

# Wealth Management

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# Lecturer



# What is Wealth?



# The Professional View

## To us there are no foreign markets.™

Canaccord Genuity Wealth Management is a premier global, independent wealth management firm. We focus on helping successful families reach the coordinates that define their life goals. To achieve this, we search the globe for investment opportunities, and deliver targeted long-term and near-term investment strategies for clients in Canada, Australia, the U.K. and Europe.

[Learn More](#)



## The luxury of simplicity

With access to financial, estate and insurance planning specialists, Canaccord Genuity Advisors are committed to providing clients with a broad array of wealth management solutions to simplify their busy lives and achieve their financial goals.

[Learn More](#)



If you're an investor with a substantial portfolio, we offer a broad range of wealth planning products and services and can provide you with in-depth guidance designed to help you preserve your wealth and maximize growth potential.



How long  
will our  
money last?

Cabot offers you, your family, and your business our expertise and professional wealth management services.

What would you like Cabot to do for you?

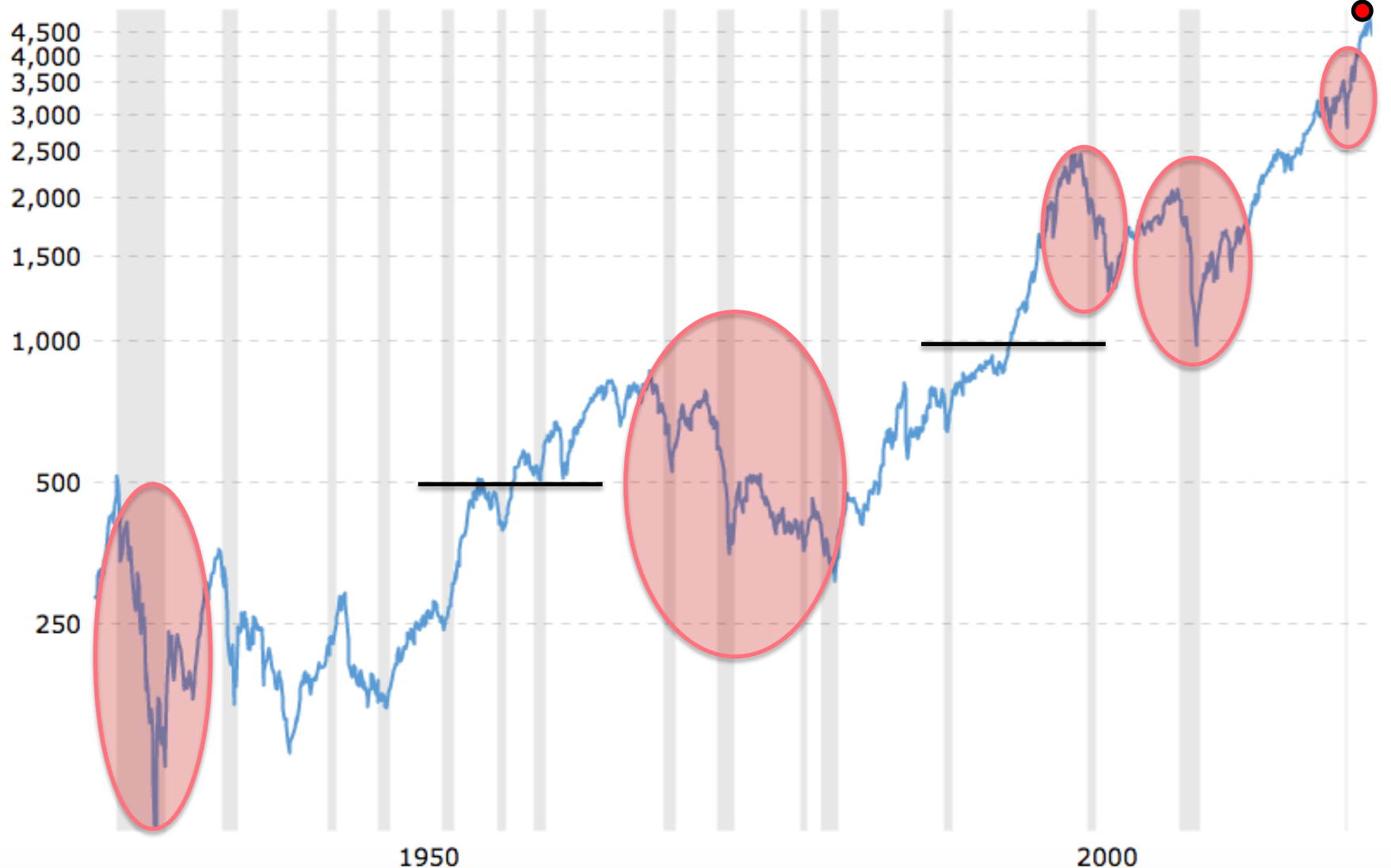


ΟΙΚΟΝΟΜΙΚΟ  
ΠΑΝΕΠΙΣΤΗΜΙΟ  
ΑΘΗΝΩΝ

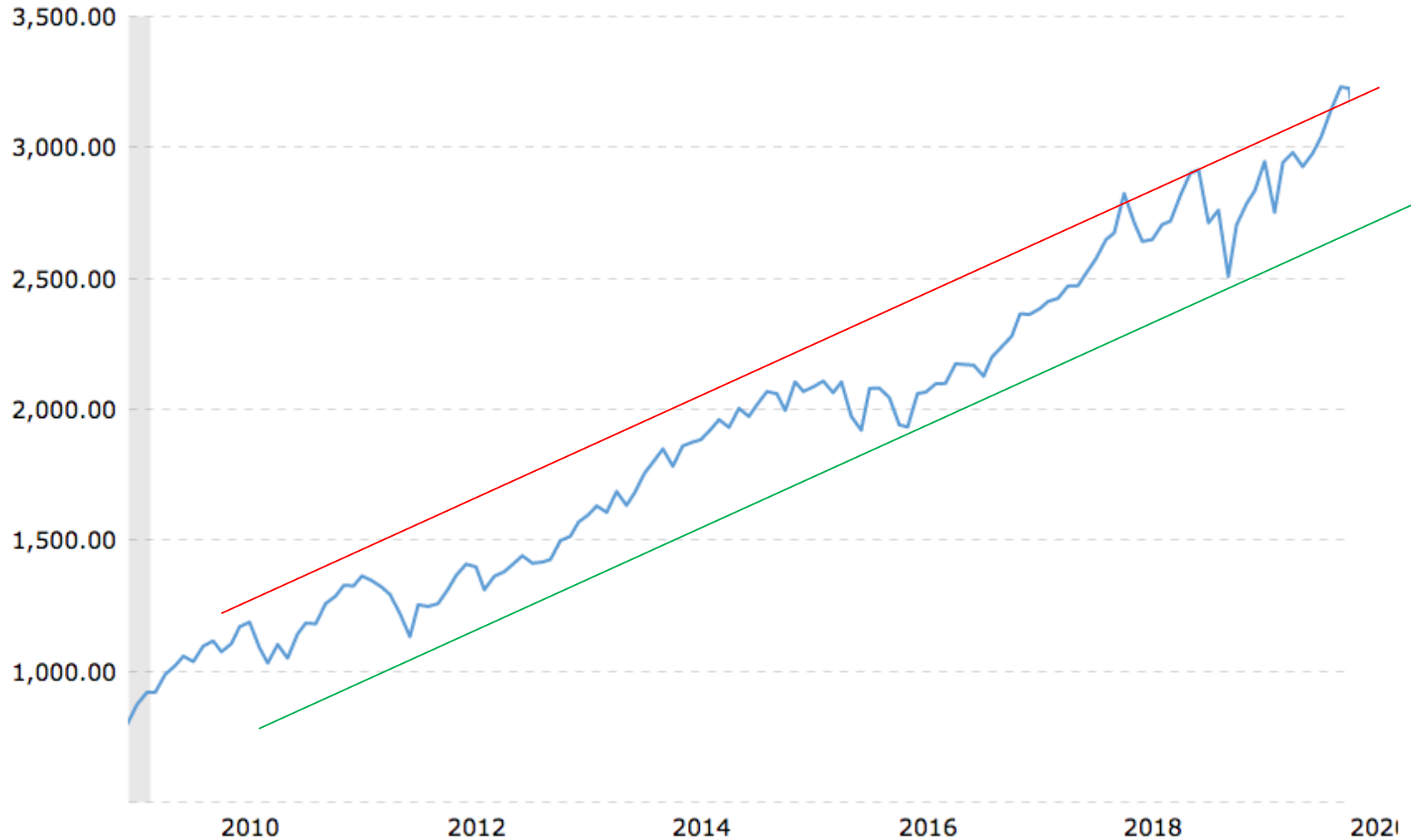


ATHENS UNIVERSITY  
OF ECONOMICS  
AND BUSINESS

# The History



# Markets can go up...



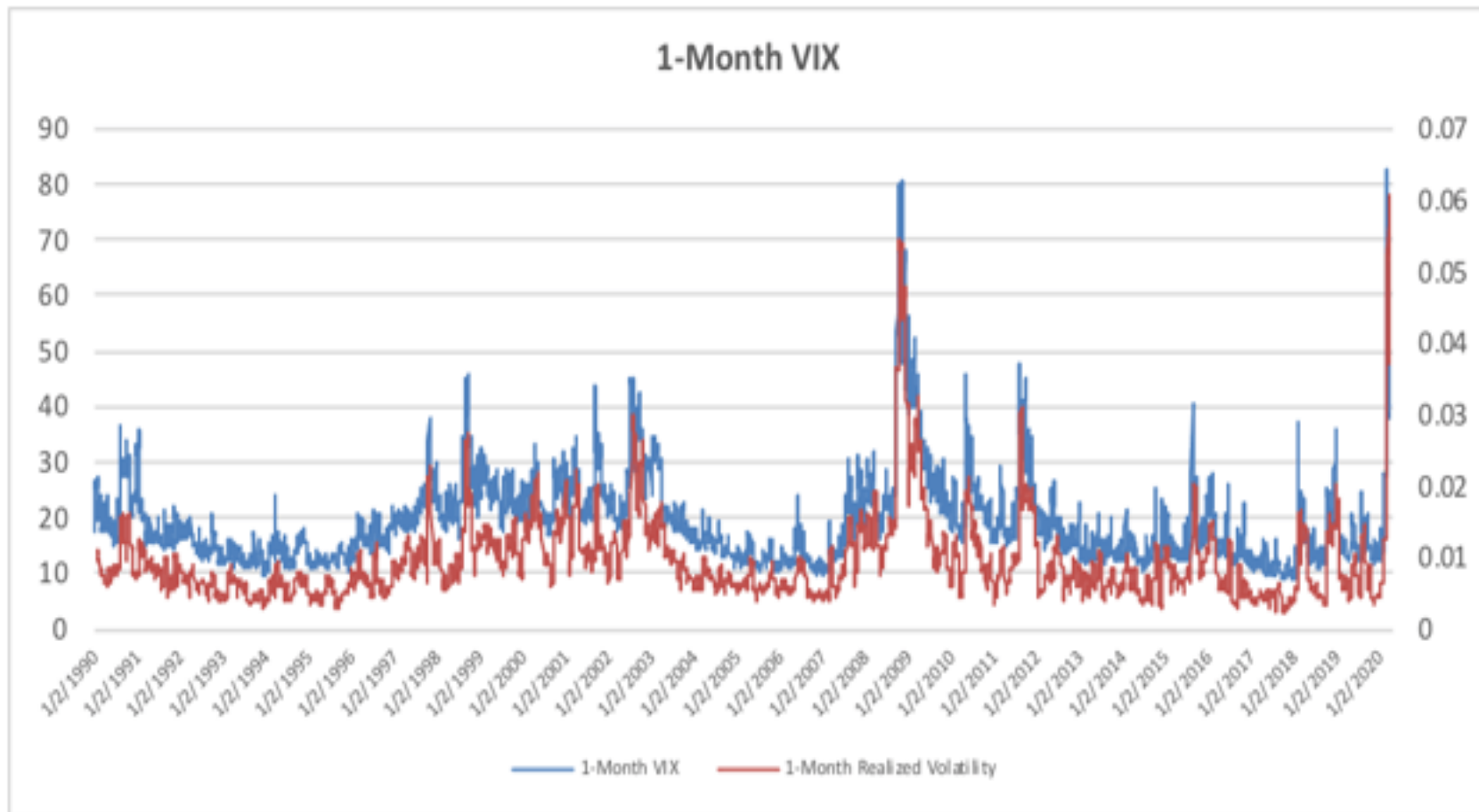
# Or down...



