



AGENDA

# NAVIGATING VIETNAM'S WEALTH MANAGEMENT BOOM STRATEGIES FOR SUCCESS IN ASIA'S FASTEST-GROWING MARKET

In collaboration with



[olympicbankingsystem.com](http://olympicbankingsystem.com)



# SESSIONS

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**08:30 - 09:00 > Registration and welcome coffee**

**09:00 - 09:10 > Welcome**

*Lone Andersen, LAN Business Consulting*

**09:10 - 09:50 > 30 years of Wealth Management across the world.**

- A look at banks from across the world and their approach to building Wealth Management Services.

*Presenter: Alan Goodrich, ERI*

**09:45 - 10:35 > Servicing the Super rich**

- Why build a Private Bank
- Earning Potential
- Relationship Manager Strategy

*Presenter: Lone Andersen, Founder LAN Business Consulting*

**10:35 - 11:00 > Coffee Break**

**11:00 - 11:45 > Strategies for building Family Offices**

- Developing a client-centric approach
- Leveraging technology for personalized services
- Impact of Singapore Regulatory partnership

*Presenter: Allard de Jong, director Portcullis Trust (Singapore) Ltd*

**11:45 - 12:25 > Strategies for building attractive Wealth Management Services**

- Building Investment Funds, Alternative Investments, Authorised Funds and Produces, Securities and Futures Commission
- Implementing robust risk management and compliance frameworks
- Building regulatory structures for HK Wealth Management that work for the customers

*Presenter: Jeremy Lam, Head Financial Services Practice at Deacons, Hong Kong*

**12:25 > Concluding remarks**

*Followed by*

**Lunch and Networking Reception**