FT Guide To Wealth Management: How To Plan, Invest And Protect Your Financial Assets (The FT Guides)

Simple yet effective advice for anyone who wants their money to work harder than they do. Most investment books offer a bewildering array of complex strategies for how best to invest your money. But often the chances of success are remote and the rules are impossible to follow in practice. Smarter Investing introduces you to a simple and powerful set of rules for successful investing, helping you to build an investment portfolio that suits your needs, stays the course when markets get rough and quietly gets on with the job of generating better results. In this updated and revised edition, Tim Hale gives you all the advice you'll need and demonstrates that the key to successful investing is to do a few straightforward things exceptionally well. Smarter Investing will help you: Establish what you want your money to do for you Work out how much money you need to achieve your goals Avoid the mistakes that generations of investors have made Build a balanced portfolio that's right for you, using a simple set of understandable and accessible building blocks Select robust and transparent investment products easily and effectively

Making your capital work hard has never been more important than it is today. Investment trusts, often over looked as an investing vehicle, are a key tool in getting better returns on your money. The Financial Times Guide to Investment Trusts is your concise and jargon free introduction to one of the City's best kept secrets. It explains how investment trusts differ from unit trusts and OEICs and explores the pros and cons of investment trusts including their superior performance. It also helps you identify your investment objectives, discusses the basic principles of successful investing, and how to run a trust portfolio. Whether you are a novice DIY investor or have many years' experience and wish to question the experts; the FT Guide to Investment Trusts: · Provides a detailed overview of what investment trusts are and how they differ from other funds · Examines the factors which help to explain the better performance of trusts – including cheaper fees, discounts and gearing · Analyses the stepping stones to successful investing · Shows you how to construct and monitor a trust portfolio · Highlights the workings of two live and benchmarked portfolios which John has been sharing with Investor Chronicle readers over the years.

Your money, and how you invest it, could help solve the global climate crisis. In Investing to Save the Planet, Alice Ross reveals why green investing is an untapped opportunity for you to make a positive impact on the health of the planet and your portfolio. The world is changing. The climate crisis has given rise to a wave of companies that are developing cutting-edge, technological solutions to climate change; from improving energy efficiency to engineering alternative meat. These companies, part of an increasingly-popular investment segment collectively known as Environmental, Social and Governance strategies (ESG), are helping tackle our environmental challenges and reshaping the investment landscape. Urgent and indispensable, this investor's guide will provide you with the vital information you need to build your successful ESG investment strategy to secure a positive future for you and the planet.

The Financial Times Guide to Investingis the definitive introduction to the art of successful stock market investing. Beginning with the very basics of why companies need investors and explaining what investors do, Glen Arnold takes you through the practicalities of buying and selling shares. He describes different types of investment vehicles and advises you how you can be successful at picking companies, understanding their accounts, managing a sophisticated portfolio, measuring performance and risk and setting up an investment club. The second edition of this bestselling introduction to investing explains how the financial markets operate, shows you what you need to know to be successful and encourages you to follow and act on your own judgements. Thoroughly updated to help you invest with skill and confidence, new sections include: Online investing, website information and tools including screenshots and virtual portfolios as well as computerised counterparty trading Detailed updating of tax rates and legislation, increases in ISA allowances and revisions to capital gains tax A jargon-busting glossary to help you understand words, phrases and investing concepts Recent Financial Times articles and tables which illustrate and expand on case studies and examples Up-to-date statistics on the returns you can expect on shares and bonds Investing can be profitable and fun and The Financial Times Guide to Investing 2nd edition, explains step-by-step both the essentials of investing as well as describing how the financial markets really work. It details the practicalities of investing, such as how to go about buying shares and describes the variety of financial securities you can buy, from bonds and unit trusts through to exchange traded funds. Exploding the myths that only the wealthy can afford to buy and sell shares and showing you why you can be just as successful trading on your own as you would be by employing a fund manager, this authoritative guide book will help you build a profitable personal financial portfolio. What is investment The rewards of investment Understanding stock markets Using the financial media Buying and selling shares Pooled investments Investing in bonds Futures and options Financial spreadbetting

Analysing companies and industries Mastering company reports and accounts Key investment ratios and measures Ticks of the accounting trade Managing your portfolio Mergers and takeovers Taxation and investors Measuring performance Investor protection Investment clubs

FT Guide to Understanding Finance

Behavioral Finance and Wealth Management

Lessons on Investing from Master Traders

FT Guide to Lean

The definitive handbook to securing your financial future

How to Select Investments, Assess Managers and Protect Your Wealth

The comprehensive guide to wealth and financial planning

A definitive practical guide to the strategies, applications and skills needed to understand the basics and the advanced practices of strategic financial management. A reference guide to complex aspects of strategic financial management Through case studies and examples shows how the theories and strategies of financial management should be applied Covers the syllabus requirements of professional institutions and professional examinations including the ACCA financial management syllabus Covers the more complex aspects of strategic financial management Based on successful training courses delivered by the author

'Understanding valuation is relevant to everyone with an ambition in business. For us a Cevian Capital it is an absolutely critical skill. This book will take you there faster than any other in the field.' Christer

