

AAFM ®
**Professional
Development**

**Management &
Finance Programs**



An overview of Management &
Finance certification programs
designed for industry
professionals.
Available direct to your institution.

In-House Prospectus

- Certification and Designations
- Faculty
- Training and Member Support

Tailored and Relevant by World-Class Experts

The *American Academy of Financial Management*® is known for its world-class certification and designation programs for working professionals. We now offer these programs in-house – dedicated to your organization, your people and your products.

Have your team take our **Chartered Certified Wealth Manager**® Program tailored around your products and customer segments. Or perhaps our **Accredited Financial Analyst**® Program with deep-dive sessions based on upcoming campaigns and product launches. Our **Accredited Management Accountant**® **Cost Control** Program can be conducted around your chart of accounts and real-world costing and project control sheets from your specialized functions. Perhaps you need to develop risk or compliance competencies through the **Certified Risk Analyst** or the **Certified Compliance Officer** Programs.

Tailored, globally relevant training provided by world-class experts.

Our Professional Development Philosophy

AAFM® was founded by industry professionals for industry practitioners so our programs are designed with a primary focus on Return on Human Investment (ROHI) and the flexibility to adjust to your staff, organization and customers. We use a variety of methods and approaches to ensure that we teach your staff competencies and not just theory. They will come out of the training program more effective at their job than when they went in.

Our programs are typically focused on core objectives that improve the bottom line of the business, so whether it is helping a front line staff member work to improve the retention of key clients or providing a new valuation or analysis method for evaluating an investment, AAFM delivers real results.

AAFM trainers have a substantial track record in their area of expertise. Our customers can be confident that they will receive highly competent and up-to-date training and exercises.



How does AAFM Compare?

Different training companies and providers are focused on different measures of success. We measure our success through career growth in our participants, most of whom remain with us as members of the American Academy of Financial Management. Based on an in-depth understanding of their business we can provide practical training and develop long-term relationships with our in-house clients. Many of our corporate clients have been with us for 3-4 years.

Types of Training Provider:	Universities	Training Companies	AAFM
Theory or Practical?	Theoretical	Practical skills training	Conceptual Foundation with Practical emphasis
Objective	Impart knowledge	Improved specific skills	Competency based professional development
Focus	"What?" and "Why?"	Exercise skills	"How" do I apply this?
Trainers	Professors who research the real world	Trainers with experience in a skill	Academics and Practitioners who have done it
Length of Time	1-4 years	1-2 days	30-80 hours
Qualifications	Academic Award	Certificate of attendance	Industry Focused Professional Designation
Content	Leading Knowledge	Established patterns	Insight and best practice from around the world
Target Audience	Students/Graduates	Anyone	Working Professionals

AAFM – as an academy for professionals – is far more work-focused and job application-oriented than ordinary training providers. We also cover the necessary concepts and information base that come from academic programs. We are less theoretical than universities and more relevant than basic training companies.

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Next Generation Professionals

A welcome note from the AAFM ® Global Advisory Council



Professional development is undergoing a revolution the world over. We're learning through new methods of teaching, pedagogy and through very pragmatic development styles that we can distill key skills and new strategic thinking to professionals much quicker than traditional methods assume. While some of our competitors seek to engage professionals in training programs that take 18 months to 3 years (or even longer), the AAFM was established largely by members from the 'real' world looking for much faster payback on training investment.

Rather than create a broad, all encompassing financial designation such as those for 'financial analysis' or 'financial planning', the AAFM has taken a career based approach to our program structures and created specialist designations for a wide range of careers in the finance sector and for finance professionals in enterprise. Each designation is targeted at a specific skill-set required to perform a role in the finance domain with world-class expertise. As such, AAFM professional development program and enrolment requirements ensures that each AAFM professional maintains the highest standard of demonstrated capability in their area of proficiency.

Recent years have seen strong growth in our membership base and partner network. We have expanded our operations globally with new chapters and operations in the EU, Middle-East and throughout Asia. At home in the United States of America we are still growing strong with increased acknowledgment from the likes of the International Governmental Bodies, AABFS, ACBSP, NASD, FINRA, US Department of Labor, AACSB and others. Graduate applications for the MFP core qualification are now possible through more than 800 of the world's leading business schools as a result of our alliances with AACSB and ACBSP.

Membership growth is accelerating with members in over 150 countries, with 400 new university providers added to our alliances in recent years. Our quickest growing regions remain the Middle-East and Asia, with 500 new members joining each month through our chapters in Latin America, Arabia, India, Asia, and Africa, and elsewhere. Corporate players like China Construction Bank, The United Arab Emirates Securities and Commodities Agency, NBD, HSBC, National Bank of Kuwait and others have been of great assistance in establishing our strong reputation as a key player in the sector. Our member offices in Colorado, Singapore, Mexico City, Rome Italy, Beijing, Moscow, and the UK some of the steps we're taking to support this growth.

Together we are truly *"Building the world's Leaders in Management."*

Best Regards

George S Mentz

Prof. Dr. George S. Mentz, JD, MBA, CWM ®
Doctor of Jurisprudence – Master of Business Administration
Licensed Counselor of Laws
Chairman, Board of Standards

AAFM ® Global Expansion

The AAFM American Academy of Financial Management ® was founded in 1996 as a result of a merger between the American Academy of Financial Management & Analysts (AAFMA) and the Founders Advisory Committee of the Original Tax and Estate Planning Law Review.

AAFM currently recognizes over 25,000 PhDs, Lawyers, CPAs, AACSB Graduates and Masters Degree Holders as fellows and associates along with more than 50,000 affiliates.

AAFM established its first overseas office in the year 1999 in Belgium and from that point the membership has quickly grown to cover over 150 separate nations. Those members are supported through offices in New Orleans, Singapore, Colorado, Mexico, Moscow, Beijing, Dubai, Rome Italy, South Africa, and the Caribbean.

The AAFM has been operating in Europe and Asia through providing certified trainers and course materials since the year 2001, but the rapid growth of the member body has necessitated opening a membership administration office in the Singapore and Rome Italy. Officially opened on the 1st of April, 2005, the Asia AAFM International office operates as a Non Profit with recognition from the major players such as the government of the UAE and China. To further complement the growth and success in the region, AAFM launched professional development and certifications centres in the EU in 2000, Beijing in 2004 and another in Latin America in 2004.

Public Training Programs

AAFM has established distribution relationships with Global Public Training companies to provide our executive and VIP courses to individuals and organizations. Our distribution partners are recognized as world leaders in training provision and event management.

More information on AAFM public programs can be found at <http://www.aafm.us/>



International Recognition, Tailored Corporate Training

Designations and Ministry of Labor Listings

AAFM is delighted to have specific AAFM designations listed on the US Department of Labor Websites and have been disclosed and listed on the FINRA NASD Brochures and Website concerning Professional Designations and Board Certifications. AAFM is the first to offer designations that certify government accredited education.

