  - 團隊發展



Course Duration: 6 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
6 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Financial Planning in Practice – Real Case Analysis Workshop

## 【實踐中的財務規劃--真實案例分析工作坊】

### (M217)

#### Course Outline

- Understanding of the financial planning process in practice
  - Know the client - current situation analysis
  - Understand client's problems - insurance shortfall analysis & retirement and investment analysis
  - Implementation advisory – skills to match the product with clients' needs
  - Construction of a detailed picture on client's financial situations
  - The key skills to develop the proposal of needs-based solutions to clients
- 
- 在實踐中了解財務規劃過程
  - 了解客戶 - 現狀分析
  - 瞭解客戶的問題 - 保險短缺分析以及退休和投資分析
  - 實施諮詢 – 將產品與客戶需求相匹配的技能
  - 構建客戶財務狀況的詳細圖片
  - 向客戶提出基於需求的解決方案的關鍵技能



- Course Duration: 5 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 5 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Presenting Yourself to Exude Confidence

[展現自己，散發自信]

(M224)



## Course Outline

1. How to deal with high net worth customers

- Applied Nonverbal Intelligence

1.1 Behavior

1.2 Attitude

1.3 Smile

1.4 Posture and Stance

1.5 Movement

1.6 Habits

1.7 Manners

1.8 Clothing

1.9 Beauty Dividend

1.10 Jewelry

1.11 Shoes

1.12 Grooming and Makeup

2. Understand your clients' implication during the interview

- How the Body Talks

2.1 The legs and feet

2.2 The torso

2.3 The arms, hands and fingers

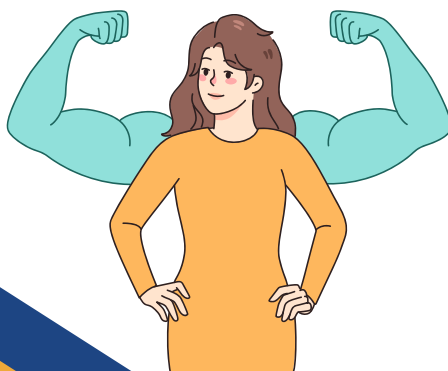
2.4 The head, face and neck

2.5 Clothes and accessories

3. How confident you are when presenting your financial solution to client

3.1 The Power of Your Voice

3.2 Power of Speech



Course Duration: 3 hours



Medium of instruction:

Cantonese (supplemented with English terminology)



CPD recognition:

3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Uncover Client's Information in Professional Ways

[以專業的方式發現客戶的資訊]

(M226)

## ► Course Outline

- Do this before the meeting
- The First Five Minutes
- How to ask more effective questions
- How to be a better listener
- Addressing Deceitfulness

- 在會議之前執行此操作
- 前五分鐘
- 如何提出更有效的問題
- 如何成為一個更好的傾聽者
- 解決欺騙問題



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Managing Risks in the FinTech Environment

【管理金融科技環境下的風險】

(M228)

## ► Course Outline

- Market Landscape
- FinTech: An Overview
- Business Impacts of FinTech
- FinTech in Next 5 Years
- Risk Management for FinTech
- Discussions

- 市場環境
- 金融科技：概述
- 金融科技對業務的影響
- 未來5年的金融科技
- 金融科技風險管理
- 討論



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Virtual Banking- The Next Generation

[虛擬銀行 – 新世代銀行服務]

(M229)

## ► Course Outline

- Market Landscape
- FinTech: An Overview
- Business Impacts of FinTech
- FinTech in Next 5 Years
- Risk Management for FinTech
- Discussions

- 市場環境
- 金融科技：概述
- 金融科技對業務的影響
- 未來5年的金融科技
- 金融科技風險管理
- 討論



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Guangdong-Hong Kong-Macao Greater Bay Area – Development and Opportunities Ahead

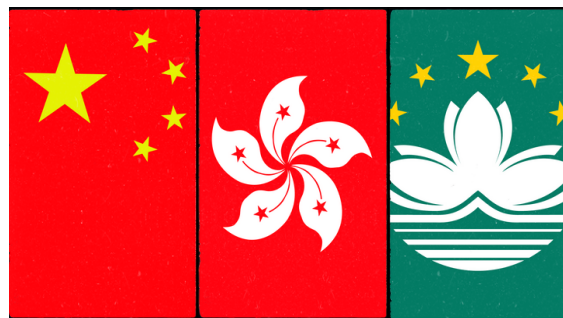
[粵港澳大灣區 – 發展與機遇]

**(M230)**

## ► Course Outline

- Investment outlook on China and Hong Kong
- Introduction on Greater Bay Area
- Financial Planning Idea on Greater Bay Area

- 中、港金融資產最新展望
- 大灣區簡介
- 大灣區相關財務策劃概念闡述



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Cross-Border Financial Industry in Hong Kong, Mainland China and Singapore– Market Overview

[內地、香港、新加坡跨境金融–金融市場篇]

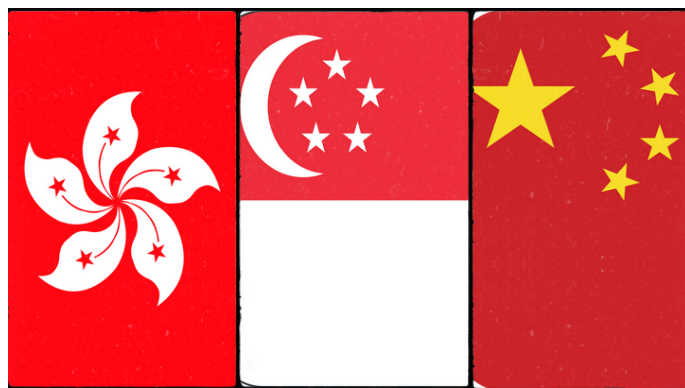
(M231)



## ► Course Outline

- Financial environment and financial regulation
- Introduction to Financial Institutions
- Capital market and listing regulations
- Investment products and investment channels
- Qualifications for Financial Practitioners

- 金融環境與金融監管
- 金融機構簡介
- 資本市場與上市規範
- 投資產品與投資渠道
- 金融從業的資格認證



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Market information and portfolio of Investment-Linked Insurance Product

## [ 投資相連保險產品的市場訊息和投資組合 ]

### (M232)

#### ► Course Outline

- What is investment-linked life insurance?
- Regulation of the sale of investment-linked life insurance
- Investment-linked life insurance related investment market information
- Investment-linked life insurance related portfolio information
- 什麼是投資相連壽險？
- 銷售投連壽險的規管
- 投連壽險相關的投資市場資訊
- 投連壽險相關的投資組合資訊



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Climate Risk and Sustainable Finance

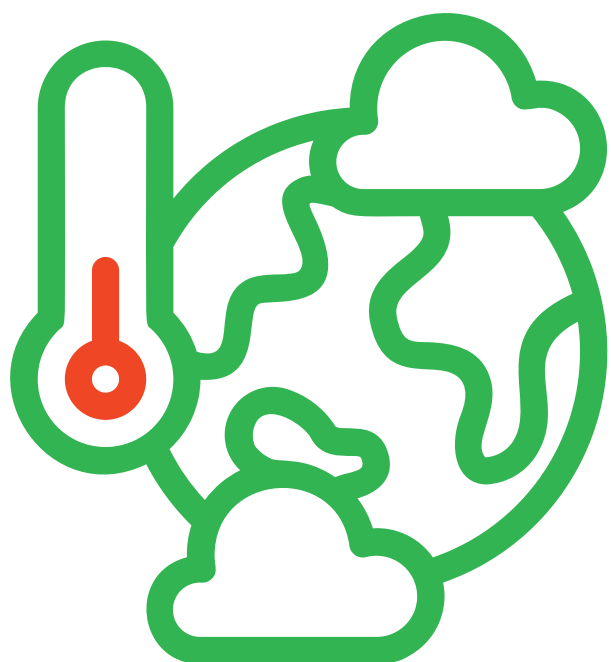
【氣候風險及可持續金融】

(M233)

## ► Course Outline

- Global climate change: An overview
- Impacts of climate change
- Global responses to climate change
- Framework for managing climate risk
- ESG Finance: New paradigm for investing

- 全球氣候變化：概述
- 氣候變化的影響
- 全球應對氣候變化
- 氣候風險管理框架
- ESG 金融：投資新範式



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Investment Markets Updates

## [投資市場新知]

### (M301)

#### ► Course Outline

- An overview of the current Hong Kong finance and economic situations
- The global investment environment
- Local events and policies changes
- Review the performance of equity, fund markets, property markets or foreign exchange markets
- Evaluating the market performance – insight from technical analysis and fundamental analysis
- Threats and opportunities
- Financial market innovations

- 當前香港金融和經濟形勢概覽
- 全球投資環境
- 當地事件和政策變化
- 審查股票、基金市場、房地產市場或外匯市場的表現
- 評估市場表現——技術分析和基本面分析的洞察力
- 威脅和機遇
- 金融市場創新



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Derivatives and related investment vehicles

## 【衍生工具與相關投資產品】

(M306)

### ► Course Outline

- Basic concepts of Derivatives
- Market Development of Derivatives
- Types of Derivatives
- Futures Contract
- Options
- Trading Strategies
- Derivative Related Investment Vehicles
- Covered Warrants
- ELI/ELN
- Accumulator/ Decumulator
- Callable Bull/ Bear Contract

- 衍生品的基本概念
- 衍生品市場發展
- 衍生品的種類
- 期貨交易合同
- 選項
- 交易策略
- 衍生相關投資工具
- 受保權證
- ELI/ELN
- 蓄能器/淨化器
- 可贖回的牛市/熊市合約



- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Asset Allocation Concepts

## [資產配置基礎概念]

(M309)



### Course Outline

- Foundations of asset allocation
- Benefits and limitations of asset allocation
- Mean-variance optimization
- Forecast expected returns, risk and correlations
- Derive the efficient frontier
- Performance evaluation
- Rebalancing and reallocating



- 資產配置的基礎
- 資產配置的益處和局限性
- 均值-方差優化
- 預測預期回報、風險和相關性
- 推導出高效的前沿
- 績效評估
- 重新平衡和重新分配



Course Duration: 5 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
5 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# The Insurance Industry and Legal Aspect of Insurance

[保險業與保險的法律問題]

(M312)

## Course Outline

- Legal Aspects and Principles of Insurance
- Types of Insurance Business
- Structure of Hong Kong Insurance Industry
- Core Functions of Insurance Companies
- 保險的法律方面和原則
- 保險業務類型
- 香港保險業結構
- 保險公司的核心職能



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Risk Management and Managing Personal Risk

[風險管理與管理個人風險]

(M313)