Gardell Former Partner McKinsey, Managing Partner and co-founder of Cevian Capital ‘A handy, accessible and well-written guide to valuation. The authors manage to capture the reader with high-level synthesis as well as more detailed insights in a great way.’ Anna Storakers Head of Group Strategy & Corporate Development, Nordea Bank AB, formerly with Goldman Sachs & Co and McKinsey & Co ”If you can envision the future value of a company you are a winner. Make this comprehensive and diligent book on corporate valuation your companion pursuing transactions and you will succeed.” Hans Otterling, Founding Partner, CEO Northzone Capital “Both in my previous position as an investment banker and today as an investor in high growth technology companies, corporate valuation has been a most critical subject. The Financial Times guide to Valuationserves as the perfect introduction to the subject and I recommend it to entrepreneurs as well as fellow private investors." Carl Palmstierna, former Partner Goldman Sachs, Business Angel ‘Not only will Financial Times Guide to Corporate Valuation provide you with the basic understanding of corporate valuation, it also gives you an interesting insight into non-operational challenges that companies will face. And it does it all in an unexpectedly efficient and reader friendly manner. If you want to learn the basics and only have a few hours to spare, invest them into reading this book!’ Daniel Hummel Head of Corporate Finance, Swedbank ‘In this highly accessible and reliable introduction to valuation, Messieurs Frykman and Tolleryd have succeeded in selecting only the essential building blocks in a topic that can otherwise be difficult to navigate. Indeed a guide, this book will prove handy to many of us and a breakthrough to some.’ Per Hedberg, Academic Director Stockholm School of Economics Russia ‘This book provides an accessible and informative entry point to the vast topic of valuation. The book covers mechanics as well as how value is linked to intangibles, growth opportunities and industry structure, all the way providing clear examples of every key idea. The authors understand value: they know what is useful, what is practical and what is critical, and give any reader great guidance to the challenge of getting values right.' Bo Becker Assistant Professor Harvard Business School "I read Frykman & Tolleryds book on Corporate Valuation the first time in the late 90's - the book has not only thought me how to value investments, but also how important it is to focus on long term cashflow when building and leading an organization" Mikael Schiller Owner, Chairman, Acne Studios 'The easy, no-nonsense approach to corporate valuation.' Fiona McGuire, Corporate Finance Director FGS Understanding corporate valuation is crucial for all business people in today's corporate world. No other measure can indicate as completely the current status as well as the future prospects of a company. The Financial Times Guide to Corporate Valuation is a quick, no-nonsense guide to a complex subject. Whether you're a manager, executive, entrepreneur or student this comprehensive reading guide will help you tailor your learning according to your experience, existing knowledge and time constraints. Using the example of a fictional European telecommunications company, Mobitronics, as a model, it provides key insights into universal issues in corporate valuation and the most commonly used valuation methods. THE ONLY STRAIGHTFORWARD GUIDE TO CORPORATE VALUATION

Planning your pension and planning for retirement are essential because they may be the only source of income you'll have for a third of your life. 'Pensions and Wealth in Retirement' helps you take control of your pension and retirement planning.

No other book is a comprehensive toolkit of financial issues, instructive, and so easy to read, all at the same time ? this is an easy-to-read guide to the hard-to-understand stuff of business finance. The author regularly gives talks, seminars, and courses for executives and is very aware of their lack of understanding (or their inability to remember) simple but key financial concepts and tools. He is continually asked to recommend a simple book that helps them to refresh key financial concepts and tools. Self-contained: Other than some elementary algebra, no other previous knowledge will be necessary to understand the concepts discussed. Comprehensive: It will contain most or all topics, concepts, and tools that executives can easily forget, find hard to understand, and/or would like to know more about. Simple and easy to read: Many well-educated executives have all but forgotten their finance and are regularly put off by books that are far more academic than they need. This book will be written in a simple and conversational style. Concise with short chapters throughout: This is critical as many executives are put off by long books or never ending chapters. Essential elementary theory and many real-world examples. All concepts and tools will be illustrated with catchy and factual examples. Excel: Spreadsheets have become an inseparable part of working in Finance and this book will show readers how to use Excel to simplify their work. Test Yourself: problems with worked numerical solutions throughout.

The Financial Times Guide to Social Media Strategy

Smarter Investing

Understand the numbers even if you're not a finance professional

The Financial Times Guide to Making the Right Investment Decisions

A Guide to Succession Planning, Asset Protection, Taxation and Wealth Management

How to use the power of online and offline networking for business success

How to Make a Difference and Get Results

Many people mistakenly believe that Social Security (SS) will pay for all or most of their retire. needs, but the fact is, since its inception, SS has provided little protection. A comfortable retire. usually requires SS, pensions, personal savings & invest. The key

tool for making a secure retire. a reality is financial planning. It will help clarify your retire. goals as well as other financial goals you want to ¿buy¿ along the way. It will show you how to manage your money so you can afford today¿s needs yet still fund tomorrow¿s. You¿ll learn how to save your money to make it work for you & how to protect it so it will be there when you need it. Explains how you can take the best advantage of retire. plans at work, & what to do if you¿re on your own. Illustrations.

A Financial Times Book of the Year 2020! Should companies be run for profit or purpose? In this ground-breaking book, acclaimed finance professor and TED speaker Alex Edmans shows it's not an either-or choice. Drawing from real-life examples spanning industries and countries, Edmans demonstrates that purpose-driven businesses are consistently more successful in the long-term. But a purposeful company must navigate difficult trade-offs and take tough decisions. Edmans provides a roadmap for company leaders to put purpose into practice, and overcome the hurdles that hold many back. He explains how investors can discern which companies are truly purposeful and how to engage with them to unleash value for both shareholders and society. And he highlights the role that citizens can play in reshaping business to improve our world. This edition has been thoroughly updated to include the pandemic, the latest research, and