The following AAFM designations are currently recognized by NASD/FINRA on their official website (NASD – Investor Education):

- CWM™ Chartered Certified Wealth Manager ®
- CAM™ Chartered Asset Manager
- CPM™ Chartered Portfolio Manager
- MFP™ Master Financial Planner ®
- FAD™ Financial Analyst Designate – AFA® Accredited Financial Analyst ®
- CTEP™ Chartered Trust and Estate Planner
- RFS™ Registered Financial Specialist

Each of the American Academy of Financial Management certificates, which are registered trademarks of the AAFM, can be used as a post-nominal designation either in its full form or in an abbreviated form.

e.g. Dr. William Stone CWM® MFP®, AFA®, AMC®

For a complete listing of both professional designations and graduate-level designations, please refer to the American Academy of Financial Management website at www.AAFM.us or www.AAFM.co

AAFM Designations are recognized in Asia, Arabia, India, Africa, and the Americas. The AAFM is in alliance with the Arab Academy, the Asia Wealth Management Council, the Securities and Commodities Authority of the UAE, and the Accreditation Council for Business Programs. AAFM has professional membership in the ICE Institute for Credential Excellence, American National Standards Institute, National Business Education Association, The CHEA Quality Group, The European Education Association, and many more.

Flexible Program Scope

Industries Programs

The *American Academy of Financial Management*® covers the range of finance functions critical to all industries and service sectors. Starting with **Planning**, **Budgeting** and **Controlling** Programs extending further to **Financial Management** in general and on to functional programs in **Risk Management** and **Compliance** or **Corporate Governance**.

Banking Sector Programs

In addition, the *American Academy of Financial Management*® offers specific banking-oriented programs such as **AFA Accredited Financial Analyst**® or **Chartered Wealth Manager**® covering all aspects of private and priority banking. Branch, Customer Service and Channel Management development builds selling and relationship management skills for all aspects of the client-bank contact. Specific Basel 2 **Risk Programs** and **Compliance Courses** are part of the banking program delivery.

Capital Markets

In the rapidly developing business related to capital markets, we offer dedicated programs in the area of **Private Equity**, **IPOs**, **M&A/Valuations**, **Asset Management** and **Emerging Markets Investment** oriented toward bringing practical applications of leading concepts and processes to a wider audience.

Professional Designations and Awards

Most programs offer several levels of training – each level can be concluded with a specific designation. Upon attainment of 4-5 levels, depending on the subject area, an International Title and Designation can be awarded.

Advantages of AAFM In-House Training

Our in-house clients have the choice of combining several levels into one extended program, condensing programs into refresher courses spanning several subjects or sequencing programs according to their needs. As the same time, our clients can ask to restructure content to meet the specific training and development needs of their organization. This allows for sessions of variable duration adjusted to the delegate's knowledge and experience levels and incorporating client objectives at the time of the training.

Some of the highly beneficial factors to consider:

Relevant	Our training is conducted by actual practitioners who have years of experience in the selected field. Our trainers strive to focus on core-skills and competency for specific roles in the business supported by up-to-date training materials.
Tailored	While we offer globally recognized certification programs, all of our programs can be tailored, expanded, reduced or purpose built for your team. You can take specific modules, whole programs or you can ask for something completely new.
Global/Local	While we have experience operating all over the world, regional and local nuances are vital. So whether it is from a local market perspective, unique legal/regulatory requirements, or specific areas like Islamic Finance, we are equipped to localize.
Coaching	Our trainers are not simply academics or generalists. We strive to find trainers who have a wealth of experience in managing and developing staff in their domain area. More than trainers, our experts can bring out the best in your team.
Assessment	For our programs we offer examinations, group assignments and other forms of assessments that reinforce key messages and skills. We can also provide feedback on individuals within the in-house setting for HR performance reviews.
Cost Effective	For the cost of sending just a few staff members to one of our programs overseas, you could conduct the same program in your home country for 15-20 staff members. Additionally, you pay one fixed price that includes tailoring, materials, trainer etc.
Time-to-Market	We have training staff and offices around the world so we can respond quickly to your training needs. Whenever, wherever training is required, our specialists are just a plane trip and a visa stamp away.

The true advantage of AAFM in-house training lies in the client and audience specific relevance of the professional development effort. By training only in the topics needed by your staff, valuable training time is maximized. Audience attention and participation is greatly enhanced resulting in superior staff performance.

Certified Courses and International Certifications

The American Academy of Financial Management® offers a range of programs for the Banking, Securities, Risk, and Insurance sectors in the EU, India, Africa, Middle-East and Asia. Programs can be taken individually as an 'Executive Certification' program or collectively to achieve an International Charter Designation in one of the critical disciplines.

Some of these programs are offered in the public arena by partner providers, but others are specifically designed for deployment in-house in a customized fashion.

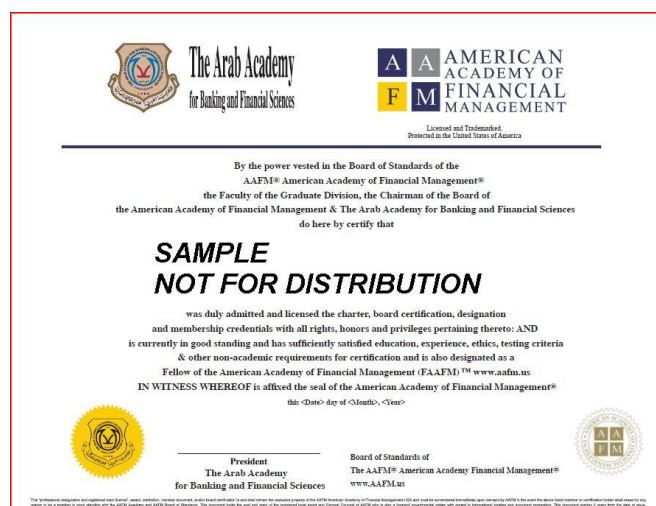
Individual program units typically run for 4 or 5 days and require specific prerequisites for entry which vary depending on the award offered. The programs, categorized by competency area, are classified as follows:

- 1 Wealth Management and Private Banking
- 2 Risk Management and Credit Operations
- 3 Anti-Money Laundering and Compliance
- 4 Private Equity, Market Analysis, Investing and Mergers & Acquisitions
- 5 Islamic Finance and Banking
- 6 Senior Executive Development
- 7 Corporate Banking
- 8 Branch Services Enhancement



AAFM partners with a range of leading academic bodies and associations. We can currently issue international certifications and post-graduate charter designations in cooperation with Thomas Jefferson School of Law, Royal Society of Fellows, The Arab Academy of Banking and Finance, The African Economists and the India Institute of Finance.

The AAFM is also registered as a professional association with the ACBSP Accreditation Council for Business Schools and Programs and the AACSB (The Association to Advanced Collegiate Schools of Business), The ANSI American National Standards Institute and the ICE Institute of Credentialing Excellence.



Globally Alliances and Recognition



Wealth Management and Private Banking

Advanced Programs at Certification, Charter, and
International Certification Level

The Advanced Wealth Management Development Program consists of four modules of varying complexity. The modules of AAFM programs are focused on specific role-based competencies required to effectively carry out duties at a management level within the institution. The Advanced Wealth Management Development Program's primary objective is to qualify all staff with the Chartered Certified Wealth Manager® designation. Senior staff may achieve the "Master" qualification.