## Course Outline

- Risk Management Concepts and Tools
  - The Insurance Mechanism
  - Functions and Benefits of Insurance
  - Insurance Planning Objectives
  - Personal Risk Exposure
- 
- 風險管理概念和工具
  - 保險機制
  - 保險的功能和好處
  - 保險規劃目標
  - 個人風險敞口



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

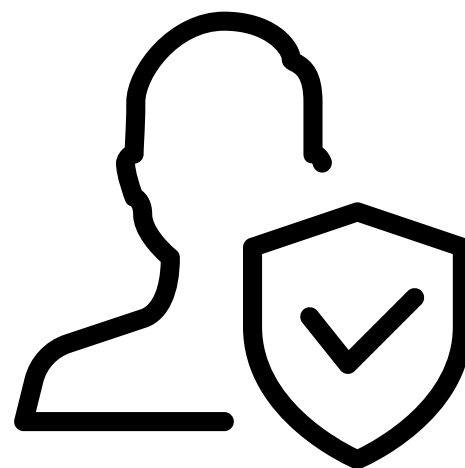
# Life Insurance Products and Annuities [人壽保險產品及年金]

(M314)

## ► Course Outline

- Life Insurance Policy Analysis
  - Types of Life Insurance Policy
  - Amount of Protection Needed
  - Life Insurance Contractual Provisions
  - Policy Riders
  - Beneficiary Designation
- Annuity Policy Analysis
  - Types of Annuities
  - Premium Calculation for Annuity
  - Managing Retirement Risk with Annuities

- 人壽保險單分析
  - 人壽保險單的類型
  - 所需的保護量
  - 人壽保險合同條款
  - 保單附加險
  - 指定受益人
- 年金政策分析
  - 年金種類
  - 年金保費計算
  - 通過年金管理退休風險



- Course Duration: 6 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 6 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Health and Income Risk Protection and Other Insurance

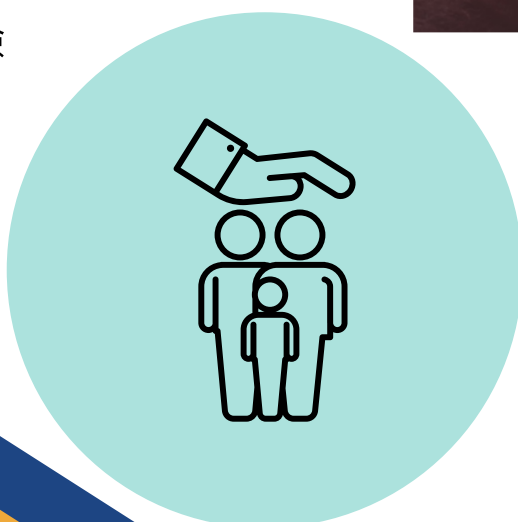
[健康和收入風險保護及其他保險]

(M315)

## Course Outline

- Medical Expense Needs Analysis
- Medical Expense Insurance
- Disability Needs Analysis
- Disability Income Insurance
- Personal Accident Insurance
- Travel Insurance

- 醫療費用需求分析
- 醫療費用保險
- 殘疾需求分析
- 殘疾收入保險
- 個人意外傷害保險
- 旅遊保險



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Introduction to Structured Investment Products Offered by Banks

[本港銀行提供的結構性投資產品介紹]

(M316)

## ➤ Course Outline

- Revisit the must-know option basics
- Capital protected structured investment
- Currency-linked structured investment (class exercises)
- Equity-linked structured investment
- Other structured investment products
- Attaining “complete” investment portfolio with structured products (case studies)

- 重新審視必知選項基礎知識
- 保本結構性投資
- 貨幣掛鉤結構性投資（課堂練習）
- 股票掛鉤結構性投資
- 其他結構性投資產品
- 通過結構性產品獲得「完整」的投資組合（案例研究）



➤ Course Duration: 3 hours

➤ Medium of instruction:  
Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Advanced Training and Legal Case Studies on set up Commercial and Family Trust

## 【家族與商業信托進階訓練與法律案例研究】

(M319)

### ► Course Outline

- Analysis of how to set up business and family trusts
- Laws and regulations on the establishment and operation of trusts
- Advanced principles (roles and responsibilities) related to trustees, protectors, trustees, beneficiaries and financial planners
- Comparison of advantages and limitations between family trusts, standby trusts, wills and insurance
- Legal matters of financial planning and family succession arrangements
- Factors to be considered when transferring wealth by way of trust
- Legal case sharing

- 如何成立商業及家族信托的分析
- 有關成立及營運信托的法例與規定
- 與受託人,保護人, 信托人,受益人及財務策劃師相關的進階原則(角色與責任)
- 家族信托,備用信托,遺囑與保險之間優勢與限制的對比
- 財務策劃與家族承繼安排的法律事宜
- 以信托方式進行財富轉移時需考慮的因素
- 法律案例分享



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Overseas Asset Allocation for High Net Worth Client in PRC: Principles and Case Studies

## 【國內高淨值客戶境外資產配置及案例分析】

(M322)

### ► Course Outline

- Why mainland high-end customers have the need for overseas asset allocation
  - What kind of assets are available overseas but not domestically?
  - How does buying these overseas assets help Gaoke?
  - What are the major asset classes that mainland high-level customers like to buy?
  - Why do high-end customers in the mainland choose to buy from us instead of others?
  - The client's requirements have exceeded your professional standards, what should you do?
  - Actual operation case of holding case
  - The client's requirements have exceeded your professional standards, what should you do?
  - Actual operation case of holding case
- 
- 為什麼大陸的高客會有境外資產配置的需求
  - 什麼樣的資產境外有而境內沒有
  - 買這些境外才有的資產對於高客有什麼幫助
  - 大陸的高客最喜歡買的資產大類是什麼
  - 大陸的高客為什麼會選擇跟我們購買而不選別人
  - 客戶的要求已經超過你的職業準則，你該怎麼辦？
  - 代持案件實際操作案例



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Handling common objections to QDAP, Annuity and TVC

【應對QDAP,年金計劃及TVC的常見異議】

(M323)

## ➤ Course Outline

- QDAP, HKMC Annuity and TVC – a quick recap
  - Common objections
  - Misconception behind and objection handling
  - Holistic retirement portfolio construction
- 
- QDAP、HKMC Annuity 和 TVC – 快速回顧
  - 常見的反對意見
  - 背後的誤解和異議處理
  - 整體退休投資組合建設



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# The development and opportunity of Financial Industry in Greater Bay Area

[ 大灣區金融業的發展與機遇 ]

(M324)

## Course Outline

- What is the Greater Bay Area?
- Opportunities for the financial industry in the Greater Bay Area
- Basic financial industry regulations in the Greater Bay Area
- The financial development potential of the Greater Bay Area

- 什麼是大灣區？
- 大灣區金融業機遇
- 大灣區基本金融業法規
- 大灣區金融發展潛力



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Basic Understanding on China Tax System

[認識中國稅制]

(M413)

## ➤ Course Outline

- Overview of China tax system
- Major Taxes in the PRC
  - Direct tax
  - Indirect tax
  - Capital Gain
  - Other duties and taxes

- 中國稅制概述
- 中國主要稅項
  - 直接稅
  - 間接稅
  - 資本收益
  - 其他關稅和稅款



- Course Duration: 4 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 4 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Managing Portfolio for High Net Worth Individuals

## 【高淨值人士的投資組合管理】

(M415)

### ➤ Course Outline

- Understanding Money Generating System (MGS) of your clients
- Mentality of managing portfolio for HNWI
- Strategies and Approach

- 瞭解客戶的創收系統 (MGS)
- 管理高淨值人士投資組合的心態
- 戰略和方法



➤ Course Duration: 3 hours

➤ Medium of instruction:  
Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Property Investing and Market Potential Analysis

## [物業投資及市場潛力分析]

(M419)

### ► Course Outline

- Overview of the recent development in HK property market
  - Learning how to treat the property asset in our balance sheet
  - Analyzing the call option features and its application in property investments
  - Buy or rent decision making
  - Studying 7 key factors which are the determinants of a property market potential
  - Learning how to integrate property asset with existing portfolio to enhance the performance
  - Global perspective
- 
- 香港房地產市場近期發展概況
  - 學習如何處理資產負債表中的房地產資產
  - 分析看漲期權特徵及其在房地產投資中的應用
  - 購買或租賃決策
  - 研究決定房地產市場潛力的7個關鍵因素
  - 學習如何將房地產資產與現有投資組合整合，以提高業績
  - 全球視角



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



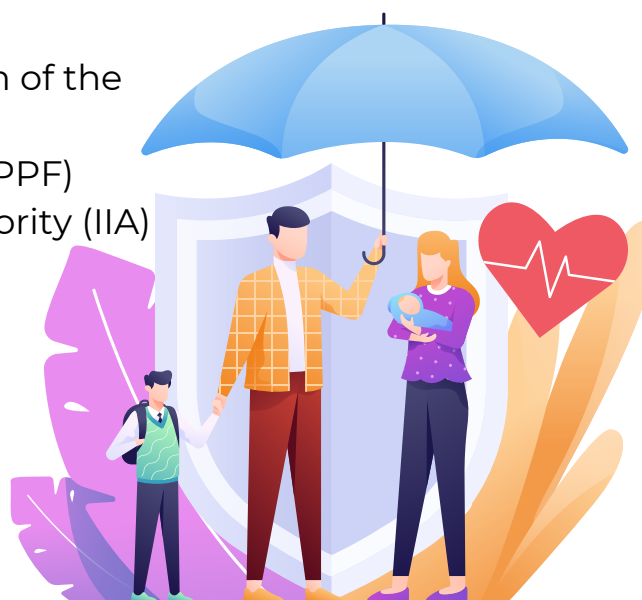
# Updates on Insurance Market and Products

## 【保險市場和產品的最新情況】

(M421)

### ► Course Outline

- Current updates and development of the insurance industry of Hong Kong and the Asian markets
- Overview of top selling insurance products in Hong Kong
- Recent trends of insurance products in Hong Kong
- Application of insurance products in client's retirement planning strategies
- Overview of the recent development on regulation of the insurance industry
  - Establishment of a policyholder protection fund (PPF)
  - Establishment of an independent insurance authority (IIA)
- 香港及亞洲市場保險業的最新動態及發展
- 香港暢銷保險產品概覽
- 香港保險產品的近期趨勢
- 保險產品在客戶退休計劃策略中的應用
- 保險業監管近期發展概況
  - 建立投保人保護基金 (PPF)
  - 建立獨立的保險機構 (IIA)



