



Understanding Exchange Traded Funds

Exchange Traded Funds or ETFs have been touted as the perfect investment vehicle for the retail investor, but there is more to them than meets the eye.

ETFs are the fastest growing financial product in the world and have accumulated almost \$3 trillion assets under management. Now in their third decade, they have widened and deepened in complexity.

This course is a Business / Corporate training in the form of a two-day intensive, to take you through the basics and technicalities of ETFs and give you thorough product knowledge to engage with your customers. Sell ETFs with confidence, efficiently and in compliance with regulations.

Who should attend?

Delegates who are in a financial services client-facing role, work in the fund management area, supervise the execution of these products or are selling to personnel involved in ETFs and want to understand what “crosses their desk” on a daily basis.

Who delivers the course?

Susan HayesCulleton is a CFA Charterholder (Chartered Financial Analyst) with many years' experience and expert knowledge of financial products and regulations. She has first-hand, practical experience with ETFs (among many other financial products). She leads lively training sessions at just the right pace to guarantee a stimulating learning experience with a very strong return on time invested.

Course outline

This outline is flexible and can be customised to best reflect the needs of attendees, to guarantee that time spent in the training won't be wasted on irrelevant modules. The course can be tailored to the specific level of knowledge of attendees, from complete beginner to expert, and to their interests.

To book the course “Understanding ETFs”, tailored to your exact needs, email info@hayesculleton.com



Day 1

- Introduction
- Background of ETFs
- ETF Technical Features
- Traditional & Non-traditional Indexes
- Current ETF Market Developments
- An Introduction to ETF Risk

Day 2

- Regulation
- Sources of return and volatility
- Advanced ETF Risk Management
- 10 ETF Developing Trends
- Market Overview
- Review

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HayesCulleton offer a **wide variety of financial markets trainings**, from general introductions to the stock and bond markets, to options and derivatives courses, to in-depth updates on current economic and markets context. [For a list of courses click here.](#)

Testimonials

"Thanks for a very comprehensive session on Exchange Traded Funds (ETFs) and answering all of my questions. I found it very beneficial and informative."

Damien Reale, Retail Investor (Attendee at a course in Ireland)

"The feedback received was very positive indeed. We look forward to having Ms. Hayes with us again, and thanks FinanceMalta for making this contact possible."

Josef Buttigieg, MCAST (Following a guest presentation to Finance and Banking students)

"Well done on your presentation; I found the contents to be highly informative, relevant and factual."

Robert J Sultana, IFS Malta (Following a guest presentation at Malta Stock Exchange)

"Well done once again on your very interesting, frank and animated presentation yesterday."

Cliff Pace, Product and Business Development Manager, Malta Stock Exchange

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