

DEPAUL UNIVERSITY

CONTINUING AND PROFESSIONAL EDUCATION

WEALTH MANAGEMENT – MANAGING RISKS AND MANAGING ADVISORS



A TWO-DAY WORKSHOP ON MARCH 19-20, 2009



WEALTH MANAGEMENT FOR HIGH NET WORTH INDIVIDUALS

Maintaining and expanding your wealth can be difficult. It requires a completely different skill set than creating wealth. What makes the process even more difficult is the lack of understanding and reliance on a trusted advisor, combined with intimidating presentations, varying professional opinions, and biased financial advice. In this workshop, wealth owners and their families will learn how to manage their wealth efficiently and build productive relationships with their advisors.

This workshop takes an integrated and strategic approach to total wealth management—including investment products, alternative strategies, taxation, family legacy, estate planning and financial advice. The workshop is designed for those with financial investments, who want to gain clear, unbiased, financial knowledge.

What You Will Learn

- How to define your financial and family objectives, and use them to design a wealth management strategy that is consistent with your values and is based on your priorities
- How to select an investment strategy that is realistic, prudent, and tax efficient
- The structures of the investment and wealth management industries
- How to select the firm, products, strategies, fees and even the individual advisors who are right for you and your family
- Issues and options in multigenerational estate planning
- How to build good reporting and accountability into your relationships with your advisors

This interactive and dynamic two-day workshop incorporates case studies and lectures. In addition, private consultation is available to workshop participants.

Topics include:

- Translating your values into practical financial goals
- Investment Strategy and execution—what works and what doesn't
- Reporting, performance evaluation, and accountability
- Selecting the right advisors—the financial administrator's role
- Governance and other aspects of managing family dynamics

Instructional Methods

Faculty members present topics in a variety of ways, including lectures and case studies.

Who Should Attend

Designed for individuals and families of wealth, the workshop will be particularly useful to those:

- Anticipating significant liquidity events, whether through the sale of a company, inheritance, or other major wealth transition
- Dissatisfied with their current wealth management process
- Struggling to take shared responsibility for the management of their wealth
- Who lack confidence and feel at a disadvantage when communicating with Investment Advisors

For the purposes of this course, an affluent investor is any individual, family, or institutional investor with more than \$1 million of investment assets. This program is not intended for Investment Advisors.

Individuals should consult their personal tax advisor or attorney for matters involving taxation and tax planning, and their attorney for matters involving personal trusts and estate planning.

CLASS TOPICS

DEVELOPING CONFIDENCE

The financial industry can be confusing and intimidating, leaving many investors at a disadvantage and unable to communicate effectively with their advisors. This course demystifies the investment process, giving participants confidence.

EVALUATING YOUR INCOME NEEDS

Most people significantly underestimate the amount of income needed to maintain their desired lifestyle during retirement. Inflation, taxes, investment expenses, and the fact that people are living longer are often overlooked. This course helps you assess your requirements.

HANDLING EMOTIONS AND EVALUATING OPINIONS

Will stocks go up this year? Is the world economy stable? Ask five different advisors and you will likely hear five different answers. Differentiate the noise from fact and take control.

CHASING PERFORMANCE

Many people choose to invest in buzz-generating stocks, money managers, or mutual funds. Knowing what information to ignore is just as important as knowing what to listen to. Learn what criteria are relevant for you when choosing appropriate investments.

EVALUATING PERFORMANCE

Recognize the level of risk associated with your investment returns. Positive returns during a bull market do not necessarily correlate with stability during a bear market. A realistic measuring stick helps you critically evaluate your returns and avoid major errors.

MANAGING VOLATILITY

Return is important but so is risk. The timing of your return is significantly more important than its long-term average. Measure the volatility you have to tolerate to achieve the return you want or need.

CREATING AN INVESTMENT POLICY STATEMENT

If you have substantial assets, you can't afford to be anything but business like with your investments. You need to create a business plan. Learn how an investment policy statement is essential for clear communication and understanding between you and the parties advising you with your investment decisions.

FOCUSING ON TAXATION

Learn how to evaluate the tremendous differences between before-tax and after-tax returns.

DIVERSIFICATION

Diversification may be the most overused and least-understood word in the investment world. The proper use of diversification and correlation may simultaneously help reduce volatility and enhance returns.

UNDERSTANDING INVESTMENT EXPENSES

Explore a wide range of financial services and discover which ones are right for you. Look into the different layers of fees associated with investments. It is essential that you understand everything that you are paying for.

INSTRUCTORS

Walter Clarke, CIMA, CIMC

Walter Clarke is president of a registered investment advisory firm, where he runs a wealth management group. He earned the designation of Certified Investment Management Analyst (CIMA) through the University of Pennsylvania's Wharton School of Business and is recognized by the Investment Management Consultants Association (IMCA). Mr. Clarke is certified by the Center for Fiduciary Studies at the Katz School of Business, University of Pittsburgh, to conduct investment fiduciary audits of endowments, foundations, and 401K plans. He advises trustees, attorneys, and CPAs on their fiduciary liability in management investment decisions. He is a member of the IMCA, co-founder of the Center for Wealth Management, and a frequent lecturer at Arizona State University and the University of San Diego.

Bruce Emken, CFA, CIMA

Bruce is the Regional Director for the Southwest Region of Goldman Sachs, working with the top wealth management firms in the area. Bruce received his B.S and M.S. degrees from University of Illinois in 1991 and 1992. He received the CIMA certification after attending the IMCA program at the Wharton School of Business in May of 2003.

Jay P. Tarshis

Jay Tarshis is a partner in Arnstein & Lehr's Chicago office. His practice focuses on estate planning and administration, ERISA, employee benefits, and general corporate law. Mr. Tarshis' estate planning practice is concentrated on inter-generational wealth planning for family business owners and high net worth individuals. He is a member of the Chicago, Illinois State, and American Bar Associations, and was elected to the "Leading Lawyer Network" for estate planning attorneys.

Michael Toporek

Michael Toporek is the Managing General Partner of Brookstone Partners, a private equity firm. Mr. Toporek founded Brookstone Partners in 2003 and helps to manage all aspects of the firm's activities. He is primarily responsible for investment decisions and portfolio company management and development. In addition, Mr. Toporek also appears regularly as a commentator on CNBC.

REGISTRATION FORM

**YES! REGISTER ME FOR WEALTH MANAGEMENT AT
DEPAUL UNIVERSITY**

Online:

cpe.depaul.edu/wealth

Fax registration form to:

(312) 362-8764

Call:

(312) 362-5321

Mail or walk in:

DePaul University, CPE
25 East Jackson, Suite 1600
Chicago, IL 60604-2216

Early Registration is Recommended!

Name

Spouse or Companion

Mailing Address

City

State

Zip

Daytime Phone

Date of Birth

Email Address

2-Day Class 03/19/09-03/20/09 8:00am-5:00pm Fee: \$995 (Single); \$1095 (Couples)

**Location: University Center
525 S. State Street
Chicago, IL 60605**

PAYMENT METHOD **(Payment must be received at the time of registration)**

Check (payable to DePaul University CPE)

Visa

MasterCard

Discover

American Express

Credit Card Number

Expiration Date

Authorizing Signature

Refund: A \$75 charge is withheld from all refunds (full refund if course is cancelled, discontinued or rescheduled). Refund requests must be sent in writing seven calendar days before the course begins.

DePaul's complete registration and student policies can be found on our website at cpe.depaul.edu. We reserve the right to substitute instructors, change the day and location that programs meet, and cancel programs due to insufficient enrollment or unforeseen events.