# INSURANCE

- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



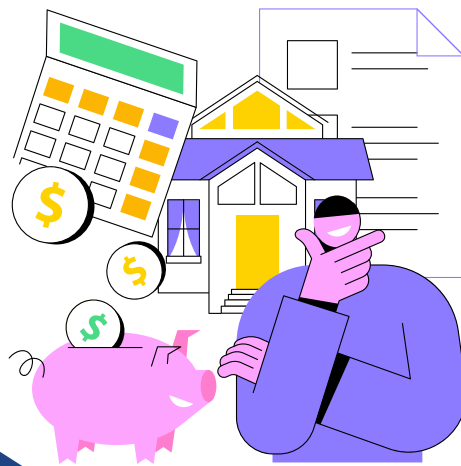
# The Use of Different Trust Structures in Estate Planning

## 【認識不同信託模式為客戶靈活設計遺產策劃新方案】

(M422)

### Course Outline

- What is Trust?
  - Does Your Client Really Need a Trust, or Not?
  - A Will or A Trust?
  - Is Professional Trustee a Must for All Trusts?
  - Why Do We Need an Offshore Trust?
  - The Myth of Trustee Expenses
- 
- 什麼是信託？
  - 您的客戶是否真的需要信託？
  - 遺囑還是信託？
  - 專業受託人是所有信託的必備品嗎？
  - 為什麼我們需要離岸信託？
  - 受託人的費用



- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Constructing High Quality MPF Portfolios

## 【建立高質素的強積金投資組合】

(M425)

### ➤ Course Outline

- Fund performance
- Portfolio construction
- Monte Carlo simulation
- Fund risk assessment
- Behavioral finance

- 基金表現
- 投資組合建設
- 蒙特卡羅模擬
- 基金風險評估
- 行為金融



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# How to set up Commercial and Family Trust

## [成立商業或家族信托的法律事宜]

(M427)

### ► Course Outline

- Introduction of different types of Trust
- Principles of Trustees, Settlers and Beneficiaries (Roles and Responsibilities)
- How can Commercial and Family Trust minimize tax and help transfer wealth between the generations?
- Issues in Financial Planning and Family Succession Arrangements
- Formalities of Setting up a Trust



- 介紹不同種類的信托
- 受托人, 財產授與人 與信托受益人的角色與責任
- 商業或家族信托如何協助減輕稅項及傳承財富?
- 信托與財務策劃及承繼安排
- 創立信托的手續



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Case Study of Offshore Financial Institute Serving High Net Worth Clients from Mainland China

## [境外金融機構服務中國高淨值人士經典案例解析]

(M429)

### ► Course Outline

- Common methods and tools for serving Chinese high net worth individuals
  1. Private investment company
  2. Insurance
  3. Trust
- Case analysis
  1. Case 1 - Rights Protection Plan for Vulnerable Mothers and Children
  2. Case 2 - Inheritance plan for the wealthy generation
  3. Case 3 - MBO plan for senior management of enterprise
  4. Case 4 - Complex family inheritance planning
- Find the right solution according to the needs of high net worth individuals
- 服務中國高淨值人士常用方式及工具
  1. 私人投資公司
  2. 保險
  3. 信託
- 案例解析
  1. 案例1-弱勢母子維權規劃
  2. 案例2-富一代傳承計畫
  3. 案例3-企業管理高層MBO計畫
  4. 案例4-複雜家庭傳承規劃
- 對應高淨值人士需求找到對的方案



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# InsurTech: An Overview

## [保險科技概述]

### (M433)

#### Course Outline

- Introduction
- Popular InsurTech Applications
- Business Impacts of InsurTech
- Future Development of InsurTech

- 介紹
- 熱門保險科技應用
- 保險科技的業務影響
- 保險科技的未來發展



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Cybersecurity for the Financial Market

## [金融市場的網絡安全]

### (M435)

#### Course Outline

- Incidents posting potential threats to cybersecurity
- Regulators' concern/ expectations on different areas
- Assess your readiness
- 對網絡安全造成潛在威脅的事件
- 監管機構對不同領域的關注/期望
- 評估您的準備情況



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with  
English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Voluntary Health Insurance Scheme for Financial Planner

## 【自願醫保計劃的發展】

(M436)

### ► Course Outline

- Voluntary Health Insurance Scheme (VHIS) and Features
- Voluntary Health Insurance Scheme (VHIS) vs. traditional insurance scheme
- Complimentary benefits of Voluntary Health Insurance Scheme (VHIS) towards existing financial planning
- Implementation in overall financial plan
- Challenge and opportunity for industry

- 自願醫保計劃及特點
- 自願醫保計劃（自願醫保計劃）與傳統保險計劃
- 自願醫保計劃（VHIS）對現有財務規劃的免費福利
- 總體財務計劃的實施情況
- 行業面臨的挑戰和機遇



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Updates on Tax Regulations and Practices – China Tax and Cross-Border Issues

## 【稅收法規和實踐的最新情況--中國稅收和跨境問題】

(M437)

### ► Course Outline

- Recap on Hong Kong Salaries Tax
- Tax Amendment to Section 8(1A)(c)
- Recap on PRC Individual Income Tax
- 2018 PRC Individual Income Tax Amendment
- Tie-breaker clause in the Hong Kong and PRC Double Tax Agreement
- 香港薪俸稅回顧
- 第 8(1A)(c) 條的稅務修正案
- 中國個人所得稅回顧
- 2018年中國個人所得稅修正案
- 香港與中國避免雙重徵稅協定中的仲裁條款



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Analysis of Recent Situation and Demand of Life Insurance Protection in Mainland China

## 【內地壽險保障的近況和需求分析】

(M438)

### Course Outline

1. Current situation of mainland insurance industry
  - Analysis of operating data of major insurance companies in Mainland China
  - Status of mainland brokerage agents
  - Status of Internet Insurance in Mainland China
2. Analysis of Mainland life insurance demand
  - Mortality rate and composition of major diseases in mainland population
  - Types and functions of life insurance
  - Demand space for life insurance
  - Analysis of life insurance needs of the middle-class population at this stage
  - Analysis of life insurance needs of high net worth individuals at this stage
3. Comparison of Hong Kong and Mainland life insurance products
  - Comparison of product form and characteristics between the two places
  - Comparison of rates
  - Comparison of Coverage
4. Two thoughts at this stage
  - Thinking under the CRS system
  - Reflections on the "Insurance Link" policy in the Guangdong-Hong Kong-Macao Greater Bay Area
5. How to understand the current situation and needs of customers - to provide solutions for pre-planning and arrangement



1. 內地保險業現狀
  - 內地主要保險公司經營資料分析
  - 內地經紀代理現狀
  - 內地互聯網保險現狀
2. 內地人壽保險需求分析
  - 內地人群主要疾病死亡率與構成
  - 人壽保險種類與功能
  - 人壽保險的需求空間
  - 現階段中產階級人群壽險需求分析
  - 現階段高淨值人群壽險需求分析
3. 香港、內地壽險產品之比較
  - 兩地產品形態與特點之對比
  - 費率之比較
  - 保障之比較
4. 現階段兩點思考
  - CRS體系下的思考
  - 粵港澳大灣區“保險通”政策的思考
5. 如何瞭解客戶的現狀與需求 - 提供事前規劃與安排的解決方案



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Introduction to algo trading

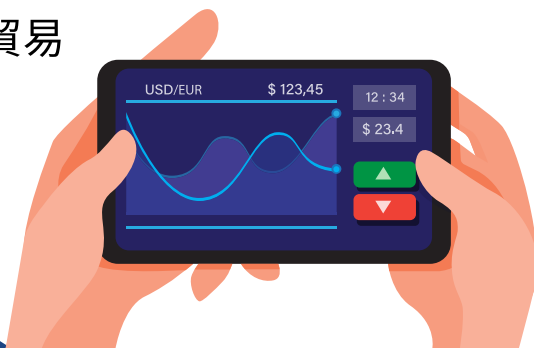
## [程式交易入門]

### (M439)

#### Course Outline

- Statistical arbitrage
- Price
- Trading strategy
- Back testing
- Automation, paper trade,
- Pilot trade and production trade
- Turtle trading

- 統計套利
- 價格
- 交易策略
- 回測
- 自動化、紙張貿易、
- 試點貿易和生產貿易
- 海龜交易



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Asset Allocation Strategy During Economic Down-cycle and Up-cycle

## [ 在經濟下行和上行周期下的資產配置策略 ]

(M440)

### Course Outline

- Useful indicators for cycle tracking and strategy development (source: Bloomberg)
- Cyclical impact on performance of different asset classes, such as stocks, bonds, property and commodities
- Techniques to time the market and follow the cycle
- How to build up portfolio to address personal financial needs

- 週期跟踪和戰略制定的有用指標（來源：彭博社）
- 對股票、債券、房地產和商品等不同資產類別表現的周期性影響
- 把握市場時機並遵循週期的技術
- 如何建立投資組合以滿足個人財務需求



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Trends of Insurance Products Application in Organization

## [ 保險產品在企業中的應用趨勢 ]

(M441)

### Course Outline

- Big data and information security needs in various kinds of insurance products
  - Impact of HK legal requirement on the needs of director and officers liability insurance
  - Trend of using of keyman insurance and arrangement
  - Global trends of workplace and employee benefits arrangement
- 
- 各類保險產品的大數據與信息安全需求
  - 香港法律規定對董事及高級職員責任保險需求的影響
  - 關鍵人員保險的使用趨勢和安排
  - 工作場所和員工福利安排的全球趨勢



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Blockchain and Cryptocurrency – An Introduction

## [加密貨幣與區塊鏈入門]

(M442)

### ► Course Outline

- What is Cryptocurrency?
- Bitcoin history
- Cryptocurrency Market
- Trust or Consensus
- Technologies behind Bitcoin/cryptocurrency
- Applications of the technologies
- Can cryptocurrency replace cash
- Cryptocurrency Derivatives and ETFs
- Regulation on Cryptocurrency
- Cryptocurrency exchange and famous (or infamous) hacks

- 什麼是加密貨幣？
- 比特幣歷史
- 加密貨幣市場
- 信任或共識
- 比特幣/加密貨幣背後的技術
- 技術的應用
- 加密貨幣可以代替現金嗎
- 加密貨幣衍生品和 ETF
- 加密貨幣監管
- 加密貨幣交易所和著名（或臭名昭著）的黑客



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Structure and Operation of Family Office in Mainland China

## 【國內家族辦公室的架構與營運】

(M443)

### Course Outline

- Definition, function and service capacity of family office
- Structures and tools commonly used in family offices
- The daily operation process of the family office

- 家族辦公室的定義、功能與服務能量
- 家族辦公室常使用的架構與工具
- 家族辦公室的日常運作流程梳理



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Risk in Financial Markets

## 【金融市場的風險】

### (M502)

#### ➤ Course Outline

- Type of financial market risks
- Riskiness in Risk Measurement
- Dimension of Diversification
- Disaster Risk

- 金融市場風險類型
- 風險計量中的風險
- 多元化維度
- 災害風險



➤ Course Duration: 3 hours

Medium of instruction:  
➤ Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Asset Protection in Practice