new insights on how to make purpose a reality.
An unprecedented new international moral and legal rule forbids one state from hosting money stolen by the leaders of another state. The aim is to counter grand corruption or kleptocracy ("rule by thieves"), when leaders of poorer countries—such as Marcos in the Philippines, Mobutu in the Congo, and more recently those overthrown in revolutions in the Arab world and Ukraine—loot billions of dollars at the expense of their own citizens. This money tends to end up hosted in rich countries. These host states now have a duty to block, trace, freeze, and seize these illicit funds and hand them back to the countries from which they were stolen. In The Despot's Guide to Wealth Management, J. C. Sharman asks how this anti-kleptocracy regime came about, how well it is working, and how it could work better. Although there have been some real achievements, the international campaign against grand corruption has run into major obstacles. The vested interests of banks, lawyers, and even law enforcement often favor turning a blind eye to foreign corruption proceeds. Recovering and returning looted assets is a long, complicated, and expensive process. Sharman used a private investigator, participated in and observed anti-corruption policy, and conducted more than a hundred interviews with key players. He also draws on various journalistic exposés, whistle-blower accounts,

and government investigations to inform his comparison of the anti-kleptocracy records of the United States, Britain, Switzerland, and Australia. Sharman calls for better policing, preventative measures, and use of gatekeepers like bankers, lawyers, and real estate agents. He also recommends giving nongovernmental organizations and for-profit firms more scope to independently investigate corruption and seize stolen assets.

Learn how to make your company more efficient, increase customer value with less work and make better use of your organisation's resources by implementing a Lean management strategy. The Financial Times Guide to Lean is a guide to the tools that are used to implement Lean, showing you how to apply Lean practices fully into your organisation or company. This book offers a comprehensive and objective look at lean strategy and how it can be tailored for different companies.

Be Your Own Financial Adviser

Simpler Decisions for Better Results

Financial Times Guide to the Financial Markets

The Finance Book

Grow the Pie

The Financial Times Guide to Corporate Valuation

How to Plan, Invest, and Protect Your Financial Assets

Today, financial clients are profoundly skeptical. They've been burned. Their consultants and advisors talk too much, use too much confusing technical jargon, work from too many boilerplate scripts, repeat too many generic caveats and useless disclaimers. Above all, clients say, their advisors don't listen well, and don't link their own needs and views to the recommendations they present. To succeed in today's radically new environment, financial advisors must first transform the way they communicate. In The Financial Professional's Guide to Communication, one of the world's leading experts on the financial client relationship shows them how to do precisely that. Drawing on his experience training elite financial professionals worldwide, Bob Finder shows how to actively listen, speak plainly with precision and passion, and engage clients with uncommon effectiveness. Finder demonstrates how to focus relentlessly on what matters most to each individual client, and then deliver intensely relevant recommendations with clarity and impact, in your own voice. You'll learn how to bring imagination, creativity, and even entertainment to your presentations and conversations, and use constructive criticism to keep improving with every new client meeting. Using these proven techniques, you can deliver truly extraordinary levels of professionalism and service, gain the powerful new competitive edge you're desperately searching for – and earn equally powerful rewards for yourself.

Discover the best ways to build, protect, and sustain family and business wealth across generations! Wealth is the world's most valuable guide to wealth management for individuals, families, business owners, and the "upwardly affluent." In the six years since Stuart Lucas first wrote this book, however, the financial world has changed dramatically. Throughout the financial crisis and beyond, Lucas has led the University of Chicago's Private Wealth

Management program, teaching more than 500 members of the world's wealthiest families. Now, he brings together extraordinary insights and constructs informed by this experience. Wealth, Updated and Revised Edition retains its core advice, which has been tested and proven by the worst financial crisis since the Great Depression. However, Lucas has updated his exclusive Strategic Wealth Management Framework to help even more individuals, families, and entrepreneurs aspiring to wealth or seeking to protect it. Lucas highlights key value drivers - family purpose, the economic engine, and leakage management - that mark the difference between family enterprises that succeed for generations and those that fail. He offers updated, sage advice on making financial decisions, evaluating "expert" advice, running a family business office, tax/estate planning, philanthropy, wealth preservation, and more. Since developing a family's human capital is the best antidote to Wall Street excess, this edition adds even more robust and actionable guidance for building a culture of Entrepreneurial Stewardship: one that enables and encourages all family members to flourish, and improves the odds that families can sustain wealth. This book is for all successful business owners and anyone who possesses (or aspires to own) substantial financial assets, whether earned or inherited. It will also be of keen interest to investment advisors, business consultants, business brokers, wealth industry practitioners, lawyers, accountants, tax advisors, and others who counsel the wealthy (and upwardly affluent) about wealth management.

The Financial Times Guide to Wealth Management is your comprehensive guide to achieving financial security and stability by planning, preserving and enhancing your wealth. As well as being fully updated throughout, it includes five new chapters on socially responsible and impact investing; property, land and woodlands; single premium investment bonds; non-trust structures and young people and money. Whether you're a beginner wanting an introduction to financial planning or an experienced investor looking to pass your wealth on to others, this is the book for you. Drawing on his 25 years' experience as a financial adviser to successful families, and written in clear and concise language, Jason Butler will give you both the understanding and confidence you need to make successful financial decisions, enabling you to: - Define your life goals and financial personality so that you can build an effective wealth plan - Navigate the maze of investment options and choose the best one for your needs - Understand when and how to get professional help which delivers value - Clarify the need for and role of insurance, tax structures, pensions and trusts - Develop a wealth succession plan which matches your values and preferences

Since the first edition of The Financial Times Guide to ETFs was published in 2009, the number of ETFs in issue has doubled and ETFs are now common both on investor platforms and increasingly amongst financial advisors. This massive increase in demand has highlighted an urgent debate – just how dangerous are ETFs and how much do investors and advisers understand about the structure of the index tracker? The second edition of this book attempts to answer this debate and is the indispensable bible on trackers for professional advisers and serious private investors. This new edition also features a chapter based around the theme of Due Diligence and a new chapter on How to use ETFs and Index Funds for theLong-term, as well as a new Jargon busting section and a-new appendix looking at new ideas beginning to emerge.

