

# TRAINING CALENDAR

JANUARY – JULY 2019



Keep **Learning!** Keep **Growing!**

The EIMF Training Activities



CPD Courses



Open-Enrolment and  
Public Events



Customised & In-house  
Programmes



Online Learning

## About us

The **European Institute of Management and Finance (EIMF)** is a **global provider** of **premium executive education** that offers specialised technical training for the requirements of the **Financial and Professional Services Sectors**, and **Management Training** meeting a broad spectrum of professional development needs.

Our **operations** are established in **Cyprus**, although our **cross-border presence** includes the UK, Russian Federation, Israel, Germany, Italy, Albania, Qatar, Bahrain, Egypt, Greece and others.

The **training knowledge** offered by EIMF is **drawn and supported by a growing network** of **affiliate leading institutions** as well as **industry experts** who are amongst the **most renowned specialists** in their respective fields globally.

With such **synergies**, EIMF delivers **innovative** and **specialised** training interventions that are **continuously updated**, both in technical content and educational methodology.

A significant number of experts from the Financial and Professional Services sectors consider **EIMF as their first choice** for their professional training initiatives. With a strategic growth rate, EIMF is recognised as **one of the most reliable community members** in the education section.



*EIMF Venue - Nicosia, Cyprus*

## Accreditations



Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>January</b>								
CySEC Advanced Exam Preparation	LIM	29, 31/01 & 05, 07, 12, 14, 19, 21/02	15:00 – 19:30	32	Demetris Nicolaou	€995	€544	€451
Presenting to Influence	NIC	30/01	09:00 – 17:15	--	Lefki Angeli	€220	--	€220
<b>February</b>								
Anti-Money Laundering (AML) Regulation and Updates	NIC	05/02	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
International Economic Sanctions	LIM	06/02	09:00 – 15:00	5	Adonis Pegasiou	€180	--	€180
Best Execution: Meeting ESMA Regulatory Requirements	NIC	07/02	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Regulatory Requirements for Investment Research, Investment Advice and Portfolio Management	NIC	08/02	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Duties and Responsibilities of an AML & Compliance Officer in relation to the AIFM and the AIF Funds under Management	NIC	09/02	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
CySEC Advanced Exam Preparation	NIC	13, 15, 20, 27/02 & 01, 06, 13, 20/03	16:00 – 20:30	32	Panayiotis Antoniou	€995	€544	€451
ESMA Regulatory Reporting	NIC	15/02	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Fund Set Up in Cyprus: A Practical Guide	NIC	16/02	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
Investment Funds Regulations: Alternative Investment Funds (AIF), AIFMD and UCITS	LIM	18/02	15:00 – 20:30	5	Demetris Nicolaou	€180	--	€180
Corporate Governance for Credit Institutions and Investment Firms	NIC	20/02	09:00 – 15:00	5	Petros Florides	€180	--	€180
Financial Products Management and Governance	NIC	21 & 22/02	09:00 – 15:00	10	Christina Livada	€380	--	€380

