

Course : AI and Wealth Management in Banking

Optimize your wealth management advice, appointment preparation, and compliance

Practical course - 2d - 14h00 - Ref. IGP

Price : 1650 CHF E.T.

NEW

Artificial intelligence is gradually transforming the wealth management industry by providing new tools to analyze clients' financial situations, prepare for client meetings, produce high-quality documentation, and enhance sales efficiency. Without replacing the advisor's expertise, it saves time on low-value-added tasks, improves the personalization of recommendations, and ensures more reliable preparation of client files. This training course provides a practical overview of AI applications in wealth management while incorporating the regulatory, ethical, and confidentiality requirements specific to the banking sector.

Teaching objectives

At the end of the training, the participant will be able to:

- ✓ Identify relevant use cases for artificial intelligence in wealth management activities
- ✓ Using AI to Prepare for a Wealth Management Meeting and Produce High-Quality Professional Documents
- ✓ Leverage AI to improve needs assessment, market intelligence, and customer relations while maintaining a critical mindset
- ✓ Ensuring the secure use of AI in light of regulatory, privacy, and banking compliance requirements
- ✓ Develop an action plan to integrate AI into daily operations in a sustainable way

Intended audience

Wealth management advisors, private bankers, wealth advisors, branch managers, wealth management client managers, wealth management specialists, and banking network professionals specializing in wealth management clients.

Prerequisites

None

PARTICIPANTS

Wealth management advisors, private bankers, wealth advisors, branch managers, wealth management client managers, wealth management specialists, and banking network professionals specializing in wealth management clients.

PREREQUISITES

None

TRAINER QUALIFICATIONS

The experts leading the training are specialists in the covered subjects. They have been approved by our instructional teams for both their professional knowledge and their teaching ability, for each course they teach. They have at least five to ten years of experience in their field and hold (or have held) decision-making positions in companies.

ASSESSMENT TERMS

The trainer evaluates each participant's academic progress throughout the training using multiple choice, scenarios, hands-on work and more. Participants also complete a placement test before and after the course to measure the skills they've developed.

Practical details

A mix of methodological input, demonstrations, case studies inspired by the wealth management industry, individual exercises, pair work, and collaborative workshops. Use of prompt templates, fictional wealth management portfolios, report templates, and supporting materials.

Course schedule

1 Understanding the Benefits of AI in Wealth Management

- Identify the different categories of artificial intelligence and their applications in the banking industry
- Distinguish between use cases suitable for wealth management advice and those that should be avoided
- Analyze the benefits, limitations, and risks of AI in the counseling relationship
- Discover the leading generative AI tools and assistants available in a professional setting
- Assessing the Impact of AI on the Wealth Management Profession and Changes in Practices

Hands-on work

Collaborative mapping of a wealth management advisor's activities. Working in small groups, participants categorize their daily tasks based on their potential for automation, automation support, or tasks requiring exclusively human intervention. Guided demonstrations of several AI tools using real-world examples from the banking sector. Group debriefing to identify expected benefits and observed limitations.

2 Effectively Prepare for Wealth Management Meetings with AI

- Organizing the Collection of Relevant Information Before a Client Meeting
- Using AI to Synthesize Complex Heritage Documents
- Develop discovery questionnaires tailored to the client's profile
- Generate customized summaries, reports, and maintenance schedules
- Organize an AI-assisted economic, tax, and regulatory monitoring program

Hands-on work

Case study in pairs based on a fictional wealth management case. Participants use AI to prepare for a client meeting: summarizing the client's financial situation, identifying key considerations, developing discovery questions, and creating a meeting plan. Group presentation with a critical analysis of the results and refinement of the prompts used.

TEACHING AIDS AND TECHNICAL RESOURCES

- The main teaching aids and instructional methods used in the training are audiovisual aids, documentation and course material, hands-on application exercises and corrected exercises for practical training courses, case studies and coverage of real cases for training seminars.
- At the end of each course or seminar, ORSYS provides participants with a course evaluation questionnaire that is analysed by our instructional teams.
- A check-in sheet for each half-day of attendance is provided at the end of the training, along with a course completion certificate if the trainee attended the entire session.

TERMS AND DEADLINES

Registration must be completed 24 hours before the start of the training.

ACCESSIBILITY FOR PEOPLE WITH DISABILITIES

Do you need special accessibility accommodations? Contact Mrs. Fosse, Disability Manager, at psh-accueil@orsys.fr to review your request and its feasibility.

3 Produce high-quality heritage documentation and strengthen customer relationships

- Write letters, emails, and informational notes tailored to different customer profiles
- Generate educational explanations about savings, investment, and estate planning products
- Create customized presentation materials to support the recommendations
- Tailor communication to the client's financial goals, level of knowledge, and expectations
- Verify the quality, consistency, and relevance of AI-generated content

Hands-on work

Individual workshop followed by group work. Each participant produces several professional documents (follow-up email, simplified wealth summary, explanatory sheet on a wealth management mechanism, presentation of an investment scenario). The documents are reviewed as a group to identify potential improvements, risks of error, and best practices for human validation.

4 Improving Your Analysis and Productivity

- Structuring a wealth analysis using AI-assisted questioning methods
- Compare different financial planning scenarios based on assumptions defined by the advisor
- Organizing Knowledge and Capitalizing on Best Practices Through AI
- Building Customized Assistants for Recurring Document Preparation Tasks
- Develop prompting methods tailored to wealth management advisory activities

5 Develop an investment strategy and analyze financial performance

- Identify the benefits of AI in developing an investment or wealth management strategy
- Use in-depth securities analysis tools to assess the quality and risks of investments
- Compare different investment vehicles using benchmarks to assess their suitability
- Leveraging AI to synthesize financial information useful for decision-making
- Develop investment strategies tailored to the client's profile and financial goals
- Verify the reliability of the analyses produced and make recommendations in accordance with the regulatory framework

6 Ensuring the Safe Use of AI in a Regulated Banking Environment

- Identify the confidentiality requirements applicable to financial data
- Incorporate the principles of the GDPR and the implications of the AI Act based on how AI is used
- Verify the information generated by AI before using it in advisory services
- Define the rules for governance and validation of user-generated content
- Develop a roadmap for the responsible integration of AI into your business

Hands-on work

A group case study covering several real-world or practice-inspired scenarios: use of sensitive information, generation of an incomplete recommendation, AI hallucination, regulatory error, and use of a tool not validated by the institution. Participants identify the risks, propose preventive measures, and then individually develop their action plans for implementing AI in their work.

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Dates and locations

REMOTE CLASS

2026 : 7 Dec.

2027 : 1 Apr., 28 June, 20 Sep., 6 Dec.