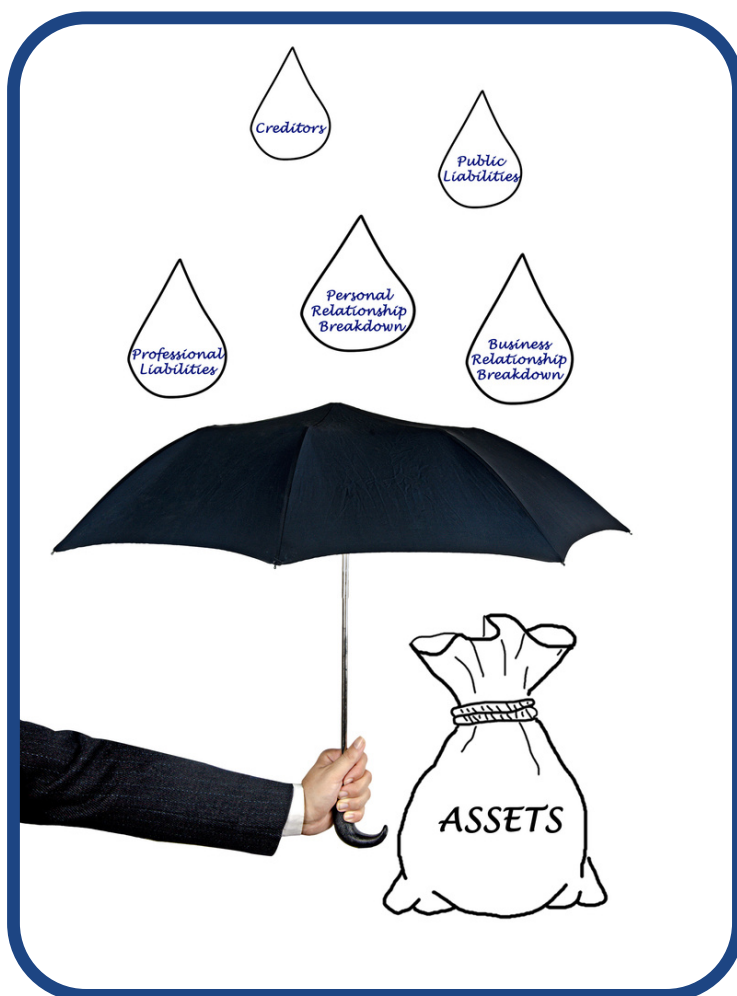
## [資產保護之實踐]

(M503)

### Course Outline

- Concept of Wealth Planning
- Overview of Asset Protection
- Basic Characteristics
- Asset Protection Strategies

- 財富規劃的概念
- 資產保護概述
- 基本特徵
- 資產保護策略



Course Duration: 2 hours

Medium of instruction:

Cantonese (supplemented with English terminology)

CPD recognition:

2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# MPF – Review and The Way Forward

## [強積金 – 回顧與前瞻]

### (M508)

#### ➤ Course Outline

- Review of MPF
- The current situations and issues
- How can MPF be improved

- 檢討強積金
- 現狀和問題
- 強積金如何改善



➤ Course Duration: 2 hours

Medium of instruction:

➤ Cantonese (supplemented with English terminology)

➤ CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Analyzing Client Needs and Matching Relevant Products

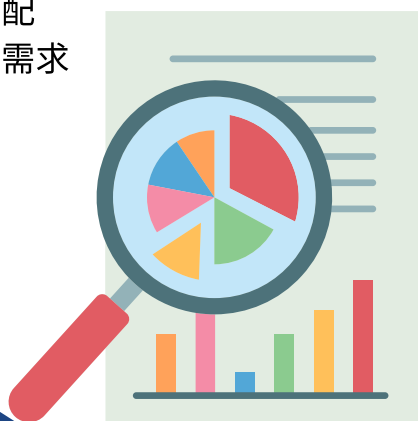
## [分析客戶需求並配置相關理財產品]

(M513)

### Course Outline

- Understanding the needs of client from client profiles
  1. Qualitative shortfall and quantitative shortfall
  2. Special concerns
  3. Environmental information
- Analysis of the features of product available
- Matching the relevant products with client needs
- Handling client needs out of your service scope

- 從客戶檔案中了解客戶的需求
  1. 定性短缺和定量短缺
  2. 特別關注
  3. 環境信息
- 可用產品特性分析
- 將相關產品與客戶需求相匹配
- 處理超出您服務範圍的客戶需求



- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Negotiation Skill for Financial Planning Professionals

## 【專業財務策劃從業員的談判技能】

(M515)

### ► Course Outline

- Introduction
  1. Nature of negotiation
  2. Why negotiate and when?
- Preparation
  1. Diagnose Needs
  2. Self-assessment
  3. Assessment of the Other Party
  4. Assessment of the Situation
- Bargaining techniques for win-win and win-lose negotiation approach
- Managing concession in bargaining
- Using questions to overcome barriers
- 介紹
  1. 談判的性質
  2. 為什麼談判以及何時談判?
- 準備
  1. 診斷需求
  2. 自我評估
  3. 對另一方的評估
  4. 情況評估
- 雙贏和雙贏談判方法的談判技巧
- 在談判中管理讓步
- 用問題克服障礙



► Course Duration: 6 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
6 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Operational Risk Management for Financial Institutions

## [金融機構運營風險管理]

(M520)

### Course Outline

- Nature and impacts of operational risks
- Regulatory requirements for operational risks
- Best practices in operational risk management
- Business implications of operational risk management
- 操作風險的性質和影響
- 操作風險監管要求
- 操作風險管理的最佳實踐
- 操作風險管理的業務影響



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# How to Relate Economic Data to Investment Planning

**[如何將經濟資料與投資規劃相聯繫]**

**(M521)**

## Course Outline

- Economic analysis with the use of market indicators
- Stockmarket cycle and investment strategies
- Allocate assets according to their return potential and volatility nature
- Optimize financial resources to capture investment opportunities

- 使用市場指標進行經濟分析
- 股市週期和投資策略
- 根據回報潛力和波動性配置資產
- 優化財務資源以捕捉投資機會



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Analysis on Significance of Mainland China High Net Worth Client's Offshore Insurance Policy

【國內高淨值客戶境外保單效力分析】

(M526)

## Course Outline

- Image description and psychological characteristics of typical domestic customers
- Analysis of overseas policy effectiveness
  1. Golden bachelor
  2. Successful entrepreneur
  3. Housewife
- 國內典型客戶形象描述及心理特點
- 境外保單效力分析
  1. 鑽石王老五
  2. 成功企業家
  3. 家庭婦女



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

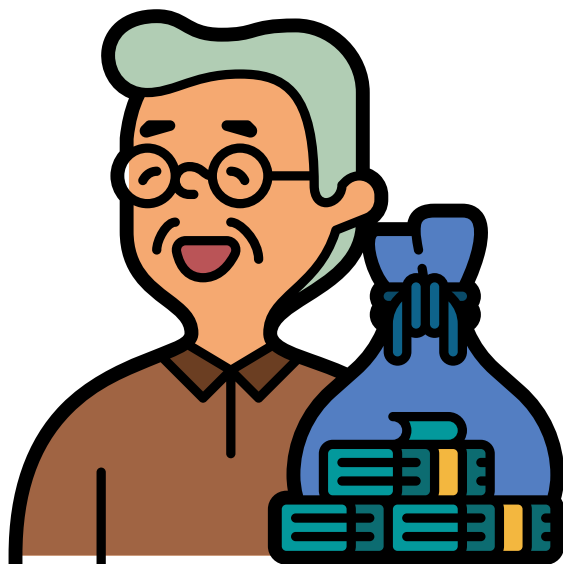
# Investing for Retirement

## 【投資為退休】

(M527)

### Course Outline

- Retirement – HK situation
- Retirement – are you ready?
- Basic retirement planning skills
- Investment for retirement – some practical tips
- 退休 - 香港情況
- 退休- 你準備好了嗎?
- 基本的退休計劃技能
- 退休投資- 一些實用技巧



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Big Data for Insurance

## [保險業大數據]

(M528)

### Course Outline

- Introduction
- Emergence of “Big Data”
- Technicalities of “Big Data”
- Applications of “Big Data”
- Business impacts of “Big Data”
- Future development of “Big Data”

- 介紹
- “大數據”的出現
- “大數據”的技術性
- “大數據”的應用
- “大數據”的商業影響
- “大數據”的未來發展



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# How to apply Technical Analysis with different Investment Products

## 【如何應用技術分析於不同的投資產品】

(M529)

### Course Outline

- Basic knowledge of Technical Analysis (TA)
  - Application of TA on ETF
    - Basic knowledge of ETF
    - Difference between ETF and Mutual Fund
    - How to apply TA on ETF
  - Application of TA on other product (FOREX, commodities)
  - Case Studies
- 
- 技術分析基礎知識 (TA)
  - TA在ETF上的應用
    - ETF基礎知識
    - ETF和共同基金的區別
    - 如何在ETF上申請TA
  - TA在其他產品（外匯、商品）上的應用
  - 實例探究



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Common Misunderstanding on Retirement Planning

## [ 退休規劃的常見誤解 ]

(M530)

### Course Outline

- Retirement = job-free lifestyle after decades of hard working?
  - Retirement is a long-term goal with more rooms for adjustment and correction?
  - Will you run out of financial resources in late retirement life?
  - Should pension be the major source of retirement income?
  - Solution
- 
- 退休=經過幾十年的努力工作後的無工作生活方式?
  - 退休是一個長期目標，有更多調整和修正的空間?
  - 您會在退休後的生活中耗盡財務資源嗎?
  - 養老金應該是退休收入的主要來源嗎?
  - 解決方案



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Social Media Marketing for Financial Planning in China

## [利用社交媒體做營銷：中國互聯網理財]

(M531)

### ➤ Course Outline

- Internet Finance in China
  - China's fintech leads the world
  - Monopoly by two giants
  - Application in investment and insurance industry
- Social Media Platform Marketing
  - 2018 Social Media Trends
  - Top 10 popular social platforms in China
  - Social Commerce Marketing Strategy
- social media big data
  - Insights into consumer data
  - Scene-based financial management
  - Robo Financial Advisor
- 中國互聯網理財
  - 中國金融科技領先全球
  - 兩大科網巨頭壟斷
  - 投資與保險產業應用
- 社交媒體平台營銷
  - 2018社交媒體趨勢
  - 中國十大人氣社交平台
  - 社交商務營銷策略
- 社交媒體大數據
  - 洞察消費者數據
  - 場景化理財
  - 機器人理財顧問



➤ Course Duration: 3 hours

➤ Medium of instruction:  
Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Tax Deductible Voluntary Contributions (TVCs) for MPF Intermediaries