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>February (Cont.)</b>								
EXIN Privacy & Data Protection: Foundation Certificate in General Data Protection Regulation (GDPR)	NIC	21 & 22/02	09:00 – 17:15	--	Olympios Christofi	€530 <i>(see note 1, page 14)</i>	€238	€292 <i>(see note 1, page 14)</i>
MiFID II: Digital Media and Compliance	NIC	25/02	09:00 – 15:00	5	Adam Samuel	€220	--	€220
Company Board Secretary Liabilities and Responsibilities	LIM	26/02	14:30 – 20:30	--	Mary – Olive McCluskey	€180	--	€180
Handling Client Complaints in the Financial Services	NIC	26/02	09:00 – 15:00	5	Adam Samuel	€220	--	€220
Financial Promotion and Appropriateness	NIC	27/02	09:00 – 15:00	5	Adam Samuel	€220	--	€220
<b>eimf Talk:</b> Treating Customers Fairly: Where it came from and where it's going to	NIC	27/02	18:00 – 20:00	1	Adam Samuel	Free	--	Free
Overview of the Arbitration Law and Practice in Cyprus	NIC	28/02	09:00 – 16:15	--	Adam Samuel	€280	--	€280
<b>March</b>								
Anti-Money Laundering (AML) Regulation and Updates	LIM	05/03	15:30 – 21:00	5	Alex Kartalis	€180	--	€180
European Market Abuse Regulation (MAR), Directive (MAD II), ESMA Guidance and Whistle Blowing Process	LIM	06/03	15:30 – 21:00	5	Alex Kartalis	€180	--	€180
MiFID II Overview, Investment Advice and Portfolio Management	LIM	07/03	15:00 – 20:30	5	Demetris Nicolaou	€180	--	€180
Political Risk Analysis Fundamentals	NIC	13/03	09:00 – 15:00	--	Adonis Pegasiou	€180	--	€180
Fund Sector in Cyprus: A Legal Overview of the AIF	NIC	09/03	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
<b>eimf Talk:</b> The Growth Path of the Cyprus Insurance Market	NIC	13/03	18:00 – 20:00	--	George Natar	Free	--	Free
Refining Leadership Thinking of Managers	NIC	14/03	09:00 – 17:15	--	Lefki Angeli	€220	--	€220
Investment Fund Administration and Operations	LIM	15/03	16:00 – 21:30	5	Athos Myrianthous	€180	--	€180
MiFID II: Safeguarding Client Money and Assets	LIM	18/03	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>March (Cont.)</b>								
Risk Governance Workshop	NIC	18/03	09:00 – 15:00	5	Petros Florides	€180	--	€180
CRS & FATCA Compliance & Reporting	LIM	19/03	15:30 – 21:00	5	Alex Kartalis	€180	--	€180
A Review of MiFID II Best Execution	LIM	19/03	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220
Directors and Officers Insurance: Common Policies and Usual terms in Universal Practice	NIC	19/03	09:00 – 16:00	--	Mantha Varela	€260	--	€260
Insurance Distribution Directive (IDD): A New Era in Insurance Distribution	NIC	20/03	09:00 – 16:00	--	Mantha Varela	€260	--	€260
A Practical Insight to MiFID II's Product Governance Regime	LIM	20/03	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220
Understanding and Managing Emerging Financial Crime, Bribery and Corruption Risks	LIM	19 & 20/03	09:00 – 14:30	10	Jamila Parry	€380	--	€380
Investment Funds Regulations: Alternative Investment Funds (AIF), AIFMD and UCITS	NIC	20/03	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
CISI Chartered Wealth Manager: Financial Markets Unit	NIC	21, 22/03 & 08, 09, 10/05	09:00 – 17:30	--	Johanna Kirby	<b>Band A:</b> €1,400 or <b>Band B:</b> €1,600 (see note 2, page 14)	€595	<b>Band A:</b> €805 or <b>Band B:</b> €1,005 (see note 2, page 14)
Mortgage Credit Regulatory Framework	NIC	21/03	09:00 – 15:00	5	Christina Livada	€220	--	€220
Corporate Governance in Banking: Strategic Issues and Practical Aspects	NIC	22/03	09:00 – 15:00	5	Christina Livada	€220	--	€220
CySEC Advanced Exam Preparation	LIM	26, 28, 29/03 & 02, 04, 05, 16, 18/04	16:30 – 21:00	32	Panagiotis Nikolaou	€995	€544	€451
Certificate in Anti-Money Laundering and Financial Crime Compliance	NIC	27/03 & 03, 17, 23/04	16:00 – 20:30	16	Panagiotis Nikolaou	€565	€192	€373