How Investors and Markets Behave

On the International Campaign against Grand Corruption
Boost your business, manage risk and develop your personal brand
Savings Fitness
How to Strengthen Client Relationships and Build New Ones (paperback)
A Step-by-step Guide to Strategies, Applications and Skills
Guide to Financial Markets

Despite 80% of business leaders thinking it important to make the most of social media, 70% admitted that their efforts are currently ineffective - CMI SURVEY. This business book is great for leaders, middle managers and entrepreneurs interested in the following categories: SOCIAL MEDIA MARKETING LEADERSHIP BRANDING NETWORKING The FT Guide to Social Media Strategy will help you understand how social media works, how to use it to build your networks and deliver business growth. 'Whether in today's corporate world, in the public sector or in civil society, leaders must fully appreciate both the strategic impact and risk social media can mean for them. This book needs to be on top of their reading list!' Thomas Schultz-Jagow, Senior Director Campaigns and Communications, Amnesty International 'A wealth of practical advice to navigate the complexities of social media and minimise the risks.' Guy Lawrence, CEO, Mast-Jaegermeister UK 'Martin Thomas grasps the social media nettle and details the steps for leaders to master it for personal and business results. Read - and implement - this book by a respected master marketer.' Tom Trainor, Chief Executive, Marketing Institute of Ireland 'A practical how to guide for today’s board director, that should help them overcome their fears and mistrust and begin to do it with confidence and do it their way.' Jonathan Turner, Chairman, Oxford Strategic Marketing. Social media is transforming customer service, market research, recruitment, campaigning and internal communications and encouraging the development of alternative business models and new corporate structures. There has never been a more important time for every business professional to understand its power, potential and pitfalls, but although you might recognise its growing importance, few business people have the knowledge, skills and confidence to make the most of the opportunity. Without a clear understanding of social media and a strategy for you and your business, you risk being exposed and ill-prepared. The FT Guide to Social Media Strategy provides a clear roadmap with practical guidance, inspirational case studies and proven methodologies. You'll understand how to use social media and gain competitive advantage by generating better results, making more sales, building stronger and more valuable networks and enhancing the potency of their personal digital brand. You'll also discover plans and processes to manager and mitigate against the risks of social media. This book is broken down into three core sections, focusing initially on the core social media knowledge that every business professional needs, before moving on to the use of social media to develop a personal digital brand and finally an explanation of how to harness the power of social media to boost business performance. Presented in a user-friendly language, with clear guidelines, informative case studies and practical advice, each chapter features a mix of case studies, practical advice, the latest research and intelligence from leading social media specialists and the outcome of interviews with business leaders, marketing and social media experts and industry commentators. Happy Reading! Please do share your thoughts with us. "Pompian is handing you the magic book, the one that reveals your behavioral flaws and shows you how to avoid them. The tricks to success are here. Read and do not stop until you are one of very few magicians." —Arnold S. Wood, President and Chief Executive Officer, Martingale Asset Management Fear and greed drive markets, as well as good and bad investment decision-making. In Behavioral Finance and Wealth Management, financial expert Michael Pompian shows you, whether you're an investor or a financial advisor, how to make better investment decisions by employing behavioral finance research. Pompian takes a practical approach to the science of behavioral finance and puts it to use in the real world. He reveals 20 of the most prominent individual investor biases and helps you properly modify your asset allocation decisions based on the latest research on behavioral anomalies of individual investors.

The Financial Times Guide to Making the Right Investment Decisions is the insider's guide to how the market examines companies and values shares. It helps you understand the factors that drive long term wealth creation as well as highlighting the key risks that lead to value being destroyed. Originally published as Analysing Companies and Valuing Shares, this new edition has been fully revised and includes a new and easy to follow framework for understanding valuation. Perfect for investors at all levels, it guides you through the investment maze, and highlights the key issues you need to consider to invest successfully. The Financial Times Guide to Making the Right Investment Decisions: • •Gives you an easy to follow framework to guide your decision-making. •Explains clearly and concisely key financial concepts and how they drive valuation. •Shows you the key ratios to monitor and how they affect share prices. •Illustrates the key risks and warning signals that will help you avoid losses. •Identifies the qualities of company management and governance that differentiates winners from losers. •Brings the issues and numbers to life with real examples and case studies In a challenging economic and stock market environment, the need to take better informed decisions is vital. This clear, common sense guide provides a comprehensive and accessible framework for understanding the valuation of a business and what drives its share price. Knowing the key numbers, ratios and techniques that professional investors use will help you to reduce your risk and invest more profitably. Michael Cahill is an established analyst and coach, and head of MarketMatters, a training company that specialises in demystifying company valuation and how markets work. A Cambridge economics graduate, he worked for 16 years as an investment analyst in both broking and fund management, including 10 years at UBS Warburg as a member of one its top-rated research teams. Michael's clear and common sense approach to analysing companies and valuing shares was first published in 2003. In this edition, he has taken this subject a stage further, creating a new framework that makes company valuation even more intuitive and accessible. Michael's energy and enthusiasm transforms the subject and inspires people to think about valuation and financial markets differently, prompting one course participant to comment: 'A fantastic teacher – helpful, resourceful, covered all the ground in great detail but made it all very real and really understandable'. Michael lives in London and as well as working in the UK he regularly teaches and coaches overseas. For more information please go to www.marketmatters.co.uk or email michael@marketmatters.co.uk

Included in the Independent's 'Top Ten Business Start Up Books' 2012 Short, punchy and practical, this book is packed with powerful tools, techniques and ideas that will get you ready to launch your business in just 60 days. With useful advice on everything you need to make your business happen, from marketing, to logo design, accounts, registration, e-commerce and everything else in-between.

