Course Title: The Essentials of Wealth Management  
Course Code: BUS 195  
Instructor: Kurt Carrasquilla, MBA

Course Material

I will email you PowerPoint slides so you may follow the lectures. Additionally, we will be evaluating some specific strategies, and for those exercises I will be providing handouts. There will be no required textbook, but we will have brief exercises that I distribute.

Grade Options and Requirements

Students have three grade options:

- **No Grade Requested (NGR)** – The majority of students opt for NGR. No work is required; no credit shall be received; no proof of attendance can be provided. (Not suitable for those requiring proof of attendance/completion.)
- **Credit/No Credit (CR/NC)** - Attendance and participation is required
- **Letter Grade** - For those of you who would like a grade, you will need to submit a completed wealth plan. Your plan should include the following:
  1) Cash Flow Analysis—Income and Budgeted Expenses (Projected)
  2) Investment Policy Statement with Asset Allocation Targets
  3) Value Statement
  4) Mission Statement

If you decide to take the course for a Grade, your project is due by July 25. No late work will be accepted.

Course Outline

**JUNE 20**  
**Lecture:**

1) Wealth Management Overview
2) Goal Setting
3) Risk—Tolerance, Gap Analysis, Types
4) Diversification
5) Asset Allocation
6) Rates of Return—Arithmetic, Geometric, IRR, Nominal vs. Real
7) Investment Policy Statement

**Handouts:** Records Organizer, Investment Policy Statement, and Assessing Your Risk Tolerance

**June 27 Lecture:**
1) Cash Flow—Spending Policy and Analysis
2) Tax—Various Types and Strategy
3) Liability Management
4) Employer Benefits
5) Retirement Planning
   - Misconceptions
   - Forecasting
   - Modeling

**Handouts:** Contribution Limits and Assessing Your Values, Personal Cash Flow Statement

**July 11 Lecture:**
1) Governance
2) Philanthropy
3) Equities
4) Market Mechanics
5) Analytical Measures
6) Stock Options
   - Employee
   - Listed (Calls and Puts)

**Handouts:** Values-Based Questions, Value Statement, Mission Statement, S&P Research Report, and Annual Returns for Major Indices

**July 18 Lecture:**
1) Behavioral Finance
2) Market Timing
3) Wealth Preservation
   - Term Insurance
   - Whole Life Insurance
   - Irrevocable Life Insurance Trust
4) Estate Planning
   - Will
   - Trust
   - Advance Directive
   - Power of Attorney
5) Fixed Income

**Handouts:** Confronting Mortality, Personality Type, Fixed Income Evaluation

**JULY 25 Lecture:**

1) Wealth Management—7 Principles
2) Benchmarking and Tracking
3) Mutual Funds
4) Investment Ethics
5) Alternative Investments
   - Venture Capital
   - Hedge Funds
   - Exchange Funds

**Handout:** Morningstar—Fidelity Magellan