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>March (Cont.)</b>								
General Data Protection Regulation (GDPR) Overview for Non-Privacy Professionals	LIM	28/03	09:00 – 17:15	--	Olympios Christofi	€220	--	€220
MiFID II: Product Governance, Suitability Assessment and Independent vs Non-Independent Investment Advice	NIC	28/03	14:30 – 20:00	5	Alexandros Constantinou	€180	--	€180
Risk Communication Monitoring and Review	NIC	29/03	09:00 – 17:15	--	Antonios Karpasitis	€220	--	€220
<b>April</b>								
AML and KYC: Guidelines for Cyprus Investment Firms	LIM	03/04	15:30 – 21:00	5	Alex Kartalis	€180	--	€180
General Data Protection Regulation (GDPR) Implementation Challenges Workshop	LIM	04/04	09:00 – 17:15	--	Kyriakos Parpounas	€220	--	€220
Corporate Administration Forms and Procedures	LIM	04 & 05/04	14:30 – 20:30	--	Mary – Olive McCluskey	€260	--	€260
Ins and Outs of the Forex Market	LIM	09 & 11/04	16:00 – 20:30	--	Marek Bota	€240	--	€240
Repos and the GMRA 2011	NIC	10/04	09:00 – 17:15	--	Ernst van den Broek	€280	--	€280
International Economic Sanctions	NIC	10/04	09:00 – 15:00	5	Adonis Pegasiou	€180	--	€180
Risk Assessment Techniques	NIC	11 & 12/04	09:00 – 17:15	--	Antonios Karpasitis	€530	€238	€292
Fund Set Up in Cyprus: A Practical Guide	LIM	13/04	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
The Super MLCO: from Theory to Practice	NIC	15/04	15:30 – 21:00	5	Gregory Dellas	€180	--	€180
Compliance Essentials: AML and MiFID II in Practice	NIC	15, 19 & 22/04	16:00 – 21:30	15	Panagiotis Nikolaou	€585	€255	€330
Anti-Money Laundering (AML) Regulation and Updates	NIC	16/04	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
European Market Abuse Regulation (MAR), Directive (MAD II), ESMA Guidance and Whistle Blowing Process	NIC	17/04	16:00 – 21:30	5	Alex Kartalis	€180	--	€180

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>April (Cont.)</b>								
Directors' Roles and Responsibilities	NIC	17/04	09:00 – 16:00	6	Petros Florides, Miltiades Miltiadou, Christos Makedonas	€220	--	€220
MiFID II: Product Governance, Suitability Assessment and Independent vs Non-Independent Investment Advice	LIM	18/04	14:30 – 20:00	5	Alexandros Constantinou	€180	--	€180
Insurance Contracts for the Banking Sector: BBBs and Pls	NIC	19/04	09:00 – 16:00	--	Mantha Varela	€260	--	€260
Accounts Receivable Management	NIC	19/04	09:00 – 15:00	--	Marios Mortis	€180	--	€180
AIFM Directive 2011/61/EU Overview	NIC	20/04	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
<b>May</b>								
Preparing for Conduct Reporting and Culture Audits	London	02/05	09:00 – 16:00	6	Roger Miles	<b>Band A:</b> £900 <b>Band B:</b> £650 <i>(see note 5, page 14)</i>	--	<b>Band A:</b> £900 <b>Band B:</b> £650 <i>(see note 5, page 14)</i>
Duties and Responsibilities of an AML & Compliance Officer in relation to the AIFM and the AIF Funds under Management	LIM	04/05	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
Certificate in Investment Fund Services	NIC	06, 08, 20, 22/05 & 03, 05, 18, 19/06	17:00 – 20:30	15	Alex Kartalis	€900	€408	€492
CySEC Advanced Exam Preparation	NIC	06, 15, 17, 22, 24, 29, 31/05 & 05/06	16:00 – 20:30	32	Panayiotis Antoniou	€995	€544	€451

