



Rising disposable income and accumulation of wealth amongst the affluent class has provided impetus to "Wealth Management" as a key financial service. This discipline requires a thorough understanding of financial planning process, as well as, of financial products including equity, banking and fixed income, insurance, real estate, art, derivatives and structured products. A holistic approach to formulating a client-specific solution is essential for sustaining and increasing wealth in the long run.

This book explains the process and various steps involved in managing wealth. Written in a simple language, it facilitates easy comprehension. Case studies and numerical examples have also been used throughout to explain various concepts and methods of wealth management.

Chapter 1 introduces the theme: the wealth management and investment processes, and current global and Indian wealth management markets.

Chapter 2 discusses client goals and client profiling. It covers various types of clients and their goals based on risk perceptions. A sample questionnaire to gather the data and information on client profiling is also included.

Chapter 3 describes the importance of client education for helping clients understand the investment process and risk-return profiles associated with different types of investments.

Chapter 4 covers various asset classes, risk-return profiles of each asset class and its characteristics. Equity, fixed income, derivatives and structured products, mutual funds, real estate, art, and commodities are also discussed in detail.

Chapter 5 discusses the importance of insurance in the wealth management process. Types of insurance policies, uses and different policy options based on the client-specific needs have been included.

Chapter 6 covers retirement planning, its objectives and avoidable mistakes in retirement planning with a case study.

Chapter 7 discusses estate planning, its role and tools, and the importance of preparing a will.

Chapter 8 discusses the philosophy behind the wealth management process and some tips on how to prepare a wealth management strategy.

An appendix provides sample questionnaires to be used while assessing information from the client and developing a wealth management plan.

The book will be useful to wealth managers, financial planners, financial advisors, fund managers, CEOs, and CFOs. The book will be equally beneficial to MBA, CFA and CA students, and teachers.