Level 1 Introduction to Investments and Capital Markets

A conversion program for staff with less than five years experience in Wealth Management. The Introduction to Investments and Capital Markets program introduces staff to the complexities of the fastest emerging investments area – Wealth Management. The program covers critical areas like the needs of High-Net Worth Individuals, Money Markets, Forex, Bonds & Fixed Income Securities, Equity Linked Investments, Commodities, Portfolio Management and Structured Products.

Duration 15 Hours
Award Certificate of Attendance only

Level 2 Registered Financial Specialist

For all Priority Banking staff, this core program is a prerequisite program for the “Chartered Wealth Manager” program at Level 3. The program covers the establishment of long-term, profitable client relationships with Mass Affluent retail clients. The course covers detailed engagement techniques, core selling and sales/revenue generating models, along with Core Asset Classes offered within the branch and basic Asset Allocation Principals. Extensive use of role-play reinforces selling skills and asset class benefits.

Duration 30 Hours
Award Registered Financial Specialist

Level 2b (Elective) Chartered Portfolio Manager

Focused on portfolio and fund management, research, portfolio technology, and investing. The ChPM program offers executives the tools to focus on specialist portfolio management techniques. The course requires a minimum of three years experience, plus a career in Investment. Significant case study work is employed to immerse delegates in a real-time simulation of critical portfolio management decisions for clients.

Duration 30 Hours
Award Chartered Portfolio Manager

Level 3 Chartered Wealth Manager

For all Wealth Management staff, this is the penultimate qualification for those engaged with customers at the frontline. The CWM designation differs from other generalist financial planning qualifications in that it is purpose-built for the retail premier banking and private banking sectors. The program reviews advanced financial planning and relationship selling concepts, product structures and more unique WM product offerings. It also examines target account and strategic selling techniques, along with handling client reviews and development.

Duration 30 Hours
Award Chartered Wealth Manager

Level 4 Masterclass in Wealth Management

The Master Wealth Manager or Master Private Banker is an exclusive designation program designed specifically for senior executives leading teams of Wealth Managers/Private Banking Officers. The program covers advanced sales team leading techniques and advanced relationship management techniques for the most valued and profitable of clients. Specific techniques include maintaining inherited wealth, establishing off-shore trusts, constructing specialized profiles and holistic financial planning/service.

Duration 70-80 Hours
Award Master Wealth Manager / Master Private Banker

International Diploma Certification in Wealth Management

Completion of Levels 2-4 awards graduates the additional qualification of the International Certification in Wealth Management, a dual qualification issued by the AAFM and Royal Society of Fellows (USA).

Risk Management and Credit Operations

Risk Assessment and Analysis programs at Certification and International Charter level



As markets become more volatile and shareholders demand greater return for less risk, businesses must maintain a fine balance between Risk and Reward. The Risk Management program from the American Academy is designed to offer professionals an introductory coverage to Credit Risk, Risk Management and Operational and Market Risk.

Level 1 Certified Risk Analyst

Designed for Credit and Risk practitioners within the business who are involved in formalizing or implementing processes of risk management within the organization. The program reviews critical analysis techniques of business decision making and enabling the process of risk taking. AAFM's Certified Risk Analyst program examines the risks that are routinely encountered in business today and introduces tools, techniques and effective strategies to manage risk.

Duration 30 Hours
Award Certified Risk Analyst

Level 2 Chartered Operational Risk Manager

Basel II and Sarbanes-Oxley are having marked impact on the financial services sector. This program reviews industry developments related to managing operational risk through examination of operational risks incurred by banks. The course specifically covers operational risk measurement methodologies, calculation of operational risk capital charges and qualifying criteria for use of the standardized approach.

Duration 30 Hours
Award Certified Operational Risk Manager

Level 3a (Elective) Chartered Credit Analyst

The Certified Credit Analyst program is a focused credit risk specialization designed to address the practical lending skills required by those involved in lending and to reinforce key skills in all areas of lending and loan portfolio management. It covers six major subject areas including construction and management of loan portfolios, tools and techniques for successful lending, and strategies needed to reduce the impact of non-performing loans.

Duration 30 Hours
Award Certified Credit Analyst

Level 3b (Elective) Financial Analyst Designate – Chartered Market Analyst

This course is designed to teach practical market theory elements, corporate reporting and financial statement analysis. It covers seven major subject areas and utilizes a variety of training techniques. The key areas include Economics and Corporate Finance, Equity and Debt Markets, Financial Statements and Analysis, Mergers and Acquisitions, Regulatory Frameworks, Research and Reporting Techniques, and Marketing and Sales Techniques. Emphasis is on the practical and pragmatic rather than theoretical.

Duration 35-40 Hours

Award Chartered Market Analyst-Financial Analyst Designation

Level 3c (Elective) Project Risk Manager – Contracts and Scope

The Project and Contract Risk Specialist program focuses on areas of Contract and Project Finance risk mitigation. It introduces the concept of service level agreements and quality risk management in a project or vendor management arena. Conducted by consultants with years of experience in managing such engagements, the project is one that is invaluable to organizations managing major project investments with multiple sub-contractors.

Duration 30 Hours

Award Project and Contract Risk Specialist

Level 3d (Elective) Risk Based Auditor

With a focus on the Audit functions of the business, the Risk Based Auditor qualification looks at risk in the organization and examines how to concentrate limited resources on the issues which drive business goals and aspirations. Consequentially, audit plans are directed at the issues which really matter. The program uses a participative approach whereby auditors and managers work together to identify, assess and control business risks, significantly enhancing the level of assurance and reducing the chances of unexpected risk.

Duration 30 Hours

Award Risk Based Auditor

Level 3e (Elective) Advanced Corporate Banking Operations

This program is the second level of an integrated course in Corporate Banking Management. It aims to build and test knowledge gained by either sustained and demonstrated experience or satisfactory completion of the stage one component. The goal of this program is to provide the corporate banking practitioners with the techniques of corporate portfolio management and to meet the needs of an increasingly diverse, important and competitive segment of the total financial market.

Duration 30 Hours

Award Certified Corporate Banker

International Diploma Certification in Risk Management

Completion of 4 levels/units qualifies candidates for entry into the International Diploma in Risk Management, awarded by the AAFM and Royal Society of Fellows (USA).

Anti-Money Laundering and Compliance

Internationally accredited programs on Anti-Money Laundering and Compliance competencies

The Anti-Money Laundering and Compliance Programs are designed to equip employees within the financial services sector with a high level of awareness and practical understanding of the vulnerabilities of different industry sectors to the threat of money laundering and terrorist financing. The programs examine the vulnerabilities of particular financial services and products thus enabling employees to play a more effective role in recognizing and mitigating their employer's exposure to these risks.



Level 1 Anti-Money Laundering I – Regulations, Strategies and Issues

The first tier AML program is designed for all staff to raise awareness of global AML regulations, the implications of the 40 FATF (Financial Action Task Force) recommendations, US Patriot Act and others. The program reviews both domestic regional models and international models, along with tests for criminality and offence analysis. It then reviews typical issues and vulnerabilities in the regional banking system.