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>May (Cont.)</b>								
AML and KYC: Guidelines for Cyprus Investment Firms	NIC	07/05	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
Best Execution: Meeting ESMA Regulatory Requirements	NIC	07/05	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Business Tax Fundamentals	NIC	07 & 09/05	09:00 – 17:15	--	Marios Mortis	€530	€238	€292
ESMA Regulatory Reporting	NIC	08/05	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Risk-based Internal Audit	NIC	09 & 10/05	09:00 – 17:15	--	Konstantinos Triantafyllidis	€530	€238	€292
Company Board Secretary Liabilities and Responsibilities	NIC	10/05	14:30 – 20:30	--	Mary – Olive McCluskey	€180	--	€180
<b>eimf Talk:</b> Applied Product Strategy Concepts for the Insurance Sector	NIC	10/05	18:00 – 20:00	--	George Natar	Free	--	Free
ACAMS Certified Anti-Money Laundering Specialist Exam Preparation	NIC	11 & 18/05	09:00 – 17:15	10	Gregory Dellas	<b>Band A:</b> €1,800  <b>Band B:</b> €1,950 (see note 3, page 14)	€238	<b>Band A:</b> €1,512  <b>Band B:</b> €1,712 (see note 3, page 14)
MiFID II: Digital Media and Compliance	LIM	13/05	09:00 – 15:00	5	Adam Samuel	€220	--	€220
EXIN Privacy & Data Protection: Foundation Certificate in General Data Protection Regulation (GDPR)	NIC	13 & 14/05	09:00 – 17:15	--	Kyriakos Parpounas	€530 (see note 1, page 14)	€238	€292 (see note 1, page 14)
Loan Documentation and Master Agreement	NIC	13 & 14/05	09:00 – 17:15	--	Ernst van den Broek	€560	€238	€322
Investment Fund Administration, Operations and Custody	NIC	14 & 15/05	09:00 – 17:15	5	Bruce Lawrence	€530	€238	€292
Handling Client Complaints in the Financial Services	LIM	14/05	09:00 – 15:00	5	Adam Samuel	€220	--	€220
Financial Promotion and Appropriateness	LIM	15/05	09:00 – 15:00	5	Adam Samuel	€220	--	€220



Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>May (Cont.)</b>								
Overview of the Arbitration Law and Practice in Cyprus	LIM	16/05	09:00 – 16:15	--	Adam Samuel	€280	--	€280
Securities Services & Custody Master Class	NIC	16 & 17/05	09:00 – 17:15	--	Bruce Lawrence	€530	€238	€292
Training Skills for Managers	NIC	17/05	09:00 – 17:15	--	Lefki Angeli	€220	--	€220
Risk Management Workshop: Risk Handling and Treatment Options	NIC	17 & 24/05	09:00 – 17:15	--	Antonios Karpasitis	€530	€238	€292
MiFID II: Safeguarding Client Money and Assets	NIC	20/05	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220
Directors and Officers Insurance: Professional Indemnity, Liability and Cyber Risks	NIC	20/05	09:00 – 15:00	5	Miltiades Miltiadou	€180	--	€180
Investment Funds Regulations: Alternative Investment Funds (AIF), AIFMD and UCITS	LIM	20/05	15:00 – 20:30	5	Demetris Nicolaou	€180	--	€180
Anti-Money Laundering (AML) Regulation and Updates	LIM	21/05	15:30 – 21:00	5	Alex Kartalis	€180	--	€180
Insights into MiFIR Transaction Reporting	NIC	21/05	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220
A Practical Insight to MiFID II's Product Governance Regime	NIC	22/05	09:00 – 15:00	5	Vivienne Bannigan	€220	--	€220
Leadership Development Programme	NIC	21, 22/05 & 11, 12/06	09:00 – 17:15	--	David Cotton	€1050	€476	€574
Market Abuse Regulatory Updates	LIM	23/05	09:00-15:00	5	Christina Livada	€220	--	€220
Directors' Development Programme	NIC	23, 28 & 30/05	09:00 – 17:15	15	David Cotton & Petros Florides	€830	€357	€473
Investor Protection Regulatory Updates	LIM	24/05	09:00-15:00	5	Christina Livada	€220	--	€220
IAPP Certified Information Privacy Professional/Europe (CIPP/E) (GDPR)	NIC	23 & 24/05	09:00 – 17:15	--	Christos Makedonas	€1,750 (see note 4, page 14)	--	€1,750 (see note 4, page 14)