【可扣稅自願性供款強積金中介人培訓】

(M532)

## Course Outline

- Background and Summary of "Tax Deductible Voluntary Contributions"
- Implementation Details of "Tax Deductible Voluntary Contributions"
- Relevant intermediary conduct matters
- Other conduct/compliance matters
- Review and Q&A time

- 「可扣稅自願性供款」的背景及概要
- 「可扣稅自願性供款」的推行細節
- 相關中介人操守事宜
- 其他操守/合規事宜
- 重溫及答問時間



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Save for a rainy day – Retirement Planning and Wealth Management in Mainland China

[未雨需綢繆--從國內養老現狀談財富規劃]

(M533)

## Course Outline

- Current Situation of Pensions in China
- The Social Security System in Mainland China and Related Countermeasures in the Face of Aging
- 421 Pension planning for middle-class families
- At this stage, life insurance for high net worth clients needs to be analyzed and planned

- 中國養老現狀篇
- 中國大陸的社會保障體系及面對老齡化的相關對策
- 421中產家庭的養老規劃
- 現階段高淨值客戶壽險需要分析及規劃



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Alternative Investment – Understanding Chinese Art Investment

[另類投資--瞭解中國藝術品投資]

(M534)

## Course Outline

- Cultural Industry and Economy
- Characteristics of Art Investment
- The Rise of Art Investment Market in China
- Chinese Art Investment: Art Auction and Transaction
- Case Studies

- 文化產業與經濟
- 藝術投資的特點
- 中國藝術品投資市場的崛起
- 中國藝術品投資：藝術品拍賣與交易
- 實例探究



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Wealth Management and Succession Planning in Guangdong – Hong Kong – Macau Greater Bay Area

[廣東-香港-澳門大灣區的財富管理和繼承計劃]

(M535)

## Course Outline

- Wealth management practices for Hong Kong and GBA Area
- Trust and wealth succession planning
- Asset allocation before and after immigration
- Case study
- 香港及大灣區的財富管理實踐
- 信託與財富傳承規劃
- 移民前後的資產配置
- 案例分析



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

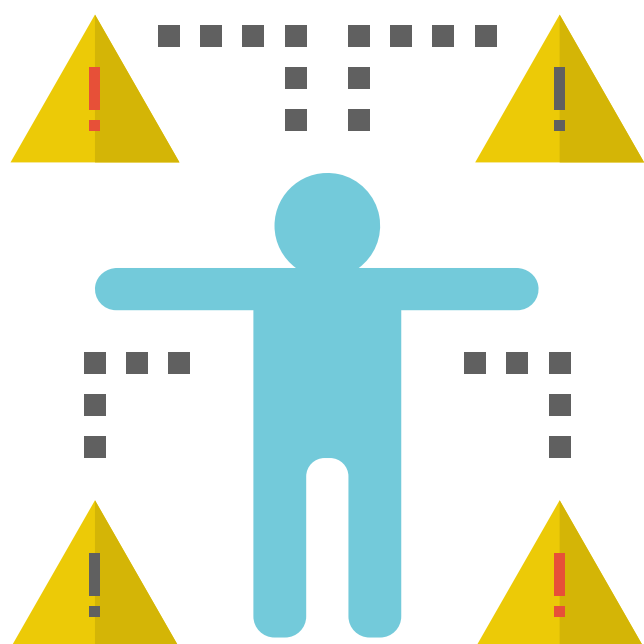
# Introduction to Personal Risk Profiling

## 【個人風險分析簡介】

(M604)

### ► Course Outline

- What is personal risk profiling?
  - Four dimensions of risk profile
  - Utility-based theory
  - Expected utility theory (traditional finance)
  - Prospect theory (behavioral finance)
  - Psychometric assessment
  - Situational and personal profiling
  - Personality traits
- 
- 什麼是個人風險分析？
  - 風險狀況的四個維度
  - 基於效用的理論
  - 預期效用理論（傳統金融）
  - 前景理論（行為金融學）
  - 心理測量評估
  - 情境和個人概況
  - 人格特質



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Wealth Transfer Planning

## [財富轉移策劃]

(M607)

### Course Outline

- Objectives of wealth transfer
- Some practical tools
- Pitfalls in wealth transfer planning
- Case studies

- 財富轉移的目標
- 一些實用工具
- 財富轉移規劃的陷阱
- 實例探究



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

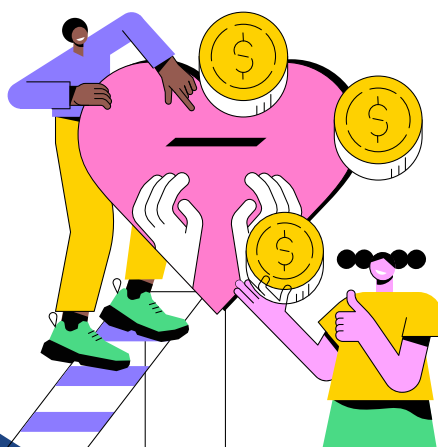
# Trust and Philanthropy

## [信託與慈善事務]

(M608)

### Course Outline

- Needs analysis and choice of trust form
  - Trust formation and relevant legal implication
  - Special trust in philanthropy
  - Case studies
- 
- 需求分析與信託形式選擇
  - 信託的形成和相關的法律含義
  - 對慈善事務的特別信任
  - 實例探究



- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Enhancing Communications with Clients – Understanding Investment Psychology and Behavioral Biases

【加強客戶溝通 – 瞭解投資心理和行為偏差】

(M609)

## ➤ Course Outline

- Understanding behavioral finance
- Psychological profiling
- Ways to overcome/ avoid the negative impact of behavioral biases
- Psychology and behavioral biases
- Application in the Know-your-client (KYC) process
- Impact to your client's decision making process
- Challenge and Opportunities when delivering wealth management services



➤ Course Duration: 3 hours

➤ Medium of instruction:  
Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

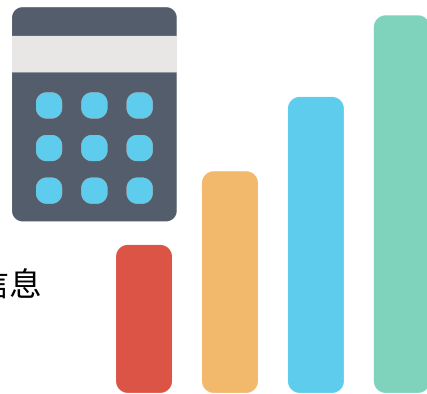


# Delivering Wealth Management Services – Value and Application of Different Types of Research Reports

## [財富管理服務--不同類型研究報告的價值和應用] (M610)

### ➤ Course Outline

- How to extract useful information from stock research report, fund fact sheet as well as different type of economic research
- How to interpret a mutual fund report and performance analysis report
- Application of research reports in your wealth management services
- 如何從股票研究報告、基金說明書以及不同類型的經濟研究中提取有用的信息
- 如何解讀共同基金報告和業績分析報告
- 研究報告在您的財富管理服務中的應用



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# An Overview of IFPHK Ethics and Professional Standards

## [香港財務策劃師學會道德和專業標準概述]

(M611)

### Course Outline

- Why ethics is important?
- Coverage of the IFPHK ethics and professional standards
- IFPHK Code of Ethics and Professional Responsibility
- IFPHK Financial Planning Practice Standards
- IFPHK Disciplinary Actions and Matters

- 為什麼道德很重要？
- 涵蓋 IFPHK 道德和專業標準
- IFPHK 道德與職業責任守則
- IFPHK財務規劃實務標準
- IFPHK 紀律處分及事宜



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Conflicts of Interest, Insider Dealing, and Personal Data Protection

【利益衝突、內部交易及個人資料保護】

(M612)

## Course Outline

- What are conflicts?
- Why do we manage conflicts?
- Types of conflicts
- Dealing with Conflicts of Interest
- What is Insider Dealing?
- Personal Data (Privacy) Ordinance in Hong Kong

- 什麼是衝突？
- 我們為什麼要管理衝突？
- 衝突類型
- 處理利益衝突
- 什麼是內幕交易？
- 香港個人資料（私隱）條例



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Regulatory Framework of Hong Kong Financial Markets – An Overview

## 【香港金融市場的監管架構概論】

(M614)

### ► Course Outline

- Lessons Learned from History
- Objectives and Approaches of HK Regulatory Framework
- Government's Role in the Regulatory Framework
- Roles and Functions of the Hong Kong Monetary Authority
- Roles and Functions of the Securities and Futures Commission
- Roles and Functions of the Office of the Commissioner of Insurance
- Roles and Functions of the Mandatory Provident Fund Schemes Authority
- Roles and Functions of the China Gold and Silver Exchange Society
- Roles and Functions of the Companies Registry

- 從歷史中吸取的教訓
- 香港監管框架的目標和方法
- 政府在監管框架中的作用
- 香港金融管理局的角色和職能
- 證監會的角色及職能
- 保險專員辦公室的角色和職能
- 強制性公積金計劃管理局的角色及職能
- 中國金銀交易協會的作用和職能
- 公司註冊處的角色和職能



► Course Duration: 2 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Analysis of PRC Draft Inheritance Tax Ordinance and Wealth Preservation

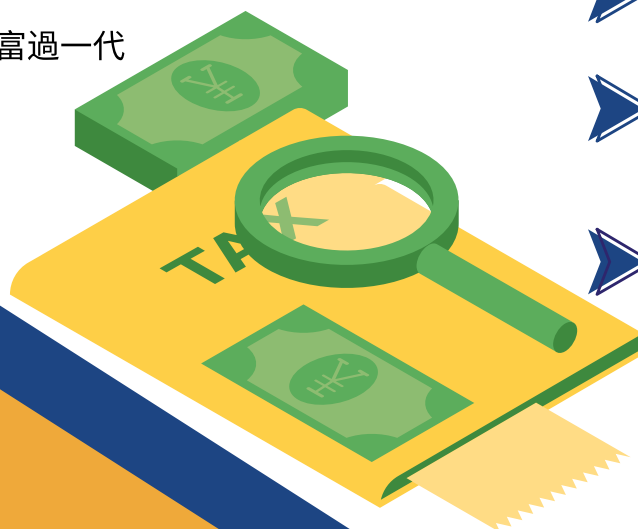
## [中國遺產稅草案之解析與財富保全方案]

(M615)

### Course Outline

- Wealth risks faced by Chinese HNWIs
- Analysis of the draft Chinese inheritance tax
- Risk management tool for wealth preservation - insurance planning
  - Legal protection of life insurance
  - High-end rich people need the function of "insurance"
  - Financial leverage creates insurance wealth
  - Tax planning and case description
  - Overseas Insurance Planning - Generations get richer