Duration 40 Hours

Award Certificate of Attendance only

Level 2 Anti-Money Laundering II – Recognition, Handling and Reporting

The second tier of the AML program is for Compliance or AML Officers within the bank. The program explores data modelling and capturing systems to track AML suspicious transactions, handling and reporting mechanisms for improving organizational responsiveness, damage limitation if a suspicious transaction or breach is found and dealing with both local and international authorities.

Duration 30 Hours

Award Certified Anti-Money Laundering Officer

Level 3 Compliance, Financial Crime and Fraud Prevention

The first tier Compliance program looks at the regulatory environment, the role of regulators and the increasing importance of good corporate governance and corporate ethics guidelines. It examines famous cases of insider trading and market manipulation along with reporting systems and analysis tools.

Duration 30 Hours

Award Chartered Compliance Analyst

Level 4 Certified Compliance Analyst - Officer

This course for bankers, trust officers, compliance officers and advisors covers Global AML and provides an in-depth comparative study of U.S. and foreign national legal responses and international responses to the problems of money laundering, economic crime, cyber-sabotage and terrorism. A comparative survey of major countries such as the United States, United Kingdom, Australia and Canada is undertaken. Issues include the history of financial crimes and their regulation, methods of money laundering, the interaction of organized crime groups and economic crime, the uses and abuses of offshore financial centers, and cyber-sabotage. The primary outcome of this program is the design of or recommendations for internal compliance and AML response systems within the institution.

Duration 40 Hours

Award Certified Compliance Officer

International Diploma Certification in Anti-Money Laundering and Compliance

Completion of all 4 levels enables the delegate to attain the qualification of International Diploma Certification in Anti-Money Laundering and Compliance, awarded by the AAFM and Royal Society of Fellows (USA).

Private Equity, Market Analysis, Investing, Mergers and Acquisitions

Technical and Financial Analyst Programs
for Investment Professionals

A series of stand-alone specialist programs dedicated to corporate finance and investment analysis techniques and core competencies. AAFM has invested in developing programs in the arenas of Investment Management, Private Equity, Emerging Markets, IPOs and Portfolio Management. The advanced techniques applied during these programs reduce risk and improve the competitiveness of the institution, investment product teams and investment professionals. Taught by industry experts from the ‘trenches’, we don’t just teach the theory, we demonstrate capability that translates to better performance.

Level 1 Corporate Economics, Market Analysis Techniques

Using techniques for understanding business economics and market dynamics, the Certified Corporate Economist and Chartered Market Analyst programs are strong foundation programs for investment professionals – whether focused on internal planning or external investment. The programs are typically designed for working professionals with some demonstrated experience in the capital markets or corporate finance arena.

Duration 30 Hours
Award Certified Corporate Economist or
Chartered Market Analyst

Level 2 Certified Private Equity Specialist

The Private Equity program is designed to give an in-depth understanding of private equity markets and the techniques required to conduct a profitable and synergistic private equity deal from inception to exit. Focused not only on the mechanics of Private Equity, this program also looks at emerging trends in the PE space in your region, running the business, closing the deals and targeting and measuring performance of existing investments.

Duration 30 Hours
Award Certified Private Equity Specialist

Level 3a Certified IPO Specialist

More than half of the world's market cap now sits outside the United States, and the largest IPO in history now belongs to a Chinese bank, ICBC. This means that many of the world's most established and dynamic growth opportunities are not American companies. Some of the areas examined in this program are preparing for an IPO, thinking about moving a family business into a public structure, restructuring a family owned business, looking for private equity, managing PE placements, understanding the due diligence process, investing in new IPOs, underwriting IPOs, analyzing or valuing private and public companies and conducting LBO or MBO activities.

Duration 35-40 Hours
Award Certified IPO Specialist

Level 3b Emerging Markets Investments Specialist

This comprehensive training program will provide you with an in-depth understanding of emerging markets and the techniques required to conduct an effective analysis of the investment environment. Determine the essential macro-economic conditions that emerging markets need to fulfil to be considered attractive investment destinations, understand emerging markets' company practices and structures and review the characteristics, pitfalls and challenges of emerging markets' exchanges and other formal trading opportunities.

Duration 35-40 Hours
Award Certified Emerging Markets Specialist

Level 4 Certified Mergers and Acquisitions Specialist

This program seeks to develop an in-depth knowledge of the key components involved in M&As, discover new and enhanced techniques in valuing firms and increase the effectiveness of the different types of M&A processes including how to defend hostile takeover bids. Those attending the program will also enhance their understanding of options available for financing M&As and will develop practical knowledge of the rules and regulations involving M&As applicable in their region. Case study reviews will look at M&As in the major global markets.

Duration 40 Hours
Award Certified M&A Specialist

International Diploma Certification in Financial Services

Completion of all 4 levels enables the delegate to attain the qualification of International Financial Services, awarded by the AAFM and Royal Society of Fellows (USA).



Islamic Finance and Banking

Islamic Finance has recently taken the world by storm, although conceptually it is more than a thousand years old. With a marketplace of more than 1.5 billion Muslims, and conventional bankers looking to enrich product offerings, Islamic Finance and Banking provides exciting new arenas of growth. The programs below are part of AAFM's cooperation with our newly formed joint-venture Board of Standards that specializes in Islamic and Shari'ah compliant banking.

Level 1 Introduction to Islamic Finance (Registered Islamic Finance Specialist)

An introduction to the basic principles and concepts of Islamic Finance and Islamic Banking. The program looks at the central Islamic Law principles and the mechanism of contracts to secure assets in a productization environment. It looks at the key differences between conventional and Islamic product structures, along with the supporting mechanisms such as Shari'ah boards/advisory. It also clarifies investments or partnerships forbidden under Shari'ah.

Course Duration: 30 Hours

Certification: Registered Islamic Finance Specialist

Level 2 Electives (Typical Duration 30 hours)

Level 2a Certified Islamic Wealth Manager

A program specifically designed to enhance the toolkit of the modern wealth manager to focus on investment-grade opportunities within Islamic Capital and Debt markets. The core program is based on AAFM's very successful CWM (Chartered Wealth Manager), but it has been enhanced to focus on Islamic Products as a specialization. The program retains the CWM's best practice selling skills strategy and client relationship management framework.

Course Duration: 30 Hours

Certification: Certified Islamic Wealth Manager

Level 2b Certified Islamic Contracts Specialist

Islamic finance has, as a central pillar, the contracting of an agreement for trade with a financial element. This program examines the key characteristics and uses of contracts such as Murabahah, Ijarah, Salam, Istisnah contract, etc. It helps originators to understand the point at which the advisory council needs to be involved, the legal elements behind construction of the underlying contract, and transferring that to an operational product.

Course Duration: 30 Hours

Certification: Certified Islamic Contracts Specialist

Level 2c Certified Islamic Risk Analyst

The risk analyst specialization for Islamic finance practitioners is an in-depth look at risk management within a Shari'ah compliant context. While many programs discuss Riba, Gharar, Risk, Transparency & Disclosure, Possession and Contract, the CIRA program provides a structured framework and methodology for auditing, verifying and mitigating risk in an Islamic operational environment. Combining best practice methods of risk management from a conventional sense along with a core understanding of Shari'ah context – this is an excellent in-depth risk program for the Islamic team.