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<b>May (Cont.)</b>								
General Data Protection Regulation (GDPR) Overview for Non-Privacy Professionals	NIC	24/05	09:00 – 17:15	--	Olympios Christofi	€220	--	€220
Moving from Employee to Manager: A Highlight of the New Working Environment	NIC	27/05	09:00 – 17:15	--	George Natar	€220	--	€220
Finance and Accounting for Non-Financial Professionals	NIC	27 & 29/05	09:00 – 17:15	--	Marios Mortis	€530	€238	€292
General Data Protection Regulation (GDPR) Implementation Challenges Workshop	NIC	28/05	09:00 – 17:15	--	Kyriakos Parpounas	€220	--	€220
Ethics and Professional Integrity Workshop	NIC	28/05	09:00 – 13:15	--	Petros Florides	€150	--	€150
Political Risk Analysis Fundamentals	LIM	29/05	09:00 – 15:00	--	Adonis Pegasiou	€180	--	€180
Regulatory Requirements for Investment Research, Investment Advice and Portfolio Management	NIC	29/05	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Corporate Governance and the Role of Internal Audit	NIC	29/05	09:00 – 17:15	--	Konstantinos Triantafyllidis	€220	--	€220
Internal Audit Report Writing	NIC	30 & 31/05	09:00 – 17:15	--	Konstantinos Triantafyllidis	€380	--	€380
Corporate Administration Forms and Procedures	NIC	30 & 31/05	14:30 – 20:30	--	Mary – Olive McCluskey	€260	--	€260
<b>June</b>								
EXIN Privacy & Data Protection: Practitioner Certificate in General Data Protection Regulation (GDPR)	NIC	03, 04 & 06/06	09:00 – 17:15	--	Olympios Christofi	€750 <i>(see note 1, page 14)</i>	€357	€393 <i>(see note 1, page 14)</i>
ESMA Knowledge and Competence for Information Givers at Investment Firms	NIC	03, 05 & 07/06	16:00 – 21:30	15	Panagiotis Nikolaou	€585	€255	€330
Fraud Detection, Prevention and Auditing	NIC	03 & 04/06	09:00 – 17:15	--	Konstantinos Triantafyllidis	€380	--	€380
CISI Risk in Financial Services	LIM	04 & 05/06	09:00 – 17:15	5	Petros Florides	€530	€238	€292
Investment Analysis and Risk	NIC	04, 06 & 07/06	09:00 – 17:15	--	Michael Stafferton	€750	€357	€393

Subject	Location	Training Date(s)	Training Hours	CPD Units	Trainer	Fee (excl. VAT)	HRDA Subsidy*	Fee after Subsidy (excl. VAT)
<b>June (Cont.)</b>								
Communication, Sharing Information and Feedback	NIC	05/06	09:00 – 17:15	--	Lefki Angeli	€220	--	€220
CRD IV for Banks	NIC	05/06	09:00 – 15:00	5	Michael Stafferton	€220	--	€220
<b>eimf Talk:</b> Populism, Productivity and the 4th Industrial Revolution	NIC	05/06	18:00 – 20:00	--	Michael Stafferton	Free	--	Free
IAPP Certified Information Privacy Manager (CIPM) (GDPR)	NIC	06 & 07/06	09:00 – 17:15	--	Tim Clements	€1,750 (see note 4, page 14)	--	€1,750 (see note 4, page 14)
<b>eimf Talk:</b> Data Protection by Design and by Default	NIC	06/06	18:00 – 20:00	--	Tim Clements	Free	--	Free
Incident and Claims Management	NIC	10/06	09:00 – 17:15	--	Antonios Karpasitis	€220	--	€220
Investor Protection Updates: Unit Linked Products and IDD	NIC	10/06	09:00 – 16:00	--	Mantha Varela	€260	--	€260
CISI Global Financial Compliance	LIM	11 & 13/06	09:00 – 17:15	10	Panayiotis Antoniou	€530	€168	€362
Trade Finance Fundamentals: Letters of Credit, Letters of Guarantee and Bills for Collection	NIC	11/06	09:00 – 16:15	--	Demetris Zacharoudes	€200	--	€200
Leading Leaders Workshop	NIC	12/06	09:00 – 17:15	--	Petros Florides	€250	--	€250
Anti-Money Laundering (AML) Regulation and Updates	LIM	13/06	09:00 – 15:00	5	Christina Livada	€220	--	€220
Effective Written Communications for Compliance, Risk and Internal Audit Professionals	NIC	13/06	09:00 – 16:00	--	David Cotton	€260	--	€260
Preparing for Conduct Reporting and Culture Audits	London	13/06	09:00 – 16:00	6	Roger Miles	<b>Band A:</b> €900 <b>Band B:</b> €650 (see note 5, page 14)	--	<b>Band A:</b> €900 <b>Band B:</b> €650 (see note 5, page 14)

