# Promoting Sustainable nvestments

### An QADSTRACT Guide

Leading competent conversations around sustainability.

#### **Promoting Sustainable Investments**

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The move towards a more sustainable world is a multi-decade one which has already begun. Many institutions are waiting for Regulatory guidance or hesitating to ensure they do the right thing by their clients.

We believe companies that move now by developing their people to engage with clients in competent conversations will command an early advantage.

This is not about checklists or ticking boxes, it is about learning with interesting content and ensuring it is applicable by client facing advisers.





Andy Nicol

Chief Executive Officer

ABSTRACT

#### Our ESG Learning Programme

Successfully deployed in leading global financial institutions, our **ESG Learning Programme** has been purpose-built to help your people understand how promoting Sustainable Investments and leading competent ESG conversations can:









#### Our ESG Learning Programme

An intellectually stimulating programme designed to drive a commercially focused culture amongst your teams.

#### Gain New Clients and Better Retain Your Existing Clients By...

- Increasing confidence to hold socially responsible conversations.
- Managing the ESG and Sustainability journey for your clients.
- Increasing the volume of client discussions about sustainability.

#### **Key Learnings with Application**

- ✓ Defining Your and Your Client's Understanding of Sustainable Investments.
- Building Presence and Credibility.
- Leveraging the Psychology of Sales.
- ✓ Forming Unbreakable Relationships.





- How does Sustainability Effect You and Why Now?
  - 2 Having Meaningful and Socially Responsible Conversations.

#### Our ESG Learning Programme



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Best ESG course & materials so far!

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A really good balance of content and interaction.

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Really well delivered, honestly the best training I have attended since joining.

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A really good spirited session on an important subject. Really well facilitated, thank you.

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Global Private Banking Delegates
November 2023

## Why Qabstract?

#### We get results.

From some of the largest FTSE 100 companies to forward-thinking SMEs; we work with organisations of all shapes and sizes, so long as they are committed to change, open minded and prepared to collaborate.

If you're committed, then together we can create real beneficial change - and a suitable return on investment for the benefit of all!

#### Award Winning Learning & Development.

ABSTRACT was founded as a Learning & Development company to seriously change people's lives through the implementation of new behaviours.

Our vision? To make the corporate world a fairer and better place.

#### We model what we coach.

We're incredibly proud of the way our programmes positively affect the lives of our delegates, our clients and their respective businesses.

Don't just take our word for it - our client and delegate testimonials speak for themselves...











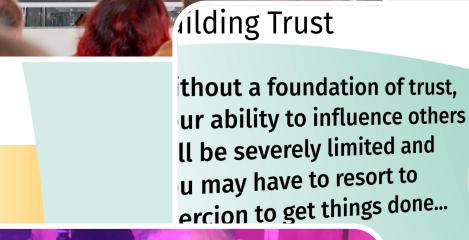
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Definition of Maximising Your Pot

98%

of delegates rated our Learning & Development programmes as

**EXCELLENT** 

**Source:**ABSTRACT Delegate Data



Read 2000+

Independent

Testimonials





# Be the change... If not you, who? If not now, when?

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