The Financial Times Guide to Investing

A No-nonsense Companion to Financial Tools and Techniques

The Great Investors

The Financial Advisor's Guide to Managing and Investing Client Assets

How Great Companies Deliver Both Purpose and Profit – Updated and Revised

The faster way to make your business idea happen

FT Guide to Exchange Traded Funds and Index Funds

This jargon-busting book describes how the bond and money markets work and how they impact on everyday life. It assumes no specialised prior knowledge of finance theory and provides an authoritative and comprehensive run-down of the workings of the modern financial system.

How financial markets work, in plain English! An authoritative, complete, and up-to-date guide to today's global financial system. * *The 'jargon-busting' guide to global finance: everything today's manager, investor, policymaker, and citizen needs to know. *Crystal-clear introductions to banking, central banks, insurance, money and bond markets, equities, futures, options, swaps, FX, hedge funds, private equity, and how they fit together. *Financial crises: what's happened, why -- and what the new landscape looks like. This is the most complete, authoritative, and up-to-date guide to the workings of financial markets, the global financial system, and their immense and relentless impact. Renowned financial author Glen C. Arnold assumes no prior financial knowledge, teaching through real world examples. He presents an invaluable international perspective, comparing the workings of major financial institutions and centers worldwide, from the U.S. Federal Reserve and Wall Street to the European and Japanese central banks, the IMF, and the World Bank. Arnold begins with a plain-English overview of the purposes of global financial markets and the institutions and individual markets that now comprise them. Next, he drills down to throughly illuminate each component of the financial markets, and the linkages among them. Arnold covers retail, corporate, investment, and other forms of banking; central banks; pooled investment funds; insurance; money markets; corporate, government, and exotic bond markets; equities and systems for raising capital; futures, options, and swaps; foreign exchange markets; hedge funds and private equity, and more. He concludes with insightful discussions of global financial regulation, the impact of recent and continuing global financial crises; the responses of governments; and the shape of the radically new global financial landscape.

‘A great, practical guide to all aspects of networking – stuffed with lots of quick and easy tips to help you leverage the power of your network.’ Ivan Misner, NY Times bestselling author and founder of BNI and Referral Institute 'This practical and easy-to-read book will quickly get you the results you need from your network.' Charlie Lawson, BNI UK and Ireland national director

‘A “must read” for anyone wanting to use the power of face-to-face AND online networking to generate career and business success.’ Andy Lopata, author of Recommended and And Death Came Third Up to 80 per cent of opportunities come from people who already know you, so the more people you know, the more chance you have of winning the new business or career you want. The Financial Times Guide to Business Networking is your definitive introduction to a joined-up networking strategy that really works. This award-winning book has now been fully updated to include new chapters on generating referrals and boosting your confidence when networking, as well as the latest advice on social networking sites. Successfully combine online and offline networking techniques Develop the best networking approaches and behaviours Make a great first impression, build rapport and generate strong business relationships Talk to the right people, have productive conversations and effectively work a room Systematically protect the wealth you've worked so hard to build! * *Expert wealth management advice from one of the world's most respected experts: long-term strategic thinking plus practical solutions. *How to overcome higher taxation and lower interest rates to protect wealth, pass on your estate, and ensure a smooth business succession. *Accompanied by the exclusive 'The Wealth Partner' web toolkit: powerful resources for personal wealth management. Financially successful individuals and families have unparalleled opportunities, but they also face unparalleled challenges: how to manage higher tax rates, stay in control of their wealth, plan for business succession, and pass on their estates successfully. indispensable, practical guide for every household with significant liquid capital. Writing in plain English, award-winning wealth manager Jason Butler combines long-term strategic thinking with practical ideas and solutions wealthy individuals and families can apply right now. Drawing on emerging trends in both economics and personal wealth management, Butler explains how to: * *Make better, more sensible wealth and investment decisions. *Ensure that you don't pay higher taxes than necessary. *Make 'catastrophe plans' for divorce, the collapse of a business, and other disasters. *Plan for wealth succession and philanthropy. *Gain greater emotional security and fulfillment along with the wealth you've earned. The Financial

Times Guide to Wealth Management is accompanied by the ' The Wealth Partner' a powerful web-based toolkit specifically designed to complement this book and help wealthy individuals plan more effectively.

How to plan, invest and protect your financial assets

A No-nonsense Companion to the Tools and Techniques of Finance

A no-nonsense companion to financial tools and techniques

The New Wealth Management

How to Use Tracker Funds in Your Investment Portfolio

How to streamline your organisation, engage employees and create a competitive edge

The Definitive Companion to Investment and the Financial Markets

The Finance Book will help you think and manage like a financial strategist. Written specifically for non-finance professionals, it will give you all you need to know to manage your business more effectively and think more strategically. It will help you to: Have the confidence to read and interpret financial statements Ask the right questions about financial performance Apply important financial tools and ratios Learn how to think financially and make better strategic financial decisions Covering business finance, accounting fundamentals, budgeting, profitability and cash management, you'll find the tools you need in order to make the best financial decisions for your business. 'Essential reading for any non-finance professional. This is an easy to read and practical guide to the *world of finance.' Paul Herman, Group CEO, Bluebox Corporate Finance 'A really helpful, well organised and easy to understand primer and reference book for those who aren't accountants but still need to understand the accounts.' Roger Siddle, Chairman, Cordium Group 'A great book. At last, a guide that demystifies and encourages business owners to practically understand financial matters. A must read.' Gordon Vater CEO, RiiG Limited Whether you are an executive or a student, beginner or expert, this book is designed to explain and illustrate the working essentials of finance with clarity and speed. This desktop companion deliberately combines essential theory with real-world application, using short, focused chapters to help you find what you need and implement it right away. www.pearsoned.co.uk/estrada*

