

THE FINANCIAL SERVICES INDUSTRY

G L O B A L S U M M I T

The combined annual conference of The Offshore Institute, The Royal Society of Fellows and The American Academy of Financial Management



Royal Society Of Fellows



- Global policy issues: competition, regulation, taxation
- Clients: where are they? Who are they?
- Preventing your risks
- Exploring creative solutions to fulfill clients' needs
- Education is no longer an option

CHAIRMAN:

Samuel M. Lohman

President Emeritus, The Offshore Institute, Co-President of The Royal Society of Fellows, Co-Director, The Financial Services Institute

WITH THE EMINENT PARTICIPATION OF:

Prof. Robert Munro
Co-President,
The Royal Society of
Fellows

Prof. George S. Mentz
Chairman,
The American Academy of
Financial Management

E. Jerry James
President,
The Offshore Institute

AND:

Daniel Mitchell
Mark Weintrub
Brett King

Prof. William Carney
Paul Backhouse
Alexander A. Bové Jr.

Howard Fisher
David Chong
Philip Marcovici

Press partner:

L'AGEFI
LE QUOTIDIEN SUISSE DE L'ÉCONOMIE

9TH & 10TH DECEMBER 2004, GENEVA

THURSDAY 9TH DECEMBER 2004

8.45 | **Samuel M. Lohman**, Principle, Law Firm Lohman, President Emeritus, The Offshore Institute, Co-President of The Royal Society of Fellows, Co-Director, The Financial Services Institute

9.00 | **TO BE CONFIRMED: Jeffrey Owens**, Director of Centre for Tax Policy and Administration, Organisation for Economic Co-Operation and Development (OECD)

9.20 | **Daniel Mitchell**, Heritage Foundation

9.40 | **TO BE CONFIRMED:** Financial Action Task Force on Money Laundering (FATF GAFI)

10.00 | **TO BE CONFIRMED:** FINCEN

10.20 | **TO BE CONFIRMED:** British Overseas Territories

11.00 | **TO BE CONFIRMED: Pierre Mirabaud**, Partner, Mirabaud & Cie, Chairman, Swiss Bankers Association

11.20 | **TO BE CONFIRMED: Dr. Gilbert Morris**, Director, Landfall Centre, Nassau

11.40 | **Mark Weintrub**, Schultz & Associates, PC

13.40 | **TO BE CONFIRMED:** Boston Consulting Group / Fritz Kaiser, 21i.net

14.00 | **Brett King**, Director International, American Academy of Financial Management (AAFM)

14.20 | **TO BE CONFIRMED: R. Dyke Benjamin**, Director, Lazard Asset Management

14.40 | **TO BE CONFIRMED: Darius Nowak**, PricewaterhouseCoopers, Zagreb

15.20 | **TO BE CONFIRMED: Guillermo Aureano**, Consultant, Professor, University of Montreal

15.40 | **Samuel M. Lohman**

16.00 | **TO BE CONFIRMED: Tom Cash**, Kroll

16.20 |

16.40 |

Introduction by the Chairman*GLOBAL POLICY ISSUES: COMPETITION, REGULATION, PRIVACY, TAXATION***Providing a level playing field for financial services: the tax dimension****Financial service industry policy: current state of play and the role of competition****The changing face of money laundering techniques and terrorist financing****Fighting money laundering: the US perspective****The regulation of the British Overseas Territories: the new orientations****Privacy vs Anti-Money Laundering: a false and dangerous debate****International due diligence issues, sovereignty and other important issue facing the international financial service industry****Sarbanes Oxley Act and creeping US Government regulation into international markets and financial service Industry***CLIENTS: WHERE ARE THEY? WHO ARE THEY?***Where is the industry target market ?**

High net worth individuals
International businesses

Wealth management - changing market and consumer sophistication**Capitalism and Islamic finance****The opportunities of Eastern European countries for private banking***PREVENTING YOUR RISKS***Finance and drug trafficking: facts and interpretations****Money laundering hot topics**

Overzealous reporting
Employee risk / liability and job loss

Anti-money laundering strategies**Concluding remarks by the chairman****End of the first day****Time table**

8.45		Registration
10.20		Coffee break
12.30		Lunch
15.40		Coffee break
17.30		End of the session

FRIDAY 10TH DECEMBER 2004

8.45 | **Samuel M. Lohman**, Principle, Law Firm Lohman, President Emeritus, The Offshore Institute, Co-President of The Royal Society of Fellows, Co-Director, The Financial Services Institute

9.00 | **TO BE CONFIRMED:** Deloitte

9.20 | **Prof. William Carney**

9.40 | **Paul Backhouse**, Managing Director, Cogent Limited

10.00 | **Alexander A. Bové Jr.**, The Law Firm of Bove & Langa

10.40 | **Howard Fisher**, Attorney-At-Law, Fisher & Clinco, Beverly Hills California
David Chong, Singapore
TO BE CONFIRMED: Peter Economides
Howard Bilton, Sovereign
David Barron, Oceanic Client Services (UK) Limited
Denis Kleinfeld, Principle, The Kleinfeld Law Firm, United States Virgin Islands, Miami, and Moscow