- 中國高淨值人士所面臨的財富風險
- 中國遺產稅草案解析
- 財富保全的風險管理工具 - 保險規劃
  - 壽險的法律保障
  - 高端富人需要『保險』的功能
  - 財務杠杆創造保險財富
  - 稅務規劃與案例說明
  - 境外保險規劃 - 一代富過一代



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Introducing Financial Planning to Clients in Mainland China

## 【與國內客人談理財規劃】

(M616)

### Course Outline

- Understand the world of guests
  - 1.Domestic retirement and medical insurance
  - 2.Domestic personal and other taxes
- Understand the types and needs of domestic high-asset customers
  - 1.Characteristics of high net worth clients
  - 2.household registration problem
  - 3.Client's source of funds
- Analyze financial plans with clients
- 了解客人的世界
  - 1.國內的退休及醫療保障
  - 2.國內個人及其他稅收
- 了解國內高資產客戶的類型及需求
  - 1.高資產客戶的特色
  - 2.戶籍問題
  - 3.客戶的資金來源
- 與客戶解析理財計劃



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Family Wealth Planning and Wealth Transfer in Mainland China

## 【國內婚姻財富規劃及家庭財富傳承】

(M617)

### Course Outline

- Property involved in the marriage
- How to divide property in divorce?
- Several special cases: cohabitation, extramarital affairs, bigamy, marriage involving Hong Kong
- Legal procedures for divorce and protection and planning of matrimonial property
- 婚姻關係中涉及到的財產
- 離婚時財產怎麼分？
- 幾種特別情況：同居、婚外情、重婚、涉港婚姻
- 離婚的法律程序及婚姻財產保護與規劃



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Reputation and Strategic Risk Management

## [聲譽與戰略風險管理]

(M618)



### Course Outline

- Introduction – Definitions and Natures of Reputation Risk and Strategic Risk
- Reputation Risk Management
  - 1.Importance of Reputation Risk Management
  - 2.Corporate Reputation
  - 3.Reputation Risk Framework
  - 4.Impacts of Reputation Risk
  - 5.Determinants of Reputation Risk
  - 6.Reputation Risk Management Process
  - 7.Latest Development
- Strategic Risk Management
  - 1.Managing Risks to Achieve Objectives
  - 2.Risks to Business
  - 3.Enterprise Risk Management
  - 4.Enterprise Risk Management Framework
  - 5.Risk Awareness of Senior Management
  - 6.Importance of Strategic Risk Management
  - 7.External Forces for Strategic Risk Management
  - 8.Regulatory Requirements for Strategic Risk Management
  - 9.Strategic Risk Management Process
  - 10.Benefits of Strategic Risk Management
- 引言 - 聲譽風險和戰略風險的定義和性質
- 聲譽風險管理
  - 1.聲譽風險管理的重要性
  - 2.企業聲譽
  - 3.聲譽風險框架
  - 4.聲譽風險的影響
  - 5.聲譽風險的決定因素
  - 6.聲譽風險管理流程
  - 7.最新發展
- 戰略風險管理
  - 1.管理風險以實現目標
  - 2.業務風險
  - 3.企業風險管理
  - 4.企業風險管理框架
  - 5.高級管理人員的風險意識
  - 6.戰略風險管理的重要性
  - 7.戰略風險管理的外力
  - 8.戰略風險管理的監管要求
  - 9.戰略風險管理流程
  - 10.戰略風險管理的好處



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Turn Strangers into Best Customers (Endless Friendship)

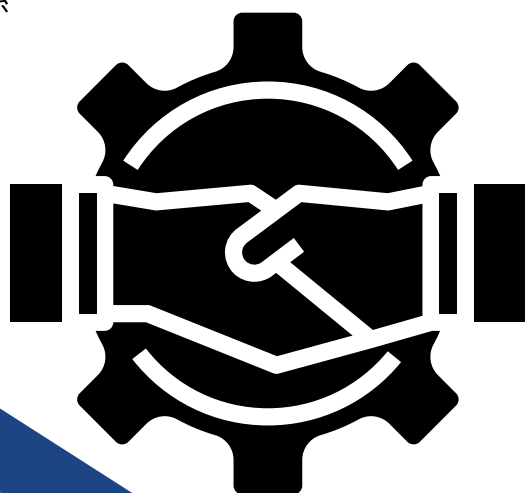
【把陌生人變成最好的客戶（無盡的友誼）】

(M622)

## Course Outline

- Overcome Strangership
- Power of Charisma
- Golden Rule of Friendship
- The Laws of Attraction
- Develop Grouplish
- Building Closeness (Rapport)
- Nurturing & Sustaining Long-Term Relationships

- 克服陌生感
- 魅力的力量
- 友誼的黃金法則
- 吸引力法則
- 開發 Grouplish
- 建立親密關係（報告）
- 培養和維持長期關係



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Family Laws in Hong Kong

[香港家庭法]

(M623)

## Course Outline

- Overview of Divorce Procedures
  1. Divorce proceedings
  2. Divorce Flowchart
  3. The process and qualifications of applying for legal aid (application for divorce)
- Overview of Family Law
  1. Overview of Family Law
  2. Financial matters
- 離婚程序概覽
  1. 離婚程序
  2. 離婚流程圖
  3. 申請法援的過程及資格(申請離婚)
- 家事法概述
  1. 家事法概述
  2. 財務事宜



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

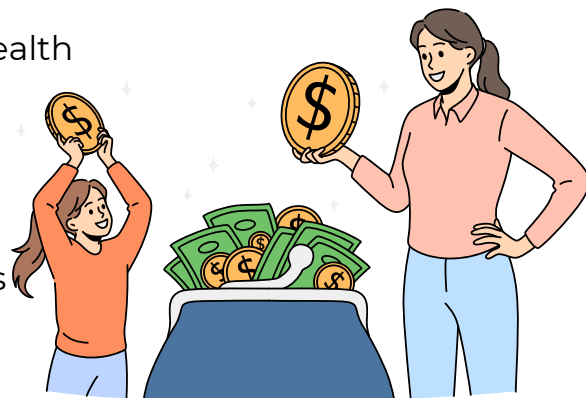
# Applications of Behavioral Finance in Wealth Management

## [行為金融學在財富管理中的應用]

(M628)

### ► Course Outline

- Introduction to applications of behavioral finance in wealth management
- Setting questions in risk profile questionnaire and interviews
- Constructing and managing portfolio
- Adapting to behavioral biases or moderating behaviors
- Designing and developing investment products
- Using choice architecture
- Improving communication with clients
- Enhancing advisor-client relationship



- 行為金融在財富管理中的應用介紹
- 在風險概況問卷和訪談中設置問題
- 構建和管理投資組合
- 適應行為偏見或緩和行為
- 設計和開發投資產品
- 使用選擇架構
- 改善與客戶的溝通
- 加強顧問與客戶的關係



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# New Initiatives in Retirement Planning

## [退休規劃的新思維]

(M633)

### ► Course Outline

- Current Hong Kong Bond Market
- Basic Concept of Bond
- Government Bond Programme
- The Retail Bond Issuance Programme
- The iBond Series
- The Silver Bond Series
- Basic Concept of Annuity
- HKMC Life Annuity Scheme
- Application of Bond and Annuity in Retirement Planning

- 現今香港債券市場
- 債券的基本概念
- 政府債券計劃
- 售債券保險計劃
- 通脹掛鉤債券系列
- 銀色債券系列
- 年金的基本概念
- 香港按揭證券有限公司終身年金計劃
- 債券和年金在退休規劃的應用



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Conduct of MPF Intermediaries and Development of the MPF System

[強積金中介人操守及強積金制度發展強積金中介人  
操守及強積金制度發展]

(M634)

## Course Outline

- Intermediary Conduct Issues
- Development of the MPF System
- Q & A
- 中介人操守事宜
- 強積金制度發展
- 答問時間



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Understanding the Psychology of Investment Choice

## [ 瞭解投資選擇的心理 ]

(M635)

### ► Course Outline

#### 1. What is an investment choice?

- Rational choice theory to investment
- Psychological biases leading to deviation from rational and optimal choices
- Too many options
- Choice blindness
- Preference reversal
- Anchoring and adjustment effect
- Probability weighting
- Hyperbolic discounting
- Sunk cost fallacy
- Endowment effect
- Price discounting
- Mental accounting
- Reference price
- Social norm

#### 2. Choice architecture to compensate for impact of psychological biases

- Default
- Framing effect
- Decoy effect

#### 1. 什麼是投資選擇？

- 投資理性選擇理論
- 導致偏離理性和最優選擇的心理偏見
- 選項太多
- 選擇盲區
- 偏好反轉
- 錨定調整效果
- 概率加權
- 雙曲線貼現
- 沉沒成本謬誤
- 稟賦效應
- 價格折扣
- 心理會計
- 參考價
- 社會規範

#### 2. 選擇架構以補償心理偏見的影響

- 默認
- 框架效應
- 誘餌效應



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Conduct Issues and Updates of the MPFA System for MPF Intermediaries

【強積金中介人操守及強積金制度發展】  
(M638)

## Course Outline

- Intermediary Conduct and Internal Control Matters
- New risk levels to enhance risk disclosure
- Other MPF developments and Q&A hours

- 中介人操守及內部管控事宜
- 新增風險級別加強風險披露
- 其他強積金發展及答問時間



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Investment Immigration Program in Europe – History, Trend and Common Trap Analysis

【歐洲投資移民 – 歷史，趨勢及常見陷阱分析】

(M639)

## Course Outline

- Immigration policy trends of traditional Immigration Countries
  - Analysis on the timelines of major EU RBI and CBI program
    - Pros Cov-19 pandemic Forecast on EU Immigration
  - Examine and compare the EU Permanent Residency/Visa/Citizenship
  - Common immigration traps and misunderstandings
  - Pre and pros immigration financing planning advice
- 
- 傳統移民國家的移民政策趨勢
  - 歐盟主要 RBI 和 CBI 計劃時間表分析
  - 對歐盟移民的 Pros Cov-19 大流行預測
  - 檢查和比較歐盟永久居留權/簽證/公民身份
  - 常見的移民陷阱和誤解
  - 前和專業移民融資規劃建議



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Advising Investment-linked Insurance Products for High Net Worth Clients

[為高端客戶建議投資相連保險計劃]

(M702)

## Course Outline

- Key Features and Classifications
- Using Investment-linked as Product Solutions in Financial Planning for High Net Worth clients
- Comparison of Investment-linked, Traditional Insurance, and Mutual Fund Saving Plans
- Regulations of Investment-linked Business in Hong Kong
- 主要特徵和分類
- 在高淨值客戶的財務規劃中使用投資聯結產品解決方案
- 投資聯結、傳統保險和互惠基金儲蓄計劃的比較
- 香港投資連結業務規例



