



minarah  
CONSULTING

# Islamic Wealth Management Executive Training Programme

**IF -ETP 5**



# Overview



This intensive course covers three broad areas of Islamic wealth management: the underpinning philosophy of Islamic wealth management, investment avenues that are Sharia compliant and estate tax planning.

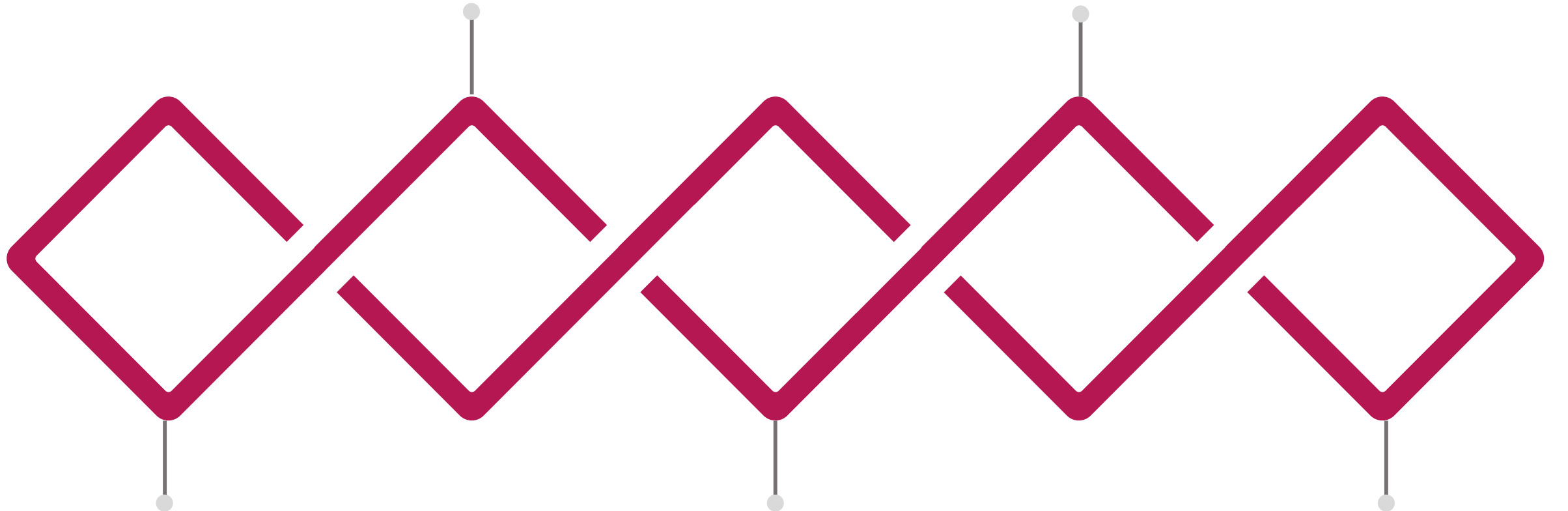
Participants will be exposed to an in-depth evaluation of portfolio management process by looking at; Investment in Shares; Sukuk; Islamic REITs. The course will also address issues of; Estate & Tax Planning; which encompasses matters such as Mirath (Islamic Law of Inheritance); the basics of Estate Planning and Tax Implications for Wealth Management.

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To elucidate the steps to be followed to manage wealth

The different investment instruments available on world market for Islamic wealth management



To introduce participants to the concept of wealth in Islam

To briefly look into the purchase of shares and key issues involved in structuring of an Islamic fund

Islamic estate planning and tax implications

# COURSE OUTCOMES

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Upon completion of the programme participants:

Will be able to appreciate the conceptual framework of wealth in Islam

They will be equipped to understand the screening process to buy listed shares and apply the main filtering criteria




To have basic understanding in Sukuk and their structures and IREIT's (Islamic Real Estate Trust)


To grasp the underlying concept of Islamic law of inheritance and estate planning and how various tax laws may affect an individual's estate

# PROGRAMME STRUCTURE

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The course is extended over a 3-day period and comprises of 3-4 sessions which are one and a half to two hours in duration



The presentations will be interactive and involves practical applications followed by Q & A

# TRAINING PROGRAM

A photograph of several small green seedlings growing out of stacks of gold coins. The coins are stacked to form pots of varying heights, and the seedlings are planted in dark soil. The background is a rustic wooden surface.

Day One

Introduction to  
Islamic Wealth  
Management

## Session A Wealth in Islamic Economic thought

- Definition of wealth
- Concept of Ownership in Islam
- Concept of Trusteeship in Islam
- What qualifies as wealth (māl)
- Factors affecting wealth value
- Wealth protection from a maqasid al shariah perspective

Questions & Answers followed by exercises

## Session B An Introduction to Islamic Wealth Management

- Issues in effective wealth management
- Commercial and non-commercial assets (*irfaq*)
- Real economy & Financial economy
- Savings versus wealth creation in Islamic economics

Questions & Answers followed by exercises.

## Session C The Impact of Globalisation on Islamic Finance

- Brief Historical analysis of Islamic finance industry
- Analysis of the Islamic investment industry
- Islamic finance global market
- Needs of the market
- Regulators of Islamic finance

• Questions & Answers followed by exercises.

## Session D Steps in Islamic Wealth Management

- Client Profile
- Asset allocation
- Security selection
- Portfolios monitoring
- Alternative investment
- Problems and opportunities

Questions & Answers followed by exercises.



# TRAINING PROGRAM



Day Two

Creation  
of  
Client Portfolios

## Session A Investment in Shares

- Definition of shares
- Process and criteria to buy shares - investment screening & purification
- Structuring an Islamic Fund and key issues involved
- Electronic Traded Fund/Commodity (ETF/ETC)

Questions & Answers followed by exercises

## Session B Sukuk

- Definition and comparison with conventional bonds
- Securitisation and types of Sukuk
- Asset-backed and Asset-based Sukuk debate
- Sukuk Investment structures

Questions & Answers followed by exercises.

## Session C Islamic REITs

- Definition of REITs
- Overview of Islamic REITs
- Regulatory and fiqhi issues
- Structuring an Islamic REITs

• Questions & Answers followed by exercises.

## Session D Steps in Islamic Wealth Management

- Client Profile
- Asset allocation
- Security selection
- Portfolios monitoring
- Alternative investment
- Problems and opportunities

Questions & Answers followed by exercises.

# TRAINING PROGRAM

A photograph of two business professionals in suits sitting at a table. The person on the left is holding a white coffee cup. The person on the right is pointing at a document with a black pen. There are several documents and a blue folder on the table.

Day Three

Estate  
&  
Tax Planning

## Session A **Mirath (Islamic Law of Inheritance)**

- Definition of an Islamic Estate
- Basic provisions for distribution of assets in Islam
- Need for an Islamic will
- Fundamental elements of an Islamic will

Questions & Answers followed by exercises

## Session B **Basics of Estate Planning**

- Role of trust
- Waqf
- Liquidity versus assets
- Offshore assets

Questions & Answers followed by exercises.

## Session C **Tax Implications for Wealth Management**

- Income tax
- Capital Gains Tax
- Death levy
- Double Tax agreement

• Questions & Answers followed by exercises.

# CONTACT US

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