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June (Cont.)								
GDPR: A Practical Implementation in Financial Services	LIM	14/06	09:00 – 17:15	--	Christina Livada	€240	--	€240
<b>eimf Bite-Sized:</b> The Professional Insurance Distributor and the Insurance Client	NIC	18/06	16:00 – 19:30	--	George Natar	€90	--	€90
Certificate in Anti-Money Laundering and Financial Crime Compliance	LIM	18, 20, 24 & 27/06	16:30 – 21:00	16	Panagiotis Nikolaou	€565	€192	€373
Risk-based Anti-Money Laundering (AML)	NIC	19/06	15:30 – 21:00	5	Gregory Dellas	€180	--	€180
Compliance Essentials: AML and MiFID II in Practice	NIC	19, 21 & 25/06	16:00 – 21:30	15	Panagiotis Nikolaou	€585	€255	€330
Enhanced Due Diligence Skills using Open Source Intelligence Tools (OSINT)	NIC	20/06	09:00 – 14:45	5	Veia Papadopoulou	€180	--	€180
<b>eimf Bite-Sized:</b> Prospecting and Meeting Insurance Customers	NIC	21/06	16:00 – 19:30	--	George Natar	€90	--	€90
Fund Set Up in Cyprus: A Practical Guide	NIC	22/06	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
Employment Law in Cyprus	NIC	24/06	09:00 – 15:00	--	Mary – Olive McCluskey	€180	--	€180
<b>eimf Bite-Sized:</b> Identifying Insurance Needs and Financial Planning of the Insured	NIC	25/06	16:00 – 19:30	--	George Natar	€90	--	€90
Certificate in Governance, Financial Regulation and Compliance	NIC	25, 26/06 & 10, 12/07	09:00 – 17:15	28	Christina Livada, Jamilya Parry, Panagiotis Nikolaou	€950	€450.50	€499.50
Payment Services Directive (PSD2) & Instant Payments	NIC	25/06	09:00 – 14:30	5	Jamilya Parry	€220	--	€220
Marketing Communication in Financial Services	NIC	25/06	15:30 – 20:30	5	Marek Bota	€180	--	€180
CySEC Advanced Exam Preparation	LIM	26 & 28/06 & 04, 09, 11, 16, 18, 22/07	15:30 – 20:00	32	Panagiotis Nikolaou	€995	€544	€451
Strategic Marketing for Insurance Services	NIC	26 & 27/06	09:00 – 17:15	--	George Natar	€530	€238	€292