- Course Duration: 2 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 2 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Risk Management Techniques to Financial Planning for High Net Worth Clients

[高端客戶的財務策劃風險管理技巧]

(M704)

## Course Outline

- Evaluating Risk Tolerance
- Types of Risk
- Risk Management Techniques for High Net Worth Clients
- 評估風險承受能力
- 風險類型
- 高淨值客戶的風險管理技巧



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

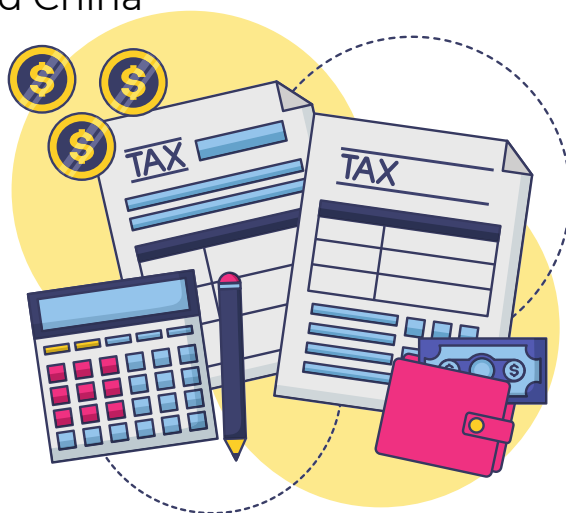
# Overview of Tax Planning Issues of High Net Worth Clients

[高端客戶的稅務策劃概述]

(M705)

## Course Outline

- Recap on Hong Kong Tax System
  - Tax Planning Strategies – Hong Kong & Mainland China
  - Issues of Cross Border Tax Situation
  - Practices in Tax Planning
  - Case Studies
- 
- 香港稅務系統的概括
  - 稅務策劃策略 – 香港及國內
  - 跨境納稅的問題
  - 在稅務策劃過程中的做法
  - 個案研究



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Application of Trust in Wealth Protection and Transfer

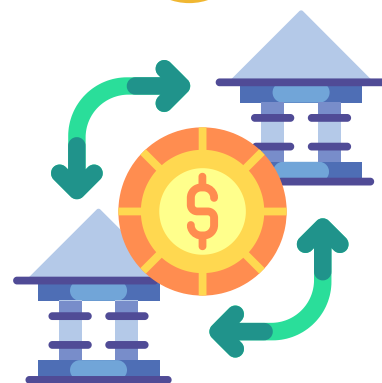
## 【信託在財富保障及轉移之應用】

(M706)

### ► Course Outline

- Does Your Client Really Need a Trust, or Not?
- Testamentary or Will Trust
- Is Professional Trustee a Must for All Trusts?
- Living Trust
- Offshore Trust
- Family Protection Trust
- Different Trust Structures
- The Myth of Trustees Expenses

- 你的客戶真的需要信託嗎？
- 遺囑或遺囑信託
- 專業信託人是否必要？
- 在生信託
- 離岸信託
- 家庭保障信託
- 不同信託架構
- 受託人的費用



► Course Duration: 2 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Wealth Transfer Considerations of High Net Worth Clients

## 【高端客戶財富保存的考慮】

(M707)

### Course Outline

- Potential problems faced by High Net Worth client on wealth transfer
  - Issues of transferring business
  - Estate planning process
  - Practices in estate planning
  - Case studies
- 
- 高資產客戶在財富轉移上所涉及的潛在問題
  - 生意承繼的問題
  - 遺產規劃過程
  - 在遺產規劃過程中的做法
  - 個案研究



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Characteristics of Wealth Management Clients from Key Cities of PRC and Relevant Communication Skills

## 【中國重點城市客戶特色及溝通技巧】

(M708)

### Course Outline

- Overall characteristics of wealth management clients of PRC
- Characteristics and consumer behaviour of wealth management clients of different cities / regions
- Communication skills with wealth management clients of PRC

- 中國財富客戶的整體特點
- 不同城市/地區客戶的行為特徵及特色
- 與中國財富客戶溝通的技巧



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# PRC Clients' Mindset and Needs for Wealth Management Services

【中國客戶心態及對理財服務的需求】

(M709)

## Course Outline

- The mindset of wealth management clients of PRC
- The personal and family financial services needs of wealth management clients
- Latest market developments and challenges
- 中國財富客戶的心態
- 中國財富客戶的理財服務需求
- 中國理財市場的最新發展趨勢、挑戰及商機



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Quantifying Customer's Financial Shortfalls without Financial Calculator

[沒有財務計算器的情況下如何量化客戶的財務虧空]

(M712)

## Course Outline

- Introduction
  - Revisit the traditional ways to quantify financial shortfalls and introduce the new way without using financial calculator
    - Case studies on Protection Planning
    - Case studies on Retirement Planning
  - Exercise
  - Points to Note
- 
- 介紹
  - 重新審視量化財務缺口的傳統方法，並在不使用財務計算器的情況下引入新方法
  - 保護規劃案例研究
  - 退休計劃案例研究
  - 練習
  - 注意事項



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# 10 Common Mistakes in Wealth Management

## [十種常見財富管理謬誤]

(M713)



### Course Outline

- Identify the common mistakes and discuss the remedial actions

1. Common Mistake 1: Can We Walk the Talk?
2. Common Mistake 2: Buy Low Sell High?
3. Common Mistake 3: Are We Rational in Investing?
4. Common Mistake 4: "Supply-driven" Recommendation
5. Common Mistake 5: Are We Managing Risks Properly?
6. Common Mistake 6: Do You Truly Believe in Diversification?
7. Common Mistake 7: How to Calculate Protection Shortfall?
8. Common Mistake 8: No Protection Even With Insurance Coverage (I)
9. Common Mistake 9: No Protection Even With Insurance Coverage (II)
10. Common Mistake 10: Model Risk

- 識別常見錯誤並討論補救措施

1. 常見錯誤 1：我們能言行一致嗎？
2. 常見錯誤 2：低買高賣？
3. 常見錯誤 3：我們投資理性嗎？
4. 常見錯誤 4：「供應驅動」建議
5. 常見錯誤 5：我們是否妥善管理風險？
6. 常見錯誤 6：你真的相信多元化嗎？
7. 常見錯誤 7：如何計算保護缺口？
8. 常見錯誤 8：有保險無保障（一）
9. 常見錯誤 9：有保險無保障（二）
10. 常見錯誤 10：模型風險



Course Duration: 2 hours



Medium of instruction:

Cantonese (supplemented with English terminology)



CPD recognition:

2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Bond Fund Investment and Selling Tips

## [債券基金投資及銷售攻略]

(M714)

### Course Outline

- 3 reasons why customers must consider bond fund investing
- What makes bond fund investing a better option for some customers (vs directly investing in bond)
- Some practical tips in selecting and selling bond fund
- Must-know knowledge
- Market practice sharing

- 客戶應考慮投資於債券基金的三大原因
- 相對於直接投資於債券，債券基金有何獨特優勢？
- 如何選擇適合客戶的債券基金及銷售小貼士
- 債券基金知識庫
- 分享市場基金銷售的做法及經驗



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Handling Common Objections in Asset Allocation

【處理資產分配中的常見異議】

(M715)

## Course Outline

- Common Queries and Objections in Asset Allocation
  1. Which asset class to be invested?
  2. How to decide the allocation percentage?
  3. Diversification is old school of thought?
  4. I prefer investing tactically!
  5. Rebalancing is costly?
- Market Practice Sharing

- 資產配置中的常見疑問和異議
  1. 投資哪個資產類別?
  2. 如何確定分配比例?
  3. 多元化是老派的思想?
  4. 我更喜歡策略性投資!
  5. 再平衡成本高昂?
- 市場實踐分享



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Correcting Bad Investment Habits

## [糾正不良投資習慣]

(M716)



### Course Outline

- Understanding your own investor personality type
- Reviewing common bad investment habits
- Discussing the root cause behind and introducing practical ways to moderate the negative impacts of these habits on investment results

1. Overconfidence Bias
  2. Confirmation Bias
  3. Anchoring and Adjustment Bias
  4. Mental Accounting Bias
  5. Availability Bias
  6. Loss Aversion Bias
  7. Regret Aversion Bias
  8. Endowment Bias
  9. Status Quo Bias
- Conclusion



- 了解你自己的投資者性格類型
- 回顧常見的不良投資習慣
- 討論背後的根本原因並引入切實可行的方法來緩和這些習慣對投資結果的負面影響

1. 過度自信偏見
  2. 確認偏差
  3. 錨定和調整偏差
  4. 心理會計偏差
  5. 可用性偏差
  6. 損失厭惡偏差
  7. 後悔厭惡偏見
  8. 稟賦偏見
  9. 現狀偏見
- 結論



Course Duration: 3 hours



Medium of instruction:  
Cantonese (supplemented with English terminology)



CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Differentiate Your Sales Meeting

[如何讓您的銷售會議與眾不同]

(M720)

## Course Outline

- Winners' attitude
- Habit to success
- Things before the sales meeting
- Financial planning approach

- 贏家心情
- 習慣成功
- 自我約束
- 用心傾聽



Course Duration: 2 hours

Medium of instruction:  
Cantonese (supplemented with  
English terminology)

CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Legal and Regulatory Requirements: Practical Application

[法律和法規要求的實際應用]

(M721)

## Course Outline

- Giving suitable advice
- Disclosure and explanation of advice
- System and control
- Case studies
- Misappropriation of customer assets

- 提供合適的建議
- 建議的披露和解釋
- 系統和控制
- 實例探究
- 挪用客戶資產



- Course Duration: 2 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Private Funds in Hong Kong: Overview and Setup Process

【香港私人基金概述及成立過程】

(M723)

## Course Outline

- Overview of asset management industry in Hong Kong
- Regulatory regime of carrying out asset management activities in Hong Kong
- Setting up an asset management company in Hong Kong
- Setting up an offshore private funds in Hong Kong
- Practical considerations in setting up and managing funds in Hong Kong

- 香港資產管理行業概覽
- 在香港進行資產管理活動的監管制度
- 在香港設立資產管理公司
- 在香港設立離岸私募基金
- 在香港設立和管理基金的實際考慮



Course Duration: 3 hours

Medium of instruction:  
Cantonese (supplemented with English terminology)

CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Wealth Transfer Planning for Clients in PRC – Analysis of Demand and Tools

[國內客戶財富傳承規劃 – 需求與工具分析]

(M724)

## ➤ Course Outline

- Needs and Risks
- Tools and Methods
- Family Trust

- 需求與風險
- 工具與方法
- 家族信託



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Analysis of Recent Situation and Demand of Critical Illness Protection in Mainland China