# Even at the same time!



# They have risks...



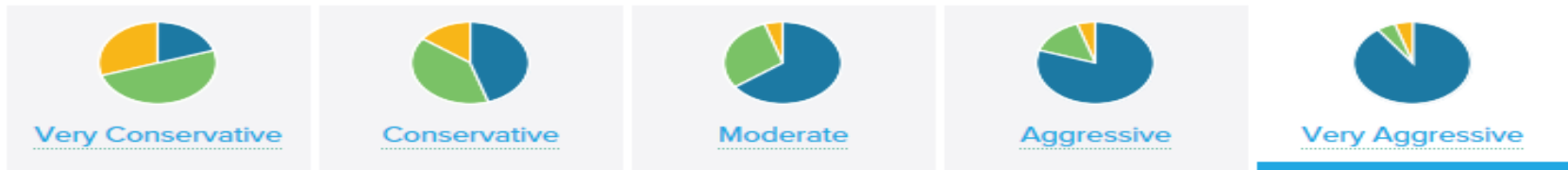
# But portfolios smoothes them



# Strategies

## Compare investment strategies

Select your risk tolerance preference to determine the right asset allocation for you. [Methodology](#) / [Privacy Policy](#)



You have selected a very aggressive allocation. [See a More Detailed Asset Allocation Calculator](#)