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<b>June (Cont.)</b>								
<b>eimf Bite-Sized:</b> Appraising and Approaching Candidates for Selling Insurance	NIC	28/06	16:00 – 19:30	--	George Natar	€90	--	€90
Payroll Management	NIC	27/06	09:00 – 15:00	--	Marios Mortis	€180	--	€180
The Human Resources Function in the Financial Services Sector	NIC	27/06 & 02/07	09:00 – 17:15	--	Lefki Angeli	€530	€238	€292
<b>July</b>								
Best Execution: Meeting ESMA Regulatory Requirements	NIC	01/07	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
CRS & FATCA Compliance & Reporting	NIC	02/07	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
Regulatory Requirements for Investment Research, Investment Advice and Portfolio Management	NIC	02/07	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
<b>eimf Bite-Sized:</b> Presenting Solutions to Insurance Clients	NIC	02/07	16:00 – 19:30	--	George Natar	€90	--	€90
Investment Funds Regulations: Alternative Investment Funds (AIF), AIFMD and UCITS	NIC	03/07	16:00 – 21:30	5	Alex Kartalis	€180	--	€180
<b>eimf Bite-Sized:</b> Overcoming Objections, Negotiating and Closing the Sale of an Insurance	NIC	05/07	16:00 – 19:30	--	George Natar	€90	--	€90
Investment Fund Administration Operations	LIM	06/07	09:00 – 15:00	5	Athos Myrianthous	€180	--	€180
ESMA Regulatory Reporting	NIC	08/07	16:00 – 21:30	5	Panagiotis Nikolaou	€180	--	€180
Property Tax Updates	NIC	09/07	09:00 – 13:30	--	Marios Mortis	€150	--	€150
<b>eimf Bite-Sized:</b> After-Sales Service and Monitoring of Insurance Clients	NIC	09/07	16:00 – 19:30	--	George Natar	€90	--	€90
Developing and Managing High Performing Teams	NIC	10/07	09:00 – 17:15	--	Lefki Angeli	€220	--	€220
Anti-Money Laundering (AML) Regulation and Updates	LIM	11/07	09:00 – 15:00	5	Christina Livada	€220	--	€220
Investor Protection Regulatory Updates	LIM	12/07	09:00 – 15:00	5	Christina Livada	€220	--	€220

## Notes

**1:** Delegates pursuing **BOTH** the EXIN Privacy & Data Protection Foundation **AND** Practitioner Certificate trainings will receive a 20% discount on their final training fee. This discount cannot be combined with any other discount provided by EIMF. The exam fee (Foundation €160 + VAT, Practitioner €200 + VAT) is not included in the price.

**2:** Band A fee is the training tuition only, whereas Band B fee includes training tuition and a marked **mock** exam. The exam fee (£434, Resit fee: £288, CISI Qualification Registration Fee £32) is not included in the price.

**3:** Band A fee is offered to ACAMS members, whereas Band B fee is for non-ACAMS members. The fee of both Bands includes training tuition and exam fee.

**4:** Delegates pursuing **BOTH** the IAPP Certified Information Privacy Professional/Europe (CIPP/E) **AND** IAPP Certified Information Privacy Professional/Europe (CIPP/E) will receive a 20% discount on their final training fee. This discount cannot be combined with any other discount provided by EIMF. The exam fee and IAPP Membership are included in the price.

**5:** Existing clients of Complyport and EIMF are eligible for a discount and can participate to the courses with the Band B fee.

### \*HRDA Subsidy

Business entities that are registered in Cyprus and meet the HRDA criteria, are eligible to attend HRDA subsidised training programmes and participate with a reduced fee. The main HRDA criteria are:

- The business entity is registered in the Registrar of Companies and Social Insurance Services in Cyprus
- Employees participating in the respective training courses are employed on a full-time basis
- Both the employees and the business entity in which they are employed, submit their relevant contributions to the Social Insurance and Industrial Training Schemes
- Delegates meet the participant profile as stated in each training description respectively, and attend at least 75% of their training's duration
- Participating companies submit the HRDA application form to EIMF, as provided after registration
- The training fee is paid directly by the Company who has made the registration
- **Note on VAT:** The HRDA Subsidy is not a discount, therefore the VAT is calculated on the initial training fee, before the subsidy is subtracted.
- For the official HRDA directive, please visit:  
[http://www.hrdauth.org.cy/easyconsole.cfm/page/project/p\\_id/179/pc\\_id/17139](http://www.hrdauth.org.cy/easyconsole.cfm/page/project/p_id/179/pc_id/17139)

## Accountancy Professional Qualification

### Association of Accounting Technicians (AAT)

The AAT offers the perfect start to a successful accounting and finance career. AAT qualifications are recognised by leading employers around the world and remain the ideal choice for many professionals. EIMF offers the AAT Accountancy Qualification and the AAT Bookkeeping Qualification. For further information please contact us.

## Customised In-house Programmes

Each organisation has a unique structure, learning objectives, professional needs and technical requirements.