## 【內地危疾保障現狀與需求分析】

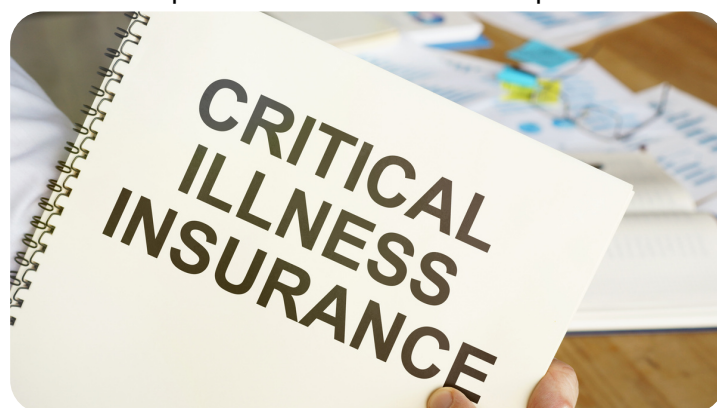
(M726)

### ► Course Outline

- Current Situation of Mainland Insurance Industry
  - Business Status of the Mainland Insurance Market
- Analysis of Mainland Health Insurance Demand
  - Mortality composition of major diseases in mainland population
  - Introduction to the domestic medical insurance system
  - What is social health insurance
  - Features of social medical insurance
  - Commercial health insurance
  - Features of critical illness insurance
  - Demand space for critical illness insurance
- Comparison of Critical Illness Products in Hong Kong and Mainland China
  - Comparison of the shape and characteristics of products in the two places
  - Comparison of rates
  - Comparison of Guarantees
  - Conclusion



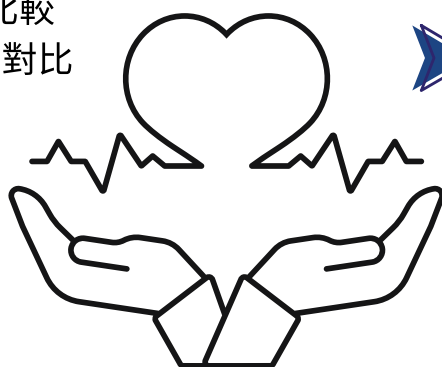
- 內地保險業現狀
  - 內地保險市場業務現狀
- 內地健康保險需求分析
  - 內地人群主要疾病死亡率構成
  - 國內醫保系統介紹
  - 什麼是社會醫療保險
  - 社會醫療保險的特點
  - 商業健康險
  - 重疾險的特點
  - 重疾險的需求空間
- 香港、內地危疾產品之比較
  - 兩地產品形狀與特點之對比
  - 費率之比較
  - 保障之比較
  - 結論



► Course Duration: 2 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
2 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Use of Annuity in Retirement Planning

## 【年金在退休規劃中的運用】

(M727)

### Course Outline

- Basic concept of retirement planning
- Introduction of Annuity
- Various types of Annuity products
- Valuation of Annuity
- HKMC Annuity Plan
- Application of Annuity in retirement planning

- 退休計劃的基本概念
- 年金介紹
- 各類年金產品
- 年金估值
- HKMC年金計劃
- 年金在退休規劃中的應用



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Updates on Compliance Issues

## [合規問題的最新情況]

(MU01)

### ► Course Outline

- Roles and functions of regulatory bodies
  - The Insurance Authority's cooperation with local financial services regulators
  - Updates on Ordinances, Rules, Codes and Guidelines relevant to financial planning industry
  - Regulations and ethics in the financial planning industry
  - Relevant Ethical and Business Conducts
  - Cases Studies
- 
- 監管機構的作用和職能
  - 保險業監管局與本地金融服務監管機構的合作
  - 與財務規劃行業相關的條例、規則、守則和指引的更新
  - 財務規劃行業的法規和道德規範
  - 相關的道德和商業行為
  - 案例研究



► Course Duration: 3 hours

► Medium of instruction:  
Cantonese (supplemented with English terminology)

► CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours



# Understanding RegTech and SupTech

## [了解RegTech和SupTech]

### (MU02)

#### ► Course Outline

- The FinTech Revolution
- RegTech and SupTech: An Overview
- RegTech for Financial Institutions
- SupTech for Regulators
- Implications for Financial Regulations
- Future Development of RegTech and SupTech

- 金融科技革命
- RegTech 和 SupTech：概述
- 金融機構監管科技
- 監管機構的 SupTech
- 對財務條例的影響
- RegTech 和 SupTech 的未來發展



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD hours

# Keeping Pace With the Changing Regulatory Requirement

[如何跟不斷變化的監管要求保持同步]

(MU03)

## Course Outline

- Overview of the Regulatory Framework in Hong Kong
- Regulatory Updates – SFC/ HKMA
- Regulatory Updates – IA/ HKFI
- Regulatory Updates – personal data related
- Cross Border related business in Hong Kong

- 香港監管架構概覽
- 監管更新——證監會/金管局
- 監管更新 – IA/ HKFI
- 監管更新——個人數據相關
- 香港跨境相關業務



- Course Duration: 6 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 6 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours

# Financial Crime Risk Management

## [金融罪行的風險管理]

(MU04)



### Course Outline

- Financial Crime: An Overview
- Financial Crime: Taxonomy
- Financial Crime: Regulatory Requirements
- Financial Crime Risk Management Practices

- 金融犯罪：概述
- 金融犯罪：分類
- 金融犯罪：監管要求
- 金融犯罪風險管理實踐



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Fiduciary Duties when Selling Financial Products

## 【銷售金融產品的受託責任】

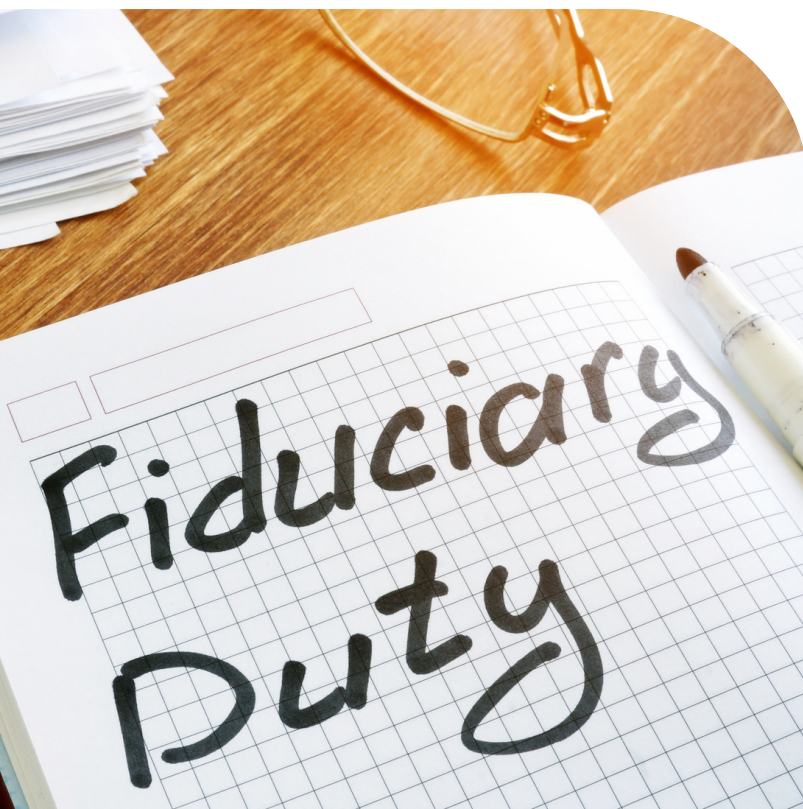
(MU05)



### Course Outline

- What is fiduciary duty?
- Under what situation will fiduciary duty occur?
- Fiduciary duty of
  - a sales personnel
  - the product department
  - a responsible officer/ an executive officer
- How to ensure you have discharged your responsibility

- 什麼是信託義務？
- 什麼情況下會產生信託義務？
- 受託責任
  - 一名銷售人員
  - 產品部
  - 負責人員/執行人員
- 如何確保您已履行職責



Course Duration: 3 hours



Medium of instruction:

Cantonese (supplemented with English terminology)



CPD recognition:

3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours



# Common Reporting Standard and its implications for Financial Planners / Wealth Management Professionals

[常見報告標準及其對財務策劃師/財富管理專業人士的影響]

(MU06)

## ► Course Outline

- Overview and development of CRS
- Essential Features of CRS
- Comparison between FATCA and CRS
- Dos and Don'ts for Financial Planners / Wealth Management Professionals
- Expected timeline
- CRS的概述和發展
- CRS 的基本特徵
- FATCA與CRS的比較
- 理財規劃師/財富管理專業人士的注意事項
- 預期時間表



- Course Duration: 3 hours
- Medium of instruction: Cantonese (supplemented with English terminology)
- CPD recognition: 3 IFPHK CE credits/ SFC CPT/ IA CPD / MPFA Non-core CPD hours



# Financial Crimes: Illustration and Investigation

## 【金融罪行的展示與調查】

(MU07)

### Course Outline

- Global financial crimes and common fraud schemes
- Stages and methods of money laundering in different industries
- Detection and prevention of financial crimes or fraud
- Financial crime investigation
- Case studies

- 全球金融犯罪和常見欺詐計劃
- 不同行業洗錢的階段和方法
- 檢測和預防金融犯罪或欺詐
- 金融犯罪調查
- 實例探究



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Retail Payment System and Money Laundering

## [零售支付系統和洗黑錢問題]

(MU08)

### ➤ Course Outline

- Stored value facilities
- Regulatory framework
- Money laundering
- International development

- 儲值設施
- 監管框架
- 洗錢
- 國際發展



➤ Course Duration: 3 hours

➤ Medium of instruction:  
Cantonese (supplemented with English terminology)

➤ CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Ethics and regulations applicable to insurance industry practitioners

## [保險從業員的道德法規] (MU09)

### ➤ Course Outline

- Ethical principles
  - Code of Conduct requirements
  - Customer protection
  - Corruption prevention
  - Prevention of money laundering and terrorist financing
  - Case studies
- 
- 倫理原則
  - 行為準則要求
  - 客戶保護
  - 預防腐敗
  - 防止洗錢和恐怖主義融資
  - 實例探究



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours

# Regulatory Technology and Artificial Intelligence

[監管科技與人工智能]

(MU10)

## Course Outline

- Artificial intelligence
- Data science
- Machine learning
- Regulatory technology
- Supervisory technology

- 人工智能
- 數據科學
- 機器學習
- 監管技術
- 監控技術



- Course Duration: 3 hours
- Medium of instruction:  
Cantonese (supplemented with English terminology)
- CPD recognition:  
3 IFPHK CE credits/ SFC CPT/  
IA CPD / MPFA Non-core CPD  
hours