One of the most important financial plans you can have is saving and investing for your retirement. Quite simply, the success of this plan determines whether you're going to live comfortably after you stop working. The Financial Times Guide to Saving and Investing for Retirement will lead you through a bewildering maze of financial tools and provide advice on crucial investment decisions. It provides everything you need to know about how to save and invest so that you can successfully plan for your retirement. It is packed with invaluable information on taxes, ISAs, pensions, investing across different assets and buying property. The Financial Times Guide to Saving and Investing for Retirement will help you: Identify your financial objectives and work out how to achieve them Learn how to invest for a specific goal and time Find out about taxes and other rules that may impact your wealth Understand why it's essential to be actively involved in managing your post-work income

Many people stumble through their financial life reacting to events and advice in an ad hoc way. As a result, few choose the most suitable financial products, some fall prey to misselling and many never realise their financial goals. Are you one of them? Be Your Own Financial Adviser shows you how to make sensible financial decisions without the need for expensive advice. Its accessible style, examples and case studies explain and evaluate financial products and put you firmly in control of your own financial well-being. It will advise on how to adopt the best saving, spending and investment strategies, make decisions tax-efficiently, manage risk wisely and protect and enhance your wealth. It also suggests when professional help is a good idea, and shows you how to protect yourself against misselling and get the best out of your adviser. Be Your Own Financial Adviser will show you how to: Stress-test your financial decisions Take advantage of legal tax breaks Achieve your financial goals Manage and preserve your wealth Accessing financial products and services is not difficult - there is no shortage of commercials, advertisements, direct mail, email and marketing calls to entice you to take out loans, buy insurance and invest your money. But choosing which products are right for you can be a hit and miss approach. Good financial planning requires a systematic strategy. You should start by assessing your own particular circumstances, attitudes and timescales and then work out how you can implement your strategy on a long term basis. Let Be Your Own Financial Adviser be your guide to making better financial decisions. It includes advice on the following: Financial planning Do you need an adviser? Protecting your income Providing for your family Health and care Somewhere to live Building a pension Retirement choices Saving and investing Managing your wealth Passing it on

Wealth
FT Guide to Saving and Investing for Retirement
The Financial Times Guide to Management
How to Plan, Invest and Protect Your Financial Assets
FTGuide to Bond and Money Markets
The Financial Times Guide to Wealth Management
The Financial Times Guide to Investment Trusts

'Whether a complete novice, or a professional portfolio manager, this book will give you access to the mindset and techniques of the most successful investors of our time and more importantly, it will help you avoid mistakes. The Great Investors will have a permanent place on my desk.' Mark Sheridan, Executive Director, Nomura International PLC Leading investors such as Warren Buffett, Benjamin Graham, Sir John Templeton, George Soros and Anthony Bolton are known throughout the world. How did these people come to be so successful? Which strategies have they used to make their fortunes? And what can you learn from their techniques? In The Great Investors, Glen Arnold succinctly and accurately describes the investment philosophies of the world's greatest investors. He explains why they are the best, gives details of their tactics for accumulating wealth, captures the key elements that led to their market-beating successes and teaches you key lessons that you can apply to your own investing strategies. From the foreword: 'There are some very special people who seem to

possess an exceptional talent for acquiring wealth. I want to explore not just the past triumphs of these masters, but also the key factors they look for as well as the personality traits that allow them to control emotion and think rationally about where to place funds. How does a master of investment hone skills through bitter experience and triumph to develop their approach to accumulating wealth?' Glen Arnold The Great Investors is the story of a number of remarkable men: John Templeton, George Soros, Warren Buffett, Benjamin Graham, Philip Fisher, Peter Lynch, Anthony Bolton and John Neff. Whether you're new to investing, have had success in the markets, or you're a professional investor or fund manger, you'll benefit from reading about their proven, and successful, trading philosophies. The Great Investorswill show you how to: · Be a business analyst rather than a security analyst · Do your homework and develop a broad social, economic and political awareness · Control emotion so as not to get swept away by the market · Be consistent in your approach, even when you have bad years · See the wood for the trees and not over complicate your portfolio · Learn from your investing · Be self reliant, stand aside from the crowd and follow your own logic · Take reasonable risk

Do you want to feel more confident about your investment decisions? Do you need to have a better understanding of how the stock markets value a business? Do you want to know what the key ratios are that drive share price performance?

The Financial Times Guide to Making the Right Investment Decisions is the insider's guide to how the market examines companies and values shares. It helps you understand the factors that drive long term wealth creation as well as highlighting the key risks that lead to value being destroyed. Originally published as Analysing Companies and Valuing Shares, this new edition has been fully revised and includes a new and easy to follow framework for understanding valuation. Perfect for investors at all levels, it guides you through the investment maze, and highlights the key issues you need to consider to invest successfully. The Financial Times Guide to Making the Right Investment Decisions: · Gives you an easy to follow framework to guide your decision-making · Explains clearly and concisely key financial concepts and how they drive valuation · Shows you the key ratios to monitor and how they affect share prices · Illustrates the key risks and warning signals that will help you avoid losses · Identifies the qualities of company management and governance that differentiates winners from losers · Brings the issues and numbers to life with real examples and case studies In a challenging economic and stock market environment, the need to take better informed decisions is vital. This clear, common sense guide provides a comprehensive and accessible framework for understanding the valuation of a business and what drives its share price. Knowing the key numbers, ratios and techniques that professional investors use will help you to reduce your risk and

invest more profitably.

