Record Nr. UNINA9910143746803321 Autore Maude David Titolo Global private banking and wealth management [[electronic resource]]: the new realities / / David Maude Chichester, West Sussex, England;; Hoboken, N.J.,: J. Wiley & Sons, Pubbl/distr/stampa c2006 **ISBN** 1-118-67338-7 1-280-51896-0 9786610518968 0-470-68781-9 0-470-03053-4 Descrizione fisica 1 online resource (362 p.) The Wiley Finance Series Collana Disciplina 332.1/23 332.123 Soggetti Private banks Banks and banking - Customer services Wealth - Management Electronic books. Lingua di pubblicazione Inglese **Formato** Materiale a stampa Livello bibliografico Monografia Note generali Description based upon print version of record. Nota di bibliografia Includes bibliographical references (p. [333]-339) and index. Nota di contenuto Global Private Banking and Wealth Management; Contents; Preface; Acknowledgements; 1 Global Market Overview; 2 Industry Challenges: New and Old; 3 Clients; 4 New Products and Pricing; 5 Distribution Channels; 6 Players; 7 Operational Excellence; 8 Organisational Design; 9 Regulatory and Tax Issues; 10 The Future; Appendices; Glossary of Terms; Bibliography; Index Sommario/riassunto Wealth management is one of the areas in which banks and other personal financial services players are investing heavily. But the market is changing fast. Going forward, players therefore need to adapt their strategies to the new realities: what worked in the past will not, for the most part, be appropriate in the future. This unique book, written by a former McKinsey consultant, offers an up-to-date, detailed, practical understanding of this exciting area of financial services.