

# Customised Training Program on Branch Services Manager

**May 23-24, 2022**  
**9:00 am- 5:30 pm**

## Contents

- Roles and Responsibilities of BSM
- Daily to do list of a BCM
- **Account Opening**
- Basic Considerations
- Opening of various types of Accounts
- **Personal Accounts**
  - ✓ Individual accounts
  - ✓ Joint accounts
  - ✓ Accounts of Administrator & Executor
  - ✓ Accounts of blind persons
  - ✓ Minors' accounts
- **Impersonal Accounts**
- Proprietorship
- Partnership
  - ✓ Traditional Partnership
  - ✓ Limited Liability Partnership
- Limited Companies
  - ✓ Private Limited Companies
  - ✓ Public Limited Companies
  - ✓ Guarantee Limited Companies
  - ✓ Shariah compliant companies
  - ✓ Agriculture Promotion Companies
    - Producer Company
    - Collateral Management Company Collateral
  - ✓ Free Zone Company
  - ✓ Single member companies
  - ✓ Winding up of a company and opening of Liquidator's account
- Accounts of Trusts & Waqafs
- Account of Non-Trading & Non-Profit Organizations

**With Our Expert**



## Mr. Shahid Iqbal

Mr. Shahid Iqbal is a seasoned professional with rich practical experience spanning over 37 years of banking operations including 25 years as a professional trainer. Mr. Shahid is currently working with NIBAF as a subject specialist for commercial banking programs and has designed and conducted various training programs on banking operations, Regulatory Compliance, Account Opening, AML/CFT, Customer Service Excellence, Leadership and other Soft skills and has been instrumental in designing certification programs for NIBAF. Besides the banking sector, Mr. Shahid has also conducted trainings for a wider audience including officers from NAB, FIA and Pakistan Post.

**Training Fee**  
**10,000 Plus Tax**

**Online Via Zoom**



**National Institute of Banking & Finance**  
**State Bank of Pakistan**