The Financial Times Guide to Wealth Management is your definitive guide to preserving and enhancing your wealth and getting the most out of your finances. Whether you want to do it yourself, or get an overview of the basics so you can understand the experts, this book gives you the answers. Up to date with all the latest changes to UK pension, tax and legal rules, it covers everything you need to know in one easy to read guide.

Mainstay reference guide for wealth management, newly updated for today's investment landscape For over a decade, The New Wealth Management: The Financial Advisor's Guide to Managing and Investing Client Assets has provided financial planners with detailed, step-by-step guidance on developing an optimal asset allocation policy for their clients. And, it did so without resorting to simplistic model portfolios, such as lifecycle models or black box solutions. Today, while The New Wealth Management still provides a thorough background on investment theories, and includes many ready to use client presentations and questionnaires, the guide is newly updated to meet twenty-first century investment challenges. The book Includes expert updates from Chartered Financial Analyst (CFA) Institute, in addition to the core text of 1997's first edition – endorsed by investment luminaries Charles Schwab and John Bogle Presents an approach that places achieving client objectives ahead of investment vehicles

Applicable for self-study or classroom use Now, as in 1997, The New Wealth Management effectively blends investment theory and real world applications. And in today's new investment landscaped, this update to the classic reference is more important than ever.

The definitive companion to investment and the financial markets

FT Guide to Wealth Management

The Despot's Guide to Wealth Management

The Financial Times Guide to Business Networking

The Financial Times Guide to Pensions and Wealth in Retirement

The Financial Professional's Guide to Communication

Finance in a Nutshell

The revised and updated 7th edition of this highly regarded book brings the reader right up to speed with the latest financial market developments, and provides a clear and incisive guide to a complex world that even those who work in it often find hard to understand. In chapters on the markets that deal with money, foreign exchange, equities, bonds, commodities, financial futures, options and other derivatives, the book examines why these markets exist, how they work, and who trades in them, and gives a run-down of the factors that affect prices and rates. Business history is littered with disasters that occurred because

people involved their firms with financial instruments they didn't properly understand. If they had had this book they might have avoided their mistakes. For anyone wishing to understand financial markets, there is no better guide.
Build wealth and protect your assets! A world-class investor shows how to carefully evaluate any fund, identify winners, and avoid losers! * *Uncover the real risks associated with any fund or other investment--including secrets the prospectus won't tell you. *Discover what questions to ask investment fund managers, and how to ask them. *Identify successful, stable funds that consistently deliver higher returns. *Expert, insider advice from a leading hedge fund manager. In today's treacherous financial markets, millions of fund investors are seeking better ways to identify profitable investments and avoid unacceptable risks. In this book, leading hedge fund manager J é r ô me de Laven è re Lussan tells them exactly how to do so. FT Guide to Investing in Funds tells investors at all levels of experience how to: * *Cut through marketing language to understand how risky a fund or company's strategy may be. *Ask the right questions of investment funds and their managers, and identify critical warning flags. *Identify stable, successful investments capable of delivering consistently superior returns. *Generate more wealth with fewer sleepless nights!
Finance for Normal People teaches behavioral finance to people like you and me

- normal people, neither rational nor irrational. We are consumers, savers, investors, and managers - corporate managers, money managers, financial advisers, and all other financial professionals. The book guides us to know our wants-including hope for riches, protection from poverty, caring for family, sincere social responsibility and high social status. It teaches financial facts and human behavior, including making cognitive and emotional shortcuts and avoiding cognitive and emotional errors such as overconfidence, hindsight, exaggerated fear, and unrealistic hope. And it guides us to banish ignorance, gain knowledge, and increase the ratio of smart to foolish behavior on our way to what we want. These lessons of behavioral finance draw on what we know about us-normal people-including our wants, cognition, and emotions. And they draw on the roles of these factors in saving and spending, portfolio construction, returns we can expect from our investments, and whether we can hope to beat the market. Meir Statman, a founder of behavioral finance, draws on his extensive research and the research of many others to build a unified structure of behavioral finance. Its foundation blocks include normal behavior, behavioral portfolio theory, behavioral life-cycle theory, behavioral asset pricing theory, and behavioral market efficiency.

Learn how to evaluate any investment fund before deciding where to place your money so you can ensure you generate more wealth and protect your cash. This valuable guide will help you make the right investment decisions by: - Explaining the procedures that should be followed before investing money anywhere. - Helping you cut through marketing language to get a real sense of how risky a company ' s strategy may be. - Showing you what questions to ask of investment fund managers so you ' re more comfortable investing in a company. - Showing you how to recognise the warning signs of risky investments. This book will also help you identify companies who consistently deliver high returns, thereby allowing you to generate more wealth by investing in successful, and stable, funds.

Grow It and Protect It, Updated and Revised

Mastering Financial Management

Zoom!