Course Duration: 30 Hours

Certification: Certified Islamic Risk Analyst

Level 2d Certified Islamic Markets Specialist

The application of Shari'ah in a capital markets context is critical. Shari'ah prohibits financial speculation and involvement in certain industries and practices, so the construction of capital market instruments must be very carefully monitored. The Sukuk is a very popular mechanism within Islamic capital markets, and this program examines the offering and structure of Sukuk's and the variations in use from the Malaysian capital markets through to the Capital Markets of Arabia.

Course Duration: 30 Hours

Certification: Certified Islamic Markets Specialist

Level 2e Certified Takaful Specialist

This program is designed to enhance Islamic finance players' understanding of the principles, concepts and underlying contracts applied in Takaful business. The objective is to provide the essential foundations and building blocks to implement Takaful products in the modern Islamic bank or institution. Participants will be briefed on the various general Takaful products, underwriting and policy wordings, and claims of general Takaful.

Course Duration: 30 Hours

Certification: Certified Takaful Specialist

Level 2f Certified Islamic Compliance Officer

This course for Islamic bankers, trust officers, compliance officers and advisors covers Global AML and provides an in-depth comparative study of Shari'ah and conventional legal responses to the problems of money laundering, economic crime, cyber-sabotage and terrorism. A comparative survey of countries such as the Kingdom of Saudi Arabia, United Kingdom, Malaysia, United Arab Emirates and the United States is undertaken. The primary outcome of this program is the design of or recommendations for internal compliance and AML response systems within the Islamic institution.

Course Duration: 30 Hours

Certification: Certified Islamic Compliance Officer

Level 3 Master Islamic Finance Professional

The MIFP Masterclass is designed for senior team leaders in an Islamic Finance environment. It covers Islamic perspectives on asset management, financial reporting for Islamic financial institutions, risk management through Shari'ah compliant solutions, Islamic real estate investments, legal experiences and popular Islamic financial instruments for deposits and financing.

Pre-requisite (one elective of Level 2 plus 7 years experience)

Course Duration: 30 Hours

Certification: Master Islamic Finance Professional

International Diploma Certification in Islamic Finance

Completion of all 3 levels including 2 Electives (4 units total) enables the candidate to attain the qualification of International Diploma in Islamic Finance, awarded by the AAFM and Royal Society of Fellows (USA).

Senior Executive Development Program

International MBA-style development program for Senior Executives

Designed as a condensed program for Senior Executives with 10 or more years experience, this program introduces leading strategies, concepts and techniques in vital business areas. Led by two of AAFM's best rated executive speakers/trainers, this program continues to be scored as one of the highest rated executive programs. Built on the Harvard Case Study model and introducing the very latest MBA school concepts, this executive development program is one not to be missed...

Who should attend?

- CxOs and Senior Marketing, Finance, Technology and Strategy Executives
- Business Principals and Key Managers who need practical, up-to-date knowledge of MBA strategy and techniques for ROI and growth
- Managers of change and those who influence decision making at the highest level of the corporation

Who are eligible?

- Executives with 10 years working experience in the finance sector, or
- Managers with a Masters qualification in a finance discipline, MBA or a professional qualification from an industry association (e.g. CFP, CPA) with at least 7 years working experience
- Holders of a PhD qualification in any discipline



Module 1 Strategic Finance for Non-Financial Managers

Methods of analysing the strategic performance of the organization including techniques and methods like the Altman-Z score, Balanced Scorecard and others. A basic financial survival course for any non-CFO executive in the organization.

Duration 10 Hours

Module 2 Cost Control and Effective Financial Management

All executives have the issues of budget and operational spending but many also have the task of controlling cost behaviour and cost allocation. A company can live or die by its ability to control, use and manipulate cash flow and these skills can be the life-blood of a manager's ability to achieve sustainable profitability. This program reviews new techniques like Beyond Budgeting and ABC.

Duration 4 Hours

Module 3 Corporate Governance, Ethics and Organization Strategy

With the downfall of Enron, Worldcom and Lehman Bros. and scandals amongst many of the Fortune 500, corporate governance and ethics are coming to the fore as a measure of operation responsibility for senior executives. Additionally, changing workplace practices are requiring breaking out of traditional hierarchical structures into more fluid and dynamic working models.

Duration 4 Hours

Module 4 Customer Service and Multi-Channel Support

With the introduction of the internet, automated phone systems and other technologies, customers are increasingly complaining at the 'reduction' in service levels. This module looks at why measuring customer satisfaction and channel service effectiveness are key. It examines why technology is just a tool, but one that can make or break your service metrics.

Duration 4 Hours

Module 5 Marketing Strategy and Return on Marketing Investment (ROMI)

Marketing used to be considered an 'art'. Now executives are realizing that marketing, like any other element of the business, must produce measurable results. This module covers the new emerging field of Return on Marketing Investment (ROMI), Return-on-Customer, and marketing strategies and techniques for the 21st century.

Duration 4 Hours

Module 6 Leadership and Mentoring Skills

What's the difference between a Leader and a Manager? A Leader provides a vision and a Manager tells you what to do with your time. This module looks at what differentiates successful business leadership and how you can develop such winning techniques. It also looks at how to help your staff to achieve and how to motivate them to go beyond the basic requirements of their job to become a star performer!

Duration 4 Hours

Module 7 (Elective) Sales and Account Management

A comprehensive Target Account Sales and Relationship Management module for the team leader working on the front line.

Duration 4 Hours

Registered Business Analyst

Successful completion of this program results in the award Registered Business Analyst.

Corporate Banking Program

Charter Certification in Corporate Banking Management

This Corporate Banking series is a 3-tier executive program designed to address the needs of professionals involved in corporate lending and group banking services market. It also seeks to reinforce the existing credit skills of corporate managers and corporate credit analysts.

This course builds on existing demonstrated knowledge and allows for advancement to a Certified Corporate Banking designation either by attendance at level 1 and/or through demonstrated Corporate Banking experience over five years of management-level operations.

The workshop format training will examine the principles and practices of corporate banking in an increasingly competitive financial services arena where traditional lenders to this market segment are being challenged by other intermediaries and non-financial intermediaries. It will examine the tools and techniques needed for success and the strategies needed to reduce the impact of competition on the managed portfolio. Participants will also develop their own corporate manager's handbook over the final five day seminar. In addition, the seminar will focus on analysis, marketing and decision making in a competitive market segment.

Level 1 Corporate Banking Client Management

This is the establishment level of this integrated certification course in corporate banking management. The 5-Day program focuses on the critical aspects of client management, sales skills, team leadership and strategy establishment and execution. Essential mentoring skills to develop the up-and-coming executives are also examined. The course aims to build confidence in the principles and practice of corporate bank management.

Duration 30 Hours
Award Registered Financial Specialist

Level 2a (Elective) Certified in Financial Marketing

The Certified Financial Marketer program is designed for all professionals involved in conducting marketing programs for finance institutions. In this module we have specifically tailored the content to the Wealth Management and Private Banking sector. The course examines and workshops marketing case studies for both new and established brands operating in a range of markets.