Starting Balance

\$ 1,000

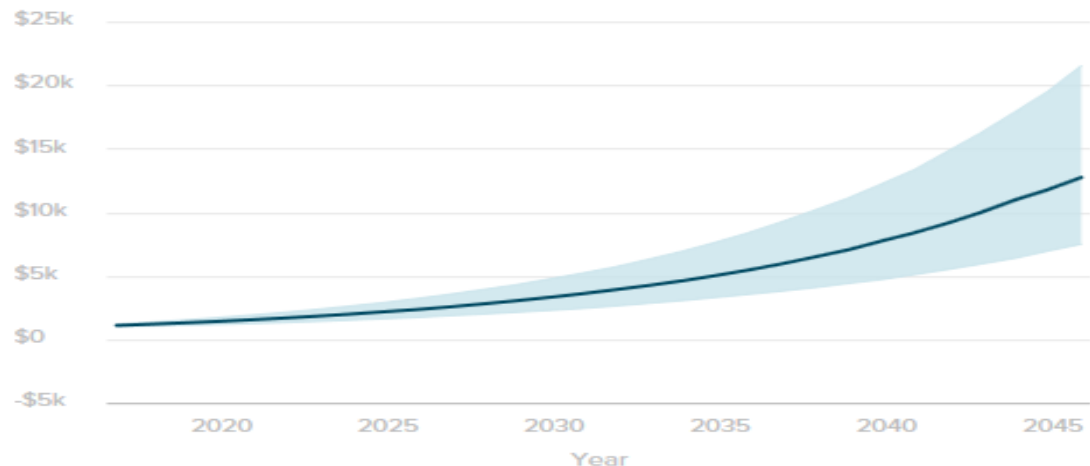


- Stocks 90%
- Bonds 5%
- Cash 5%

Overview

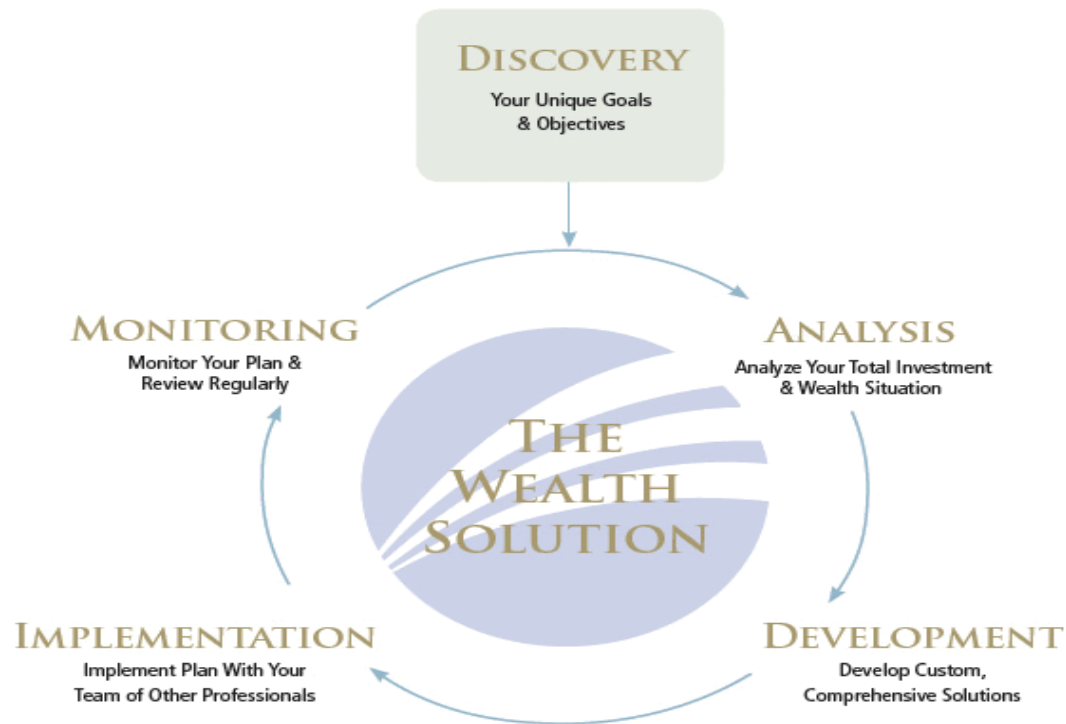
Details

Expected Range of Return



SmartAsset does not make recommendations on securities