Financial Times Guide to Investing in Funds

A Guide to Your Money and Your Financial Future

How to Analyse Companies and Value Shares

Why They Exist and How They Work

The perfect business finance desktop companion: quick, easy, accessible, and now fully updated for today's techniques and realities. * *Fast-paced, easy-to-understand, and accessible insight into

finance theory, applications, and the connections between them. *Covers new financial products and instruments, utilizes newer data, and presents more detailed coverage. *Contains new Q and As, with answers provided on the companion web site. The FT Guide to Understanding Finance, Second Edition is the essential book for all financial professionals and students who want to broaden and deepen their knowledge of both financial concepts and applications. Easy to read and use, it tightly links theory and practice, and guides readers in quickly applying the techniques it presents. This new edition has been thoroughly updated to reflect the latest financial products and instruments, as well as new data. It contains more detailed coverage, plus new Q and As (with answers provided on a companion web site). Coverage includes all these topics, and much more: * *Basic risk and return concepts. *Mean returns, total risk, portfolios, diversification, and systematic risk. *CAPM, cost of capital, and three-factor models. *Downside risk, risk-adjusted returns, and portfolio optimization. *Valuation via dividend discounting, WACC, and other DCF models. *Reverse and relative valuation. *Bond prices, yields, default risk, market risk, duration, and convexity. *NPV and IRR. *Real options and corporate value creation. *Options, futures, forwards, and currencies. *Essential statistical techniques, including normality, non-normality, and regression analysis.

‘Practical, concise and full of tips that every manager needs to know, The Financial Times Guide to Management provides a powerful guide for leaders at every level.’ Arianna Huffington, Chairman, President and Editor-in-Chief, The Huffington Post Media Group ‘This is clear, encouraging and packed with good sense – just like its author. A winner.’ Eleanor Mills, Editorial Director, The Sunday Times ‘Amidst the myriad of books on leadership, this guide presents an unusually concrete, comprehensive and practical set of principles and learnings for managers at

every level.' John Pepper, Former CEO & Chairman P&G; Former Chairman Walt Disney From motivating a team and developing star talent to controlling budgets and fostering innovation, The Financial Times Guide to Management is your authoritative guide to becoming an effective manager. Full of practical tips and advice, this defi nitive handbook offers solutions to the everyday challenges of: • Managing yourself • Developing communication skills and emotional intelligence • Managing others • Setting strategic direction • Managing change • Managing money, resources and technology There is also on-the-ground advice from the executive frontline, with insights from leaders including Paul Polman (CEO, Unilever), Steve Marshall (Chairman, Balfour Beatty) and Cilla Snowball (Chairman and CEO, AMV BBDO). Whether you're a new team leader or an experienced director, this book contains everything you need to know to become an outstanding manager.

Wealth owners are responsible for more than just assets The Destructive Power of Family Wealth offers thoughtful, holistic planning to ensure that your wealth remains a positive force for your family. While today's families have become global and the world has become smaller and more mobile, we have not yet become immune to the problems wealth poses to the family unit. This book provides authoritative guidance on family wealth management, with an emphasis on both family and wealth. Global taxation regimes, changing bank secrecy laws, asset protection and other critical issues are examined in depth to assist wealth owners in planning, and the discussion includes details on the essential tools that aid in the execution of any wealth management strategy. More than a simple financial planning guide, this book also delves into the psychology of wealth, and the effect it has on different family members; wealth destroys families every day, and smart management means maintaining the health of the family as much as it means maintaining and

expanding wealth. Family wealth brings advantages, but it also carries a potential for destruction. Wealth owners have a responsibility to their families and to themselves, and this book provides the critical guidance you need to get it right, whether you are part of a wealth-owning family or are an advisor to wealth-owning families. Learn how careful planning can prevent family strife Protect assets from risks ranging from divorce to political upheaval Explore the many tools that facilitate secure wealth management Discover how changing global regulations affect wealth Understand how private banks and other advisors work Uncover challenges faced by the wealth management industry Find out how to work with advisors and to manage costs while ensuring efficient and effective outcomes Families at all levels of wealth are vulnerable to shifting economic climates, evolving regulatory issues, asset threats and more. Any amount of wealth is enough to shatter a family, but deeply intentional planning based on thoughtful consideration is the key to keeping destructive forces at bay. The Destructive Power of Family Wealth provides expert guidance and a fresh perspective to help you maintain both family and wealth. For those in the wealth management industry and for other advisors to wealth-owning families, The Destructive Power of Family Wealth contains insight on the needs of today's wealth-owning families, ways in which the tools of wealth planning address those needs and guidance on what it takes to be a successful, trusted family advisor.

'The most damaging half truth for savers is “performance matters more than expenses”. Read this book carefully and the financial services industry will have one fewer easy victim, but you will have a sound base for a lifetime of successful investment.' Martin White, Chair of UK Shareholders Association This is one of those great big books to buy and then tuck away for constant reference. It's a tour through everything from managing a portfolio to establishing a fair

intrinsic value for a share. If it moves in the world of investing, it's probably here.' David Stevenson, 'Adventurous Investor' in the Financial Times 'Informative and easy to read, Glen Arnold has produced arguably the most comprehensive book there is today on stock market investing and one that unquestionably will give an edge to any retail investor. This is a must read for anyone serious about investing.' Simon Thompson, Companies Editor, Investors Chronicle The Financial Times Guide to Investing is the definitive introduction to the art of successful stock market investing. Bestselling author Glen Arnold takes you from the basics of what investors do and why companies need them through to the practicalities of buying and selling shares and how to make the most from your money. He describes different types of investment vehicles and advises you on how to be successful at picking companies, understanding their accounts, managing a sophisticated portfolio, measuring performance and risk and setting up an investment club. The third edition of this investing classic will give you everything you need to choose your shares with skill and confidence. Thoroughly updated, this edition now includes: - Comprehensive advice about unit trusts and other collective investments - A brand new section on dividend payments and what to watch out for - An expanded jargon-busting glossary to demystify those complex phrases and concepts - Recent Financial Times articles and tables to illustrate and expand on case studies and examples - Detailed updates of changes to tax rates and legislation as well as increases in ISA allowances and revisions to capital gains tax

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