Duration 30 Hours
Award Certified Financial Marketer

Level 2b (Elective) Project and Contract Risk Specialist

The Project and Contract Risk Specialist program focuses on areas of contract and project finance risk mitigation. It introduces the concept of service level agreements and quality risk management in a project or vendor management arena. Conducted by consultants with years of experience in managing such engagements, this program is invaluable to organizations managing major project investments with multiple sub-contractors.

Duration 30 Hours
Award Project and Contract Risk Specialist

Level 2c (Elective) Certified Project Finance Specialist

The objective of this program is to furnish attendees with a complete overview of project financing – the purpose of project financing, sources of finance, the various stages of financing and the management of cash flow from a project office and institutional point of view. The course also examines structures and vehicles, Risk Management, multivariate and mixed models along with the role of treasury, execution of the deal and delivery. The program studies the role a bank might play in syndication of project finance and specific application in M&A.

Duration 30 Hours
Award Certified Project Finance Specialist

Level 3 Advanced Corporate Banking Operations

This program is the second level of an integrated course in corporate banking management. It aims to build and test knowledge gained by either sustained and demonstrated experience or satisfactory completion of the stage one component. The goal of this program is to provide the corporate banking practitioner with the techniques of corporate portfolio management and to meet the needs of an increasingly diverse and competitive segment of the total financial market.

Duration 30 Hours
Award Certified Corporate Banker

Certification in Corporate Banking Management

Completion of 3 units (Level 1-3) within a 6-month period entitles the delegate to receive the additional qualification of Dip CBM (Charter in Corporate Banking Management) awarded by the AAFM and Royal Society of Fellows.

Branch Services Enhancement Program

Creating consistent excellence at the frontline

No longer just 'tellers', frontline staff are now being called upon to sell to customers which requires them to have at least a basic understanding of customer needs and segmentation. Frontline staff are also dealing with increasing compliance workloads and more significant technology changes in the branch. This – along with the 'simple' requirements of coping with changing processes, applications, approvals and reporting mechanisms and increasingly demanding customers – means headaches for branch personnel.

Level 1 Anti-Money Laundering and Compliance (Awareness)

Adapted from the AML and Compliance programs, this module is designed for all staff. It reviews global AML regulations, the implications of the 40 FATF (Financial Action Task Force) recommendations, US Patriot Act and others. Contextually, it is focused on the domestic region market, but the course also reviews issues involved in international transactions along with tests for criminality and offence analysis.

Duration 15 Hours
Award Certificate of Attendance

Level 2 Advanced Customer Service Responsiveness

Developed by Ron Kaufman, the renowned guru of customer service, this module looks at advanced customer service techniques and uses role-play, video lessons and other pedagogy to develop your frontline team into the best customer service team. The topics include building superior service, advanced service strategies, changing the culture and Ron's trademark 'Up Your Service'.

Duration 15 Hours
Award Certificate of Attendance

Level 3 Structured Products and Asset Allocation

An introduction program based on our Global Wealth Management program, this module introduces branch staff to structured products and asset allocation. It covers the basics of key areas such as servicing HNWIs, Foreign Currency, Mutual Funds, Stocks, Commodities and Portfolio Management.

Duration 15 Hours
Award Certificate of Attendance

Level 4 Advanced Selling (Customer Acquisition) and Relationship Skills

For all frontline staff, this core program covers the establishment of long-term, profitable client relationships. It examines detailed engagement techniques, selling, and sales/revenue generating models. Branch personnel often face the brunt of customer complaints, especially when customers have been waiting in line for an hour. This course deals with handling complaints and problem solving.

Duration 15 Hours
Award Certificate of Attendance

Registered Financial Specialist

Completion of all 4 Levels achieves the award of Registered Financial Specialist.

Specialist Areas

Unique subject matter taught by leading global speakers

The American Academy of Financial Management is regularly called upon to supply trainers that have unique skills or subject matter for instructing in specialist areas of bank operations or markets. Below are some of the topics our faculty speakers have previously developed for bespoke in-house programs.

Emerging Trends

Topics emerging for specialist training areas include:

Private Equity – Investment Houses and Investment Banks alike are shifting their portfolios from institutional placements in the market to private equity.

Mergers and Acquisitions – Managing and supporting clients affected by changing organizational structures.

Multi-Channel Marketing – This program is not about email, the web and sms, it's about creating a customer Journey that generates amazing revenue/ROI.

Financial Valuations and Restructuring of Debt – Leveraging the value of the business.



Specialist topics (1-2 Days)

- 1 Fundamentals of Financial Statement Analysis
- 2 Advanced Financial Statements Analysis
- 3 The Sub-Prime Crisis: Why it happened and What Does it Mean?
- 4 Critical Issues in Corporate Valuation
- 5 The Role of Equity Markets in Capital Funding
- 6 Trading on Market and Economic News: Understanding Real Cause and Effect
- 7 Technical Analysis: Learning the Lessons of History
- 8 Non-Performing Loans: A Story of Risk and Opportunity
- 9 How to Win Business and Retain Clients in a Financial Services Business
- 10 Bonds, Hybrids and Equity-Linked Notes: The Essentials
- 11 Futures, Forwards, Options and Swaps: The Essentials
- 12 Understanding Securitization
- 13 Future of Banking
- 14 Mergers and Acquisitions – What Goes Right and What Goes Wrong
- 15 Disclosure of Interests and Market Misconduct
- 16 Powers of the Securities and Futures Commission
- 17 Corporate Governance and Financial Markets
- 18 How to Advise Clients in Troubled Markets

Specialist topics (2-3 Days)

- 1 Investment And Equity Valuation Techniques
- 2 Resource Mobilization
Pricing Strategies and Risk-Based Pricing
- 4 Fraud Prevention and Anti-Money Laundering
- 5 Liquidity Management
- 6 Trade Finance
- 7 Structured Products And Finance
- 8 Asset and Liability Management
E-Banking
- 10 Financial Planning Tools for Frontline Teams
- 11 Introduction to Islamic Finance and many, many more ...



World-Class Presenters and Trainers

The American Academy of Financial Management® accredits trainers and presenters to represent the AAFM as world-class faculty. All our presenters must satisfy three criteria:

- 1 First-hand business experience at a senior executive level
- 2 A demonstrated track record of excellence as a presenter to executive audiences; and
- 3 Outstanding academic and professional qualifications

Alternatively, trainers can complete the AAFM 'Train-the-trainer' program which teaches leading edge teaching systems like role-playing, mind-mapping, advanced presentation skills, neuro-plasticity programming and assessment techniques. For each in-house training program, AAFM will propose a qualified presenter(s) for the specific program. Each AAFM accredited trainer is a highly experienced presenter in their field and all have previously demonstrated superior domain knowledge and have achieved outstanding results and feedback. A small sample of biographies for some of our qualified presenters are detailed below.