Through EIMF’s business capacity, experienced personnel and a solid portfolio covering a broad spectrum of training areas, EIMF is committed to designing and delivering tailored-made solutions to meet the specific needs of organisations in the areas of management and finance, including technical and non-technical subjects.

Programmes can be customised for professionals working at entry, mid-career and senior levels. Companies that are registered in Cyprus may be eligible to apply for the HRDA Subsidy, as explained in the previous section, which ultimately helps them reduce the operational costs and expenses for receiving the training of their choice.

EIMF’s experienced training advisers help organisations by designing and delivering tailored-made training initiatives that offer practical solutions with a “real-life” business impact.

## Online Learning

EIMF has developed its own sophisticated eLearning platform, that includes training topics which are suitable for a variety of needs. These courses can be accessed remotely 24/7 using a PC, a laptop, a tablet or a smartphone. Many organisations and professionals take advantage of the self-study and video-based learning, as it helps them enhance their desired skills and know-how as well as obtain CPD units, at a learning pace and location of their preference.

The training topics presented below and on the next page are currently open for registration and can be viewed at <http://elearning.eimf.eu/>:

Subject	Training Duration	CPD Units	Fee
Advanced Anti-Money Laundering for Financial Institutions	4 hours	4	€73
AIF – Alternative Investment Funds	2 hours	2	€72
AIF, AIFM and UCITS	6 hours	6	€170
AIFM – Alternative Investment Fund Managers	2 hours	2	€72
AML 4 <sup>th</sup> and 5 <sup>th</sup> Directives Overview	2 hours	2	€62
Anti-Bribery and Anti-Corruption	5 hours	5	€73
Anti-Money Laundering for Legal Professionals and DNFBBPs	4 hours	4	€73
Anti-Money Laundering Fundamentals	2 hours	2	€62
Best Execution Overview	1 hour	1	€45
Business Ethics	2 hours	2	€73
CISI International Introduction to Investment	8 hours	--	€115
CISI Risk in Financial Services	8 hours	5	€115
CISI Global Financial Compliance	10 hours	5	€220
Compliance in Marketing and Promoting of Financial Products	4 hours	4	€73
Conflict Management	2 hours	--	€52
CySEC Advanced Mock Exams (6 Papers)	--	--	€280
Financial Instruments and Products	3 hours	--	€42
Fundamentals in Investments and Finance	8 hours	--	€115
Subject	Training Duration	CPD Units	Fee

Fundamentals of Risk Management	4 hours	2	€73
General Data Protection Regulation (GDPR) – Fundamental Training	2 hours	--	€58
ICAAP Internal Capital Adequacy Assessment Process	2 hours	4	€115
Leadership and Management Programme	16 hours	--	€280
Leading and Motivating a Team	2 hours	--	€52
MiFID II Overview	2 hours	2	€72
Organising and Delegating	2 hours	--	€52
Performance Management	2 hours	--	€52
Practical Aspects of the Compliance Function	5 hours	5	€93
Solving Problems and Making Decisions	2 hours	--	€52
Stress Management	2 hours	--	€52
Treating Customers Fairly and Handling Complaints in the Financial Services Sector	5 hours	5	€125
UCITS - Undertakings for Collective Investments in Transferable Securities	2 hours	2	€72
Understanding Leadership	2 hours	--	€52

## Stay up to date!

This training calendar has been updated on 24/04/2019. For the latest version of the training calendar, please visit EIMF's website at <https://eimf.eu/upcoming-seminars/>.

Before registering to a course, we suggest reviewing the latest information available at the time of registration.

## Keep in touch!

If you are a new or existing customer, partner or associate, EIMF would like to connect and maintain a connection with you. We like to follow the latest changes, developments and updates of the business and finance sectors, and examine training solutions that are suitable to the market's needs.

Let us know what your training needs are, the training plans you would like to develop and what challenges you face. Allow us to develop the synergies needed to produce high-quality results for you.

## Contact us



+357-22274470



[info@eimf.eu](mailto:info@eimf.eu)



[www.eimf.eu](http://www.eimf.eu)