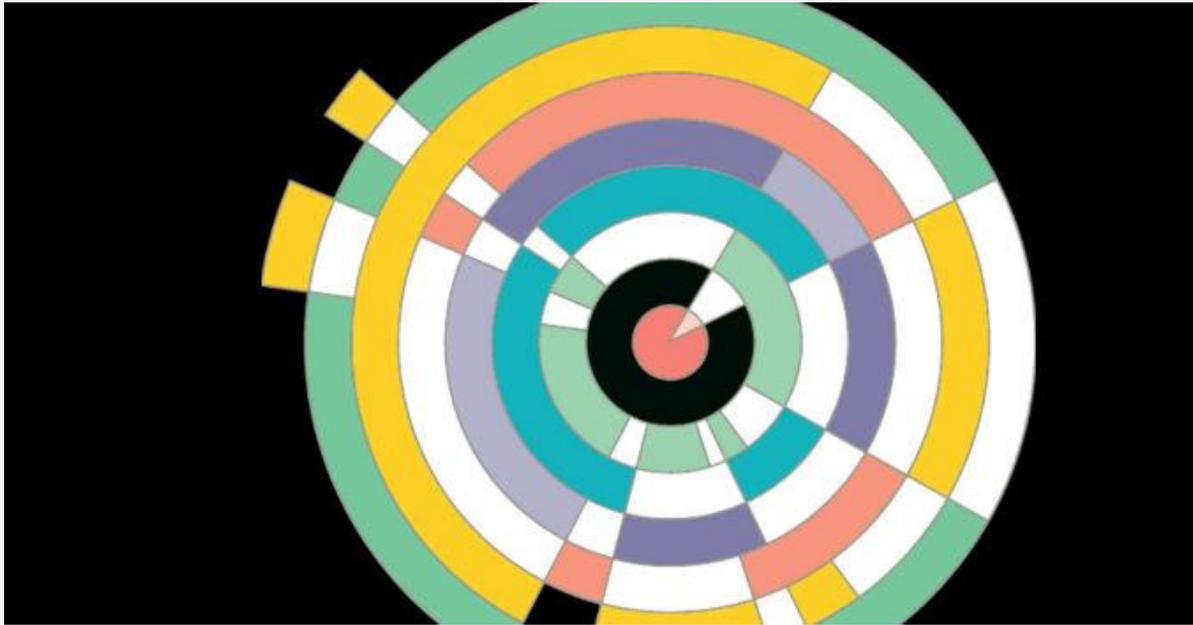


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**Deloitte**

FSI Academy Learning Event | 26 or 29 March 2018



**Register now: Deloitte FSI  
Academy Learning Event**  
Funds Distribution Training in  
English and French

Dear Sir or Madam,

The regulation relating to the distribution of financial products is in constant evolution and is becoming more and more technical. Especially the distribution of funds requires a certain level of professional experience as well as a continuous education.

In order to support the fulfilment of these requirements, Deloitte is providing a targeted training for industry stakeholders, extending its learning facilities **in Geneva** to deliver expert advice during a three hour workshop on **March 26 (in English) and March 29 (in French) 2018**.

## Who is the training for?

The training is designed to respond to the need of Finance experts who:

- Distribute funds and need to know the applicable regulation
- Select and monitor external distributors
- Overview funds distribution activities as part of its compliance or internal audit function

## Take action with a comprehensive training

The aims of this training session are:

- Cover the key regulation related to Funds Distribution
- Understand organization requirements for a distributor
- Review the duty of information for investors
- Learn the requirements when using electronic channels to distribute funds
- Dive into the aspects of working with external distributors/sub-distributors
- Explore a series of case studies illustrating the problems frequently encountered in fund distribution

## Speakers and moderators

Deloitte speakers include Simona Terranova, Partner, Gianluca Flammia, Senior Manager, Bettina Rapin, Manager from our Financial Services and Regulatory Audit & Assurance team in Western Switzerland.

We look forward to welcoming you at the training.

Best regards,

**Simona Terranova**

Partner, Audit & Assurance

**Gianluca Flammia**

Senior Manager, Audit & Assurance

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## Event Agenda



**Monday 26 or Thursday 29 March 2018**

**08:15 - Welcome Coffee**

**08:45 - Training Session**

1. Introduction: Results of the Deloitte Funds Sales and Marketing Benchmark study
2. Definition of Funds Distribution
  - 2.1. Legal basis
  - 2.2. Practices not qualifying as distribution
  - 2.3. Practices qualifying as distribution
  - 2.4. Definition of qualified investors
  - 2.5. Treatment for Swiss versus foreign funds
3. Organization of a distributor
  - 3.1. Organization requirements
  - 3.2. License request or exemption
  - 3.3. Distribution agreement
  - 3.4. Audit requirements

**10:30 - Coffee break (15 minutes)**

4. Duty of information
  - 4.1. Information to unqualified investors
  - 4.2. Information to qualified investors
  - 4.3. Duty to keep documentary records
5. Distribution via electronic channels
6. Working with an external distributor or sub-distribution
  - 6.1. Selection of distributor/sub-distributor
  - 6.2. Monitoring of distributor/sub-distributor
7. Case studies: practical examples of the application of the regulation
8. Conclusion

**12:00 - Business Lunch**

**13:00 - End of the event**

**Event language:** English on March 26 and French on March 29



**Deloitte SA**  
**1 rue du Pré-de-la-Bichette**  
**1202 Geneva**



### Participation fees

Cost per attendee, per session: **CHF 450 (excl. VAT)**. A 10% discount applies in case of attendance of more than one person of the same organisation. The indicated price includes participation in the individual session, related training material as well as meals and refreshments.

### Cancellation terms

You may withdraw from a course up to two weeks before the training date without cost. After this date, 50% of the participation fee will be applied. Substitution of attendees may be made at any time.

[Send to a colleague](#)



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