Dr. George Mentz, JD, MBA, CWM® - is a licensed attorney and holds a Doctorate in Jurisprudence, A Higher Diplome Graduate Certification in International Law, and an MBA in tax and financial services. Formerly, Mentz was a Senior Wealth Manager at a major Wall Street Firm. Prof. Mentz is the author of 20 books and has been featured or quoted in the Wall Street Journal, The Hindu National, El Norte Latin America, Reuters, the Financial Times, The China Daily, & The Arab Times. Dr. Mentz has taught over 200 graduate and undergraduate, law and business courses, has won several awards for teaching excellence, and has earned various financial licenses, registrations and certifications. Prof. Mentz has established financial standards centers in over 12 Countries around the world including Hong Kong, Cairo, Latin America, Beijing, Singapore, USA, Bahamas, EU, India, Africa, Asia, and The Bahamas. Prof. Mentz presently serves on the Advisory Board of the Association of Chartered Economists, Indian Financial Institute, The China Wealth Management Council, the Arab Academy of Financial and Banking Sciences, and the LatinoAmericano Capitulo for Finance Executives, and has served on the Global Finance Forum in Switzerland. His books addressing law, tax, management, operations, and compliance, include Wealth Management – A Treatise and Guide for the Wealthy, Investment Management Strategy and Policy, Trust and Estates Management and Regulation, Fundamentals of US Economics and Markets Basics on Investing, Financial Markets and Financial Planning, Project Management – Executive Summary for the Financial Industry, Anti Money Laundering Laws and Regulation, and Financial Planning Treatise Fundamentals. Mentz has consulted directly with the US Government and the United Nations for higher standards and education. Prof Mentz is the Wealth Management and Investment Management faculty Coordinator for Wealth and Investment Management Specialization, Professional Designations for the Diamond Graduate Law Program in finance and international tax with the Thomas Jefferson School of Law <http://llmprogram.tjssl.edu>.

Prof. Stephen Polak, MSA, CPA/PFS, CFE, CFF, started his career with the United States Government during the mid 1980s as a "Staff Auditor" with the Department of Defense - Defense Contract Auditing Agency and has spent the last twenty years with the U.S. Department of the Treasury – Internal Revenue Service as an "Internal Revenue Agent". Currently he is assigned to a LMSB Financial Products group as a "Financial Products and Transaction Examiner" where he is responsible for the examinations of Financial Products used by Multi National Entities. Stephen Polak holds a B.S. Accounting (summa cum laude) from Johnson and Wales University, a M.S. Administration/Management (honors) from Saint Michael's College, and currently is working on his J.S.M. International Tax and Financial Services at Thomas Jefferson School of Law. He is a licensed Certified Public Account, Insurance/Annuity Producer, Stock Broker/Registered Investment Advisor (NASD/FINRA Series 7 and 66) and is a credentialed, Certified Fraud Examiner, Personal Financial Specialist, and Certified in Financial Forensics. His outside activities include reviewing manuscripts for the "Journal of Accountancy" and "The Tax Advisor" as an Editorial Advisor and participating in various professional organizations in the Memphis, TN area, such as, the Tennessee Chapter of Certified Public Accountants, Association of Certified Fraud Examiners, and the Institute of Internal Auditors. Professor Polak is a regular external/internal speaker for the Internal Revenue Service on advance tax topics and has taught financial/computer accounting and individual/corporate tax law at various colleges and universities.

Dr. Joel M. DiCicco, Ph.D., CPA, PFS, CFF, CHE, CWM®

Dr. DiCicco has more than 25 years of practitioner experience in the areas of finance, taxation and accounting. While he gained much of his expertise in the valuation, tax treatment and structure of sophisticated financial instruments from his tenure with the IRS Financial Products Specialists division, his history includes work for the National Futures Association, Republic National Bank, and Security Pacific Merchant Bank. Currently, Dr. DiCicco is an adjunct Professor for Florida Atlantic University's Executive MBA program and the Managing Partner at the DiCicco Financial Products Institute, LLC, providing training in all areas of finance, accounting, and economics. Additionally, he conducts certification programs for the American Academy of Financial Management, as well preparation courses for both the Certified Financial Planner and Chartered Financial Analyst exams. Dr. DiCicco was twice invited to speak before Senate Finance Committee staffers on hedge funds and other emerging financial products issues. He was the Lead Instructor for all levels of the IRS Financial Products and International Taxation courses and taught numerous seminars for the IRS on topics such as Embedded Options, International Accounting, and Hedge Funds. In addition, he spoke in a variety of venues on a myriad of financial topics, including monetizations, financial synthetics, hedge funds, and fair value accounting, just to name a few. Dr. DiCicco earned his PhD in Public Administration at Florida Atlantic University with a concentration in public budgeting and finance and special emphasis on tax policy and structured financial products. He also holds a Master of Business Administration in Finance from Manhattan College and a Master of Science in Taxation from Florida International University. He is a licensed Certified Public Accountant in the states of New York and Florida. In addition, Dr. DiCicco is a Personal Financial Specialist and Certified in Financial Forensics by the American Institute of Certified Public Accountants. Lastly, Dr. DiCicco is a member of the American Academy of Financial Management and holds the Certified Chartered Economist and Chartered Wealth Management certifications.

Dr. Tefera Tibebe Beyene, CWM®, Ch.E., has more than 20 years of experience in the areas of management, accounting, finance, and taxation. He has Corporate, Government, and Overseas experience. Most of his tax accounting; tax treatment and structure of sophisticated financial

instruments experience gained from his tenure with the State of Illinois Department of Revenue and with the IRS Financial Products Specialists division. Dr. Beyene is an adjunct Professor for many universities and teaches accounting, finance, and economics courses. Dr. Beyene is a President & founder of International Finance Training Institute LLC www.iftiti.net, providing training in all areas of finance, accounting, and economics. Additionally, he works with www.diciccofpi.com & conducts training programs and administers examination for American Academy of Financial Management www.aafm.us. Dr. Beyene is named by AAFM as a chief nominator for Ethiopia. Dr. Beyene earned his PhD in Applied Management & Decision Sciences concentration in Accounting from Walden University. He also holds a Master of Business Administration degree with double concentration in Accounting & Finance from Dominican University. He is a licensed Certified Public Accountant in the state of Illinois. Dr. Beyene is a fellow and member of the American Academy of Financial Management® (AAFM) and holds the Certified Chartered Economist and Chartered Wealth Management certifications. He is also a member of the American Institute of Certified Public Accountants (AICPA); American Accounting Association (AAA); and the National Association of Credit Management (NACM) and holds the Credit Business Associate certification.

James Lavorgna, JD, LL.M., CWM, CFP is the President & CEO of Forsyth Wealth Management, Inc., a Registered Investment Adviser and Business Services International, Inc., an international tax and wealth management advisory company. Business Services International, Inc. also provides wealth management instructional courses for the American Academy of Financial Management and the Royal Society of Fellows. Starting in the financial services industry in 1976, Mr. Lavorgna has provided extensive financial and estate planning services to professional athletes, high net worth individuals and business owners. He also works with non-profit organizations and clients that have an interest in charitable giving, family wealth planning, and asset protection. Mr. Lavorgna was an adjunct professor for investments and financial planning at Sussex County Community College during the 1980's and currently teaches accounting, computerized accounting and business law, a course he developed for the Patrick Henry Community College distance-learning program. He was a thesis promoter and teaches international tax credits as an adjunct professor for St. Thomas University School of Law Masters of Laws Graduate International Taxation program. He now teaches as an adjunct professor for the Diamond Graduate International Tax Program at the Thomas Jefferson School of Law. He is also a Certified Instructor for the American Academy of Financial Management and currently teaches the Chartered Wealth Manager and Chartered Trust and Estate Planner designation courses. Mr. Lavorgna has been a financial planning radio talk-show guest, an international public speaker (recently speaking in the Bahamas, Cayman Islands and Barbados), has been quoted in trade publications, and has independently published numerous articles. He has written the Anguilla Chapter for the Offshore Financial Centers Database for Richmond Publishing, London and is currently completing a book on financial planning and investing called Educated Investing. He also writes articles for ProducersWeb.com, a web magazine for professional financial advisors with a membership of over three hundred thousand. He is listed in the National Register's Who's Who in Executives and Professionals 2001-2002 edition and has been listed in the 2005-2006 "Guide to America's Best Financial Planners" published by the Consumers' Research Council of America.

