



Cadogan Financial

Understanding the Business of Retail Investment Fund Management Companies 2019

A two-day course for managers and staff joining or working within the retail investment funds sector

15 & 16 May 2019

13 & 14 November 2019

“This was an excellent course with very relevant content. Probably the only course I have attended where I found everything so easy to understand. I will definitely be recommending the course to my colleagues.”

Claire Swain, Head of Business Management for Retail Distribution at LGIM

Key Learning Objectives:

- Understand the regulatory environment within which retail investment funds, their managers and service providers operate
- Be aware of different retail fund structures and their operational implications
- Comprehend key international and domestic trends and the impact of ‘wrappers’, taxation and accounting policies on retail funds
- Understand the mechanics of marketing, distributing, managing and administering retail investment funds
- Be aware of the connectivity of the business and influences on profitability

Course Background:

The course has been designed by Cadogan Financial Ltd to address the needs of managerial level entrants to the retail investment fund management business and those who wish to gain a greater understanding of the range of activities undertaken within the sector. It comprises a concise yet comprehensive overview of the principles and mechanics underlying the successful operation of retail investment fund management businesses in the UK market within an international context. Prior knowledge of financial terminology is an advantage.

The course has proved invaluable to more than 1760 delegates who have attended since its launch in 2000, which includes repeat bookings from over 125 companies.

Key Learning Objectives:

Those who would benefit from attending include managers working within the sector who wish to broaden or refresh their knowledge, management level new entrants, and employees on 'fast track' programmes working for:

- Fund management companies
- Fund service providers, such as custodians, trustees and depositaries, administrators and registrars
- Legal, accountancy, management consulting, IT and training firms providing services to the sector
- PR, marketing, advertising, direct mail, compliance and design firms working with fund management firms and their service providers
- Fund information providers and fund supermarkets and platforms
- Companies that operate funds of funds

What previous delegates have said:

"Excellent course and full of useful information. A good balance of styles between the two presenters. Best course I have ever attended!"

"The quality of the presenters' knowledge is exceptional. They have been able to explain concepts and terminology that I have heard for many years but never completely understood."

"I would recommend this course to any new joiners in retail. It gives a very good basis of understanding on which to build."

"The written materials were sophisticated and well presented, as was everything else. The materials will be great to keep and refer to."

"Possibly the best course I have ever been on – full of small light bulb moments that collectively will be of great value."

Trainers:

The trainers are Sally Buxton and Mark St Giles, directors of Cadogan Financial Ltd. Both have a proven industry track record and are experienced trainers. Mark has been both Chairman and Managing Director of asset management businesses and is an ex-Chairman of the Unit Trust Association, a predecessor organisation to The Investment Association. Sally has worked as a strategic adviser to governments, fund regulators, fund management companies and their trade associations and fund service providers internationally for over twenty years. They are the authors of *Managing Collective Investment Funds* (fifth edition published November 2017).

Pre-course Materials:

Participants will be provided with pre-course materials which comprise a basic guide to key roles and fund structures and a glossary of terms. This material should be studied prior to attending, otherwise maximum value may not be attained.

Course Work:

Delegates will be given a brief (maximum twenty minutes) overnight test to complete in time for day two, designed to test understanding of the valuation session on day one.

Key Learning Objectives:

Day 1	Time	Title
	08.30	Registration and coffee
	09:00	Introduction to the course: objectives and outcomes; delegate objectives; context
	10:00	How the investment fund management business works
	10:45	Break
	11:05	Fund operational structures and their implications
	11:50	Regulatory framework and its implications
	12:35	Lunch
	13:35	Worldwide trends and the impact of 'wrappers'
	14:20	Investment styles and their implications
	15:20	Break
	15:40	Fund valuation: the key to funds' operation
	16:25	How funds are marketed and distributed
	17.30	Close
Day 2	Time	Title
	09:00	Fund charging and pricing structures
	10:00	How sale and redemption works
	10:45	Break
	11:05	Key aspects of fund accounting
	11:50	Fund taxation and why it matters
	12:35	Lunch
	13:35	Group exercise using Key Investor Information Documents (KIIDs)
	13:50	Creating and managing different types of funds
	14:35	Communicating with fund investors
	15:20	Break
	15:40	Building a successful investment fund business
	16:20	Results of group exercise using Key Investor Information Documents (KIIDs)
	16:45	Looking to the future
	17:30	Close

2019 Course Dates:

UIFB89 15 & 16 May: The Beauchamp Hotel, 24-27 Bedford Place, London WC1B 5JH
UIFB90 13 & 14 November: The Beauchamp Hotel, 24-27 Bedford Place, London WC1B 5JH

Course Price:

This training course has been developed especially for managerial staff of retail investment fund management businesses and their service providers. The cost of the course is £995 plus VAT per delegate for the The Investment Association members and is £1,200 plus VAT for non-members.

This includes the advance pack and delegate pack as well as coffee, lunch and tea on both days and a copy of *Managing Collective Investment Funds*. **Accommodation costs are not included.** Payment must be made in advance of attendance at the course. Refunds will only be made upon cancellation if such cancellation takes place more than 10 working days in advance of the relevant course date and will be payable at 50% of the course price. Alternates may be named at any time prior to the course commencing.

In-house Courses:

This two-day course can also be delivered in-house and can be specifically tailored to the needs of individual organisations.

“The course was customised, based on our retail product range, and expertly delivered. It was particularly suited to meeting our staff’s learning needs.”

AXA Investment Managers

“A well structured course tailored to the needs of the delegates, an excellent introduction to investment fund management particularly useful to those new to the industry.”

L&G Retail Investments

Information and Booking:

For quotations for in-house courses or for further information contact Angela Burgess at Cadogan Financial Ltd.

Tel: 020 8693 9040

Email: angela@cadoganfinancial.co.uk

www.cadoganfinancial.co.uk