# The Process

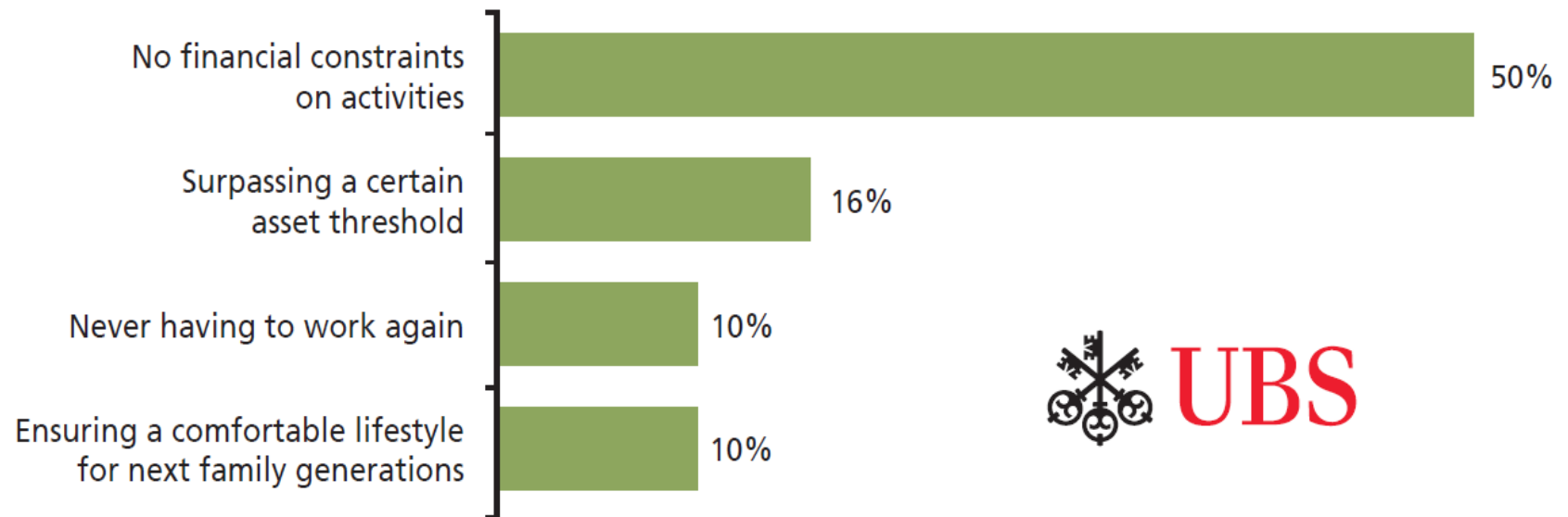


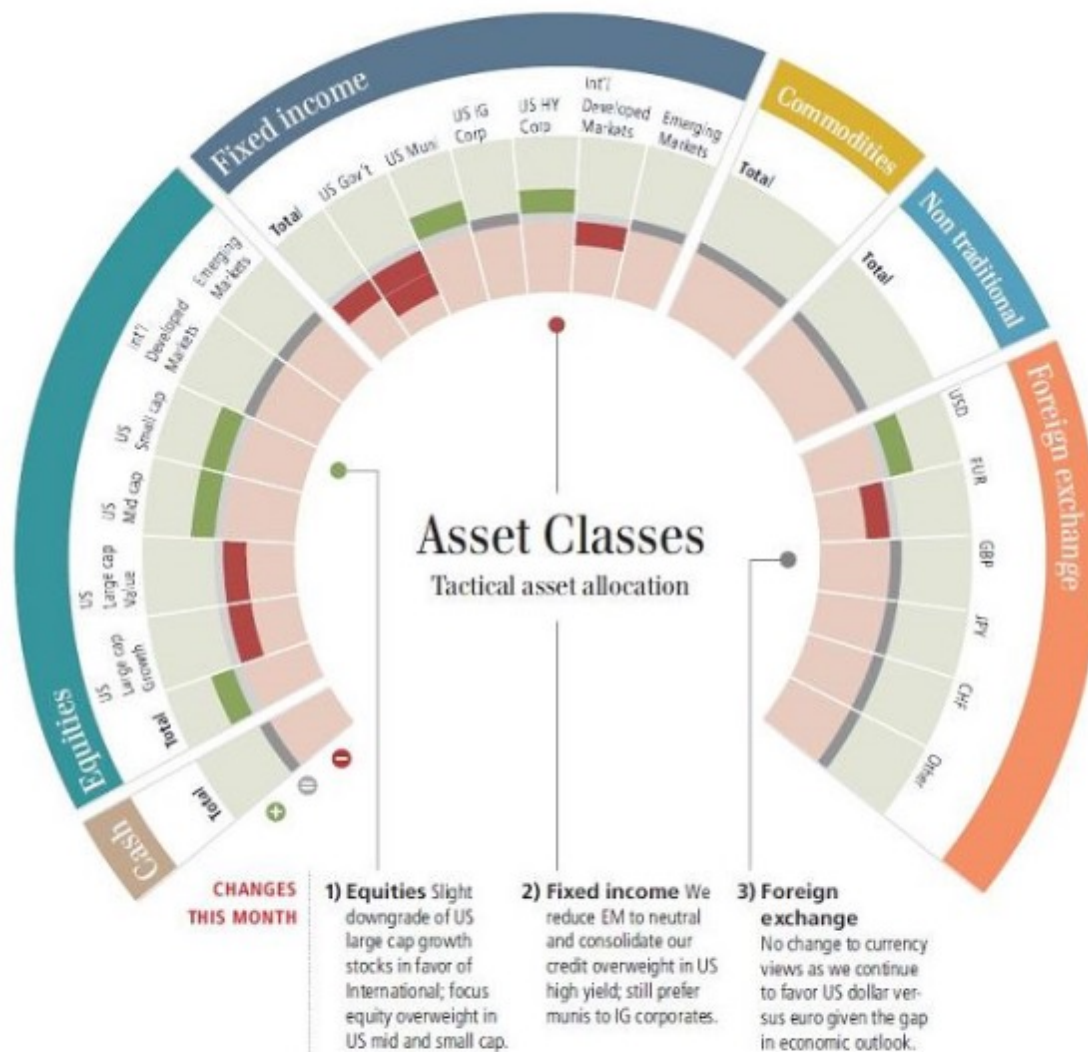
*In order to help you maximize your potential for success in all areas of your financial life, we take a comprehensive approach.*