Dr. George L. Salis Esq. is currently Principal Income Tax Analyst (International) at Vertex, Inc., which is one of the largest international tax software companies in the world. He is also Adjunct Professor of Economics at Webster University's MBA program, in Florida. Prior to his position at Vertex, he was engaged as international tax and economic advisor and consultant to various firms such as the St. Abbays Group, (UK), The Quantum Group, LLC, JurisConsults International Group, LLC, The Scottish Rite Foundation, Inc., to name a few. From 1996 - 2005, he served as the Program Director for the Legal Studies Department at Keiser University, having designed and revised the Department's curricula several times during his tenure. He also served as Dean of academic Affairs of the Lakeland Campus of Keiser University from 1999 until 2002. He has taught Economics, Law, Business and International Trade related courses at several colleges in the US and abroad at the graduate and undergraduate level, and he is frequently a guest lecturer at various colleges and universities in the US, UK, and Europe. He is the author of two books on international law and policy, as well as numerous articles related to international economic law, taxation, global investments, trade, and compliance for various professional journals and trade magazines. A frequent speaker in the international conference circuit in the areas of international trade, tax and economic law, Dr. Salis was the recipient of the Excellence in Teaching Award twice at Franklin Pierce College, in New Hampshire, with other nominations later at New England College, Rollins College, and at Keiser University, Florida. He is a Distinguished Fellow in the Royal Society of Fellows, an international society of lawyers, bankers, and investment, compliance and tax professionals from around the globe and a Distinguished Fellow of the American Academy of Financial Management (AAFM), where he is a member of its Board of Standards. From 2003- 2005, he also served as Director of the Global Wealth Commission for the AAFM. Dr. Salis earned his Ph.D. in International & Comparative Law & Economic Policy, from The Union Institute & University, a Master of Laws in International Taxation from St. Thomas University School of Law, in Miami and a Post- Graduate Diploma in European & International Tax Law, from Robert Kennedy College's Graduate School of Law, in Zurich, Switzerland. He received his law degree with Honours, from the Honours Law programme at the University of Wolverhampton Law School in England, the Specialist Diploma in European Union Law from Holborn College London and Oxford University (UODLE). In 1988, he obtained a Master of Arts in Legal and Ethical Studies, from The University of Baltimore. He earned Bachelors degrees in Economics and Political Science (dual major) with Honors, from The University of the State of New York, Albany, and another in Philosophy and Humanities from Barry University, in Miami Shores. He is active in the International Bar Association, the American Bar Association, the London Court of International Arbitration, and the American Society of International Law, among other international organizations.

Please review our website and services at our global website: www.aafm.org

Frequently Asked Questions

Q How is the AAFM Structured?

A The AAFM is a professional society governed by a Global Board of Standards and a Membership Code of Ethics and Standards of Practice. The AAFM operates in many countries as a 'society, but the AAFM also maintains commercial interests in trademarks, copyrights, exam programs, educational materials and other intellectual property. At all times the AAFM and its members are accountable to the Board's Dictates and Policies and to the Sovereign Laws of Nations. The Academy's legal and operational structure is framed using the landmark US Supreme Court case (Ibanez v. Florida) and this case also dictates the use of the AAFM marks as respect its members.

Q How are the membership and certification fees utilized?

A Fees generated through certification, membership and other activities are all invested back into the protection of the society, intellectual property, and for the development of the network and the membership. The Board of Standards is committed to a long-term non-for-profit focus so that growth of the Academy membership can be maximized while also paying taxes to support communities.

Q How and when was the AAFM founded?

A The AAFM was founded in 1996, via a merger between the American Academy of Financial Management & Analysis (AAFMA) and the Founders Advisory Committee of the Original Tax and Estate Planning Law Review. The AAFMA was originally established as a professional organization for investment managers, lawyers and analysts. The Law Review was founded to examine strategic wealth and estate planning issues for law, CPA and MBA graduates and to award the financial analyst and tax designation. The merger of these two entities provided the world's first cross-discipline graduate board and society with strong reach and mature membership platform.

Q Why join the American Academy of Financial Management ®?

A There has never been a better time for to join the global network of AAFM professionals. An assembly of the best financial minds in the world today. The American Academy of Financial Management ® is one of the world's fastest growing professional associations, with more than 25,000 members, associates and more than 50,000 affiliates in 150 countries. AAFM is made up of a network of professionals, practitioners, managers and analysts that adhere to the highest standards, ethics and principles. Over half of our membership holds Masters level qualifications or better, and the average working experience of our professional members is more than 7 years.

Global Support and Services

Participants in corporate development programs achieve full membership with the American Academy of Financial Management just as if they had completed the same program with one of the AAFM partners such as an AACSS accredited University.

Upon completion of a program, participants will receive:

- 1 A gold-embossed, press-sealed AAFM Designation Certification Document
- 2 A fellowship charter document
- 3 Access to the AAFM members website and body of knowledge for their discipline
- 4 AAFM Membership Number, and
- 5 Access to the Global Jobs Search System
- 6 Access to the AAFM [linkedin network #959 – One of the First Global Networks](#)

Our programs are designed with a Primary focus on Return on Human Capital and the flexibility to adjust to your staff, organization and customers...

Why choose the American Academy of Financial Management™?

The AAFM is one of the world's fastest growing professional associations, with members in 150 countries. Our global memberships are growing at the rate of more than 1000 professionals candidates a month, joining current members that included individuals from the following organizations:

Adecco, Thomson Financial, Reuters, Bloomberg, Cap Gemini Ernst & Young, Deloitte & Touche, Forrester Research, Temasek Holdings, ICICI Bank, HCL Technologies, Denso, Royal Mint Wealth Management, SingTel, PCCW, China Mobile, Bank of Communications, Bank of China, HSBC, Honeywell, Lockheed Martin, Rolls Royce Industrial, Volvo, Cisco Systems, Fujitsu, Microsoft, McDonalds, Paramount, Dubai Financial Markets & many more...

AAFM's qualifications are recognized by the US Dept of Labor Websites, Arab Academy, CWM Institute Asia, and disclosed on the FINRA/NASD websites, the US Bureau of Labor and Statistics, the AACSB, ACBSP and many more.

We have extensive experience training executives. Our accredited trainers have deep industry experience and leading-edge strategic insight, methodologies and systems which will help achieve that return on training investment.

Building the world's future leaders in Management™

Global Headquarters
AAFM Certification Board of Standards International
United States of America

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