Wealth management takes a holistic approach to understanding and providing solutions to all of the major challenges of an investor’s financial life. Wealth management generates considerable revenue and has developed into a competitive and popular field for financial professionals. UC Berkeley Extension courses train you in financial engineering, philanthropy, tax issues, and portfolio management. They can help you build an advanced skill set, enhance your practice, and better serve your existing clients.

Program Benefits

• Diversify or add a skill set to compete in a lucrative and growing field
• Qualify to serve a new client base
• Earn academic credit through a cohesive set of courses
• Study a curriculum developed by an advisory committee of top professionals and approved by UC Berkeley

Who Will Benefit

Financial planning professionals, tax specialists, estate planners, accountants, and those working within private banking can learn the best practices in wealth management through our structured set of courses.

Prerequisites

For success in the program, we recommend a bachelor’s degree and at least two years in the financial services industry.

Value of a UC Berkeley Extension Professional Program

Professional programs offer focused study to help you become specialized in your field with fewer requirements, in less time, and at less cost than in a degree program. A UC Berkeley Extension professional sequence certificate of completion is a widely respected credential certifying successful attainment of a high-caliber, in-depth course of study.
REQUIRED COURSES

Understanding Wealth Management
BUS ADM X414.3 (2 semester units in Business Administration)
This course addresses the challenges and opportunities faced by high-net-worth investors. Students develop an understanding of specific wealth management needs. They explore alternative approaches for asset management, understand benchmarks for evaluating both portfolio and advisor performance, and recognize the tax and estate planning issues that need to be addressed by an effective wealth management plan.

Financial Engineering and Wealth Management
BUS ADM X414.4 (2 semester units in Business Administration)
An effective and efficient risk management program is essential to sound wealth management processes. This course covers financial engineering and risk management techniques for management of equity, bond, derivative portfolios, asset allocation, and wealth management.

Counseling Skills for Financial Services Professionals
BUS ADM X465 (2 semester units in Social Welfare)
In the financial services field, you spend most of your time in conversation with clients. This process of relationship building is critical to acquiring and retaining clients and sustaining a successful practice. In this course, you learn how to engage a client as well as develop goals and strategies based on the unique psychological issues of different life stages. Training includes active listening and other relationship skills.

Philanthropy as a Wealth Management Tool
BUS ADM X414.5 (2 semester units in Business Administration)
This course presents a comprehensive review of charitable-giving techniques. Areas covered include charitable remainder trusts, charitable lead trusts, pooled income trusts, non-trust giving techniques, gift annuities, use of private foundations, use of donor-advised funds and supporting organizations, post-mortem charitable planning, and a number of related topics.

Wealth Management Practicum (capstone)
BUS ADM X414.6 (2 semester units in Business Administration)
Prepare a case study to address financial issues faced by affluent clients. Drawing upon prior course work and personal experience, practitioners will create a wealth management plan covering the following topics: strategic asset allocation, alternative investments, tax efficiency, family governance, and wealth transfer. Practitioners will also prepare a communication plan for clients and their associated professional advisers.

ELECTIVE COURSES

You may choose one of the electives below or any other two-semester-unit course approved as an elective by the program director.

Estate Planning
BUS ADM X433.2 (2 semester units in Business Administration)

Income Taxes and Personal Financial Planning
BUS ADM X433.1 (2 semester units in Business Administration)

Behavioral Finance
BUS ADM X436.7 (2 semester units in Business Administration)
Wealth Management Advisory Board

Dave Coffaro, Chair
Managing Director
Trust & Estate Services
Wells Fargo and Company

Aviva Shiff Boedecker, J.D.
Director of Gift Planning
Marin Community Foundation

Peter A. Goetze
Senior Vice President
Regional Manager
First Bank

Peter H. Lou, CFA
Manager
Portfolio Analysis & Modeling
Wealth Management Group
Wells Fargo and Company

William Osher, CFA
Chief Operating Officer
and Economist
Tamalpais Wealth Advisors

Peter-Eric Philipp, CFA
Wealth Manager
Cambridge Investment Research

Clara Piloto
Director of Marketing
Center for Executive Development
Haas School of Business
UC Berkeley

How to Begin
To begin the program, simply enroll in your first class.

Completing the Program
Successful completion of the professional sequence requires a total of 12 semester units or 180 hours of instruction, consisting of five required courses (150 hours/10 units) plus 15 hours/2 units of elective courses. When you have complete your coursework, call or e-mail our office to let us know. After verifying successful completion of all program requirements, we will award your certificate of completion. If you have questions or concerns about your eligibility, call (510) 643-0968.

Registration Procedure
We recommend that you register for the professional sequence before you begin your second course in the program. To register, please (1) complete and submit the Program Registration Form at www.unex.berkeley.edu/profseq/wealth.html or (2) print out and complete the form at www.unex.berkeley.edu/cert/cert.pdf. Mail or fax it as it indicates, and include the nonrefundable registration fee. Professional sequence registration cannot be taken by phone.

More Information
For detailed information about the professional sequence, visit www.unex.berkeley.edu/profseq/wealth.html. If you have questions, please call (510) 643-0968 or e-mail business@unex.berkeley.edu.

To receive a free UC Berkeley Extension course catalog, call 1 888 UC SMART.