13.40 | **Brett King**, Director International, American Academy of Financial Management

14.00 | **Philip Marcovici**, Partner, Baker & McKenzie, Zurich

14.20 | **Prof. Robert Munro**, Co-President, The Royal Society of Fellows
Prof. George S. Mentz, Chairman, The American Academy of Financial Management
TO BE CONFIRMED: William Howarth, The International Compliance Association, The Society of Trust and Estate Practitioners
Dr. Michael O'Neal, Financial Services Institute
Malcolm Hosking, Head of Programmes, University of Bournemouth
William Byrnes, St Thomas University, Miami
Professor Conder, Guernsey Training Agency
University of Manchester

16.00 | **Prof. George S. Mentz**

16.30 | **E. Jerry James**, President, The Offshore Institute

16.30 | **Prof. Robert Munro**

17.00 |

Introduction by the Chairman

EXPLORING CREATIVE SOLUTIONS TO FULFIL CLIENTS' NEEDS

Products and services for international private wealth and corporate planning: an analysis of current trends and future needs

Marketing and customer implications of bringing offshore onshore

Offshore Insurance

Creative intra-family transactions involving the purchase of variable universal products

PANEL DISCUSSION

International wealth management strategies: what does and does not work ?

EDUCATION IS NO LONGER AN OPTION

The state of international education in finance: harmonization, ethics and more

Training and Education of Swiss and other, Private Bankers in the ever increasingly transparent and complex world

Global Transparency and Banking Secrecy: What do High Net Worth Families Really Need?
 The Changing Role of the Relationship Manager
 The Private Banking Delivery Team: The Relationship Manager, the Wealth Planner, the Compliance Officer, the Portfolio Manager, and the Corporate Bank

Training and Education: What is Required?
 Switzerland and Global Training - Yet Another Lost Opportunity
 Knowledge Management and the Private Bank
 Tacit Knowledge and its Exploitation
 Online and Live Training
 Training of Clients of Private Banks

ROUND TABLE:

Education is no longer an option: what is required and how do you meet these responsibilities ?

ASSOCIATIONS

Associations Statement

PARALLEL SESSIONS:

Annual General Meeting of the Offshore Institute

Annual General Meeting of the Royal Society of Fellows

End of the conference

PRACTICAL INFORMATION

How to register:

by phone : +41 22 849 01 11

by fax: +41 22 849 01 10

by e-mail: info@academyfinance.ch

by post: Academy & Finance SA,
CP 6069, CH-1211 Geneva 6

Fees

We offer Early-Bird Discount for registrations and payment received before 1st October 2004.

Offshore Institute (OI), American Academy of Financial Management (AAFM) & Royal Society of Fellows (RSOF) Members may have special reduction on the registration fees.

OI, AAFM & RSOF Members

	Early-Bird Price	Standard Price
Full Program including dinner	950 USD	1100 USD
Day1	590 USD	750 USD
Day2	590 USD	750 USD
Dinner	120 USD	150 USD
Ski week end	1250 USD	1500 USD

Non Members

	Early-Bird Price	Standard Price
Full Program including dinner	1200 USD	1350 USD
Day1	690 USD	850 USD
Day2	690 USD	850 USD
Dinner	150 USD	170 USD
Ski week end	1500 USD	1700 USD

Extracurricular and Amenities

in Megeve on 11 & 12 December in one of the best hotels, the Lodge Park (****). The fee includes: nights of 10 and 11 December at the Lodge Park, travel in VIP bus Geneva-Megeve, dinners on 10 and 11 December. Ski rental is not included. Hotel rooms have been booked for 60 people at the Lodge Park: it is strongly recommended to book as early as possible.

Arranged reservations for the lunches, coffee breaks and also a dinner on the evening of 9 December. For more information on Megève:

www.megeve.com

Registration and payment

After your registration, you will receive a bill. Please indicate your bill number when you make the payment. By bank transfer to the benefit of Academy & Finance SA UBS Genève: in Swiss francs (CHF): 240/325.206.01H ; in euro : 240/325.206.02G Payment must be received before the conference date to guarantee admission.

Cancellation

A total refund (less an administrative fee of 250 CHF 165 €) will be made in the event of cancellation if a notice of cancellation is received before 15th September 2004. A 50% refund will be given if received by 24th September 2004. No refund will be given after this date.

Substitution

Substitutions from the same company are accepted.

Hotel accommodation

Blocks of rooms have been reserved at preferential rates at different hotels in Geneva.

Accommodation booking information will be sent on request.

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REGISTRATION FORM

YES, I register to the « The Financial Services Industry Global Summit » and I choose:

Thursday 9th December 2004 Friday 10th December 2004

For your convenience, you can register by telephone: + 41 22 849 01 11

Name and surname

Position

Employer

Address

Postcode City Country

Tel Fax

E-mail

I would like to receive your booklets by e-mail

I wish to pay by: Credit card Bank Transfer Cheque

Please debit CHF

Mastercard VISA AMEX Business card Personal card

Card No: _____ / _____ / _____ / _____ Expiry Date : ____ / ____

Dated Signature

The organisers reserve the right to change the programme if, despite their best efforts, circumstances oblige them to do so.