

CHALLENGES IN ACCOUNT OPENING - FROM REGULATORY ASPECTS TO PRACTICE

DATE: Wednesday, July 26, 2017
VENUE: Hotel Riviera, RiverView
Chinar Bagh Road, Gilgit.
TIMINGS: 9:00 am to 5:00 pm

**FREE
SEMINAR**

LAST DATE OF REGISTRATION
July 24, 2017

COURSE FACILITATOR
Mr. Ejaz Ali Khan

COURSE OVERVIEW

Opening a bank account is the first step in establishing banker-customer relationship. It is a critical stage where financial institutions need to be extra vigilant and complete all the pre-requisites in accordance with regulatory and legal requirements, before opening the customer's account. At this stage, the banks can use customer information for business development, risk mitigation, regulatory requirements and their compliance. This course will acquaint the front-line staff with knowledge of account opening process, required documentation and other formalities. This course will also highlight the challenges and risks involved in the account opening process and precautionary measures to mitigate these risks.

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The Institute
of Bankers
Pakistan



LEARNING OBJECTIVES

Participants will be able to:

- Understand essentials of account opening
- Identify various types of customers and varying formalities for opening their accounts
- Validate the customer's documents and verify the customer's identity as a pre-requisite for opening an account
- Identify criticalities of account opening in terms of compliance and minimizing risks appropriately
- Have thorough understanding of role of the bank/branch employees involved in the account opening process for mitigating the risk of frauds and regulatory violations to ensure compliance

COURSE CONTENTS

- Mandatory documents for Account Opening
- Comprehensive and revised set of documents & formalities for individuals, small farmers, shopkeepers, laborers, house wives and dependents
- Various types of accounts including Current, Saving and Minor Accounts
- Employees involved in account opening process
- Various nature of accounts including but not limited to:
 - ✓ Business accounts of Sole proprietors, Partnership, Association of persons
 - ✓ Branch office or liaison office of Foreign Companies
 - ✓ Trusts, Clubs, Societies, Associations
 - ✓ Agent's Account
 - ✓ Accounts of Executors and Administrator
 - ✓ Local Authorities, Municipal Corporations, District Councils
 - ✓ Government Accounts, Accounts of Autonomous Bodies, Armed Forces
 - ✓ Politically exposed persons
 - ✓ Accounts of Exchange Houses and Money Changers

- Critical customers where prior approval is required:
 - ✓ Broader Guidelines
 - ✓ Negative List
 - ✓ High Risk Categories
 - ✓ High Risk Businesses, Professions and Occupations

WHO SHOULD ATTEND?

The target participants of the course include, but not limited to, the following:

- Account Opening Officers
- Officers/Executives from Centralized Account Processing Units
- Branch Managers/ Branch Operations Managers
- General Banking Officers/ Customer Service Officers
- Auditors
- Compliance Professionals

FACILITATOR

Ejaz Ali Khan

Mr. Ejaz is a very senior banker with experience of more than 38 years in Branch Banking and Professional Trainings. He has worked with a number of famous organizations in various positions during his long professional career, these include, Habib Bank Limited, Askari Bank Limited etc. His last association was with Askari Bank Limited as Assistant Vice President, where he imparted various trainings at the bank's training academy. Mr. Ejaz is one of the senior trainers in the industry and has conducted many workshops on the areas of Account Opening, Remittances, AML/CFT etc. from the platform of various renowned organizations as well as universities. He is Master's in Economics from Punjab University and DAIBP from the Institute of Bankers Pakistan.

CONTACT DETAILS:

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NOTE: Payment should be made on or before the course start date in the name of "THE INSTITUTE OF BANKERS PAKISTAN". Please send nominations/requests for participation at least two days before the training date.