# Research

## View of what it takes to be wealthy

Question: *"What does it take to be considered 'wealthy'?"*












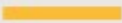












































# THE FUTURE: ROBOTICS & MACHINE LEARNING



Learning to fly...

## EXHIBIT 9 | Many Wealth Managers Today Offer Only Basic Digital Capabilities

WEALTH MANAGEMENT VALUE CHAIN		DIGITAL CAPABILITIES	CURRENT STATUS	FUTURE PRIORITY
FRONT OFFICE	Client administration	<ul style="list-style-type: none"> <li>New-client onboarding</li> <li>Account opening and service selection</li> <li>Client self-service and administration</li> </ul>	  	  
	Portfolio health check, alerts, recommendations, and advice	<ul style="list-style-type: none"> <li>Portfolio health check</li> <li>Individual watch list</li> <li>Targeted portfolio alert</li> <li>Tailored investment ideas</li> <li>News and research and market data</li> <li>Product guidance and education</li> </ul>	     	     
	Portfolio and performance analysis	<ul style="list-style-type: none"> <li>Portfolio simulation</li> <li>Portfolio aggregation and drill-down</li> <li>Advanced performance reporting</li> </ul>	  	  
	Decision validation	<ul style="list-style-type: none"> <li>Interaction with advisor</li> <li>Peer interaction</li> <li>Expert access</li> </ul>	  	  
	Client transactions	<ul style="list-style-type: none"> <li>Trading and payments</li> <li>Lending</li> </ul>	 	 
MIDDLE OFFICE		<ul style="list-style-type: none"> <li>Portfolio management</li> <li>Risk and regulatory compliance</li> </ul>	 	 
BACK OFFICE		<ul style="list-style-type: none"> <li>Trade services, clearing, and settlements</li> <li>Credit management</li> <li>Payment operations</li> <li>Record and document maintenance</li> <li>Reconciliations</li> </ul>	    	    
Current status		Future priority		
 Not offered		Not planned		
 Basic offering available		Keep current level		
 Advanced offering available		Priority for 2018 and beyond		
 Leading-edge offering available		Priority for 2017		

Source: BCG Global Wealth Manager Performance Benchmarking Database, 2017.

BCG

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KOUBARAS



Wealth is everything you value in your life. Tangible or not!  
Manage its risks.\_

**THANK YOU.**

Contact me: [tkrintas@aueb.gr](mailto:tkrintas@aueb.gr) or [tnk@koubaras.eu](mailto:tnk@koubaras.eu)