

# Money Management

**SYDNEY**

Thursday 17 May 2012  
Dockside, Sydney

## SMA, ETFs, Direct Investing 2012

Highlights of the CPD accredited workshop include:

### *Research Update*

The latest SMA and Direct Equities research and findings from Investment Trends

### *Managed Accounts – a new or false dawn?*

Managed Accounts give investors greater access to a portfolio of shares that are professionally managed and reported on in a cost effective manner. This session will look at SMA, IMAs and UMAs.

### *ETFs – something big?*

Exchange Traded Funds are one of the fastest growing categories of investment products in the world. How do you implement a client ETF strategy and use ETFs in building a portfolio?

### *Understanding ETF synthetic structures*

Synthetic ETFs allow replication of the index using derivatives as opposed to owning the physical assets. One motivation for using synthetic structures to replicate the index could be to reduce costs.

### *Direct Equities*

- Implementing a client strategy for direct share investing
- Working with aligned professionals
- Share broking technology/research
- How to manage direct portfolios efficiently and scalably

### *Direct Fixed Interest Investing*

There is a lot of interest in new products like subordinate notes and hybrids that are appearing in the market.



**Earn**  
**CPD points**  
9-10 points  
expected

Silver partnership



**Authoritative, independent  
and relevant education for  
Financial Planners**

# Money Management



*Jayson Forrest,  
Money Management  
Education*

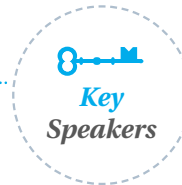
Money Management invites you to attend the second seminar in its 2012 Education series.

The Direct Investing workshop will cover off on Managed Accounts, ETFs, Direct Equities, and Direct Fixed Interest Investing.

Much effort has gone into selecting dynamic and authoritative speakers, ensuring this workshop is informative and practical.

I sincerely hope the content in this workshop significantly benefits you in your day-to-day practice.

*Earn CPD points* { *expected 9-10 points* }



## **Tim Bradbury**

Tim has more than 20 years experience in Australian financial services, with the last seven years specialising in ETFs and Exchange Traded Products (ETPs). He co-launched and managed the team which initiated iShares ETFs in Australia and has seen the Australian ETF industry grow to more than 60 funds and in excess of \$5 billion in assets.

## **Jon Reilly**

Jon has worked as a Financial Planner and more recently, he has had operational responsibility for the Individually Managed Account (IMA) service of a leading private wealth advisory firm. Jon has extensive experience in the day-to-day management of an IMA service, including portfolio modelling, trading and settlement. He is a leading commentator on Managed Accounts.

*For other speakers please visit website  
[www.moneymanagement.com.au](http://www.moneymanagement.com.au)*

*For sponsorship opportunities,  
contact **Brad Lawson** on (02) 9422 2695*

# Sydney

Thursday 17 May 2012

## 8:00am: Registration

## 8:30: Welcome

### 9:00am: Research Update

The latest SMA and Direct Equities research and findings from Investment Trends.

- What are the trends?
- What are planners doing?
- What is driving change – cost, flexibility, transparency, tax-effectiveness?

### 9.40am: Managed Accounts – A new or false dawn?

Managed Accounts give investors greater access to a portfolio of shares that are professionally managed and reported on in a cost effective manner. This session will look at SMAs, IMAs and UMAs.

## 10.30am: Morning tea

### 11.00: ETFs – something big?

Exchange Traded Funds are one of the fastest growing categories of investment products in the world.

### 11.50: Understanding ETF synthetic structures

Synthetic ETFs allow replication of the index using derivatives as opposed to owning the physical assets. One motivation for using synthetic structures to replicate the index could be to reduce costs.

## 12:40pm: Lunch

### 1.30pm: Direct Equities

- Implementing a client strategy for direct share investing
- Working with aligned professionals
- Share broking technology/research
- How to manage direct portfolios efficiently and scalably
- How do planners charge?

### 2.20pm: Direct Fixed Interest Investing

There is a lot of interest in new products like subordinate notes and hybrids that are appearing in the market. How do they compare to fixed interest alternatives?

### 3:10pm: Panel discussion: How do I add alpha for a client?

By looking at direct investing opportunities, can advisers add alpha for their clients? Includes active vs passive management, cost, complexity, platforms and scalability.

## 4:00pm: Closing Remarks and Workshop Wrap Up

## 4:15pm: Drinks and Networking

## Comments

By Attendees from the 2011  
Money Management Education  
Seminar

*“Lots of info for CPD  
Points earned”*

*“Really good diversification  
of sessions”*

# Money Management



How to Register

**ONLINE:**

Go to [www.moneymanagement.com.au/eventlist.aspx](http://www.moneymanagement.com.au/eventlist.aspx) and follow the prompts.

**MAIL:**

Post your completed registration form to:  
Money Management Seminars  
Locked Bag 2999  
Chatswood DC NSW 2067

**PHONE:**

Call (02) 9422 2896 to register over the phone.

**Dockside**

Balcony Level, Cockle Bay Wharf

**Darling Park, Sydney NSW 2000**

## Money Management

Tax Invoice

ABN 80 132 719 861

*Please complete*

**Please tick**

- Early Bird rate** (by 04/05/2012) - \$220 inc GST
- Standard rate** - \$350 inc GST

Name: \_\_\_\_\_

Company: \_\_\_\_\_

Address: \_\_\_\_\_

Suburb: \_\_\_\_\_

State: \_\_\_\_\_ Postcode: \_\_\_\_\_

Daytime phone: \_\_\_\_\_

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Do you have any special dietary requirements? \_\_\_\_\_

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