



Diploma of Financial Services (Financial Planning)

FNS50804



About this course

The Diploma of Financial Services (Financial Planning) is considered the minimum entry requirement for those new to the financial planning industry or transferring to a position where they are required to provide advice to retail clients.

The course is designed for people:

- working within the financial services industry (in a non-advice providing capacity) and looking to improve their overall knowledge of the financial planning process, with the view to upgrading their existing skills or transferring to a career as a financial adviser
- wanting to enter or re-enter the financial planning industry and require the minimum qualification to provide advice to retail clients

This course will introduce you to the financial planning process and equip you with the technical skills and knowledge required to:

- engage effectively with a broad client base, identify various financial planning needs, their risk profiles and the different strategies they require
- provide financial planning advice to meet the objectives of retail clients in the areas of insurance, investment and superannuation

The Diploma of Financial Services (Financial Planning) has been developed under the Australian Qualifications Framework and it is a Nationally Recognised Course.

How long will it take to complete the Diploma of Financial Services (Financial Planning)?

The Diploma of Financial Services (Financial Planning) is self-paced distance education based and enhanced for student benefit with optional periodic workshops held for each subject. Students may complete the course in 6 months through diligent application or take up to 12 months.

How will I obtain the Diploma of Financial Services (Financial Planning)?

The schedule for delivery of the Diploma of Financial Services (Financial Planning) will be a combined delivery method of distance learning and optional attendance of 5 x 2 day workshops held approximately every third week.

Students will be assessed through a variety of methods. They will participate in classroom group activities, complete multiple choice and short answer assessments plus submit three course relevant case studies. Role play assessments are also conducted to assist students achieve the skills required for the completion of the qualification so they will have the practical knowledge and skills to provide advice across a range of financial advice knowledge areas in accordance with the regulatory requirements of ASIC RG146.

Email, telephone and face to face support services are available to assist you complete your training.



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What does the Diploma of Financial Services (Financial Planning) include?

The course is delivered through four modules:

<p>DFS1 – Financial Advice</p> <p><u>Australian Industry Essentials</u></p> <p>Part 1: Australian Economy Part 2: Personal Taxation Part 3: Social Security Part 4: Retirement Income System Part 5: Investment Funds Part 6: Financial Markets Part 7: Regulatory Environment Part 8: Corporations Act Obligations Part 9: Licensees and their Representatives Part 10: Legal Obligations of Representatives</p> <p><u>Financial Planning Fundamentals</u></p> <p>Part 1: Wealth Creation Fundamentals Part 2: Wealth Protection Fundamentals Part 3: Retirement Planning Fundamentals Part 4: Estate Planning Fundamentals</p> <p><u>Advice Process</u></p> <p>Part 1: Establish Relationship with Client Part 2: Identify Client Objectives and Financial Situation Part 3: Analyse Client Objectives and Financial Situation Part 4: Develop Strategies and Solutions Part 5: Present Strategies and Negotiate Solutions Part 6: Implement Agreed Plan Part 7: Provide On-going Advice</p>	<p>DFS2 – Insurance</p> <p><u>Core Area</u></p> <p>Part 1: Understanding Insurance Part 2: Operation of Insurance Markets Part 3: General Insurance Part 4: Personal Insurance Part 5: Legal Obligations and Compliance</p> <p><u>Specialist Area</u></p> <p>Part 1: Operation of Life Insurance Markets Part 2: Differences in Life Insurance Products Part 3: Term Life Insurance Part 4: Total and Permanent Disability (TPD) Insurance Part 5: Trauma Insurance Part 6: Income Protection Insurance Part 7: Business Expense Insurance Part 8: Annuities Insurance Part 9: Whole-of-Life (WOL) Insurance Part 10: Endowments Part 11: Group Insurance Part 12: Tax Affect Life Insurance Part 13: Insurance Relate to Superannuation Part 14: Reinsurance Part 15: Functions of Insurance Advisers and Brokers Part 16: Legal Obligations of an Adviser Part 17: Find the Right Life Insurance Product Part 18: Matching Life Insurance Products to Client Needs</p>
<p>DFS3 – Superannuation</p> <p><u>Specialist Area</u></p> <p>Part 1: Introduction to Superannuation Part 2: Superannuation Eligibility Part 3: Compulsory Contribution to Superannuation Part 4: Tax Concessions on Superannuation Part 5: Withdrawals on Superannuation and ETP's Part 6: Retirement Income Streams Part 7: Social Security Pensions Part 8: Duties of Superannuation Trustees Part 9: Self Managed Super Funds (SMSF's) Part 10: Providing Superannuation Advice</p>	<p>DFS4 – Investment Planning</p> <p><u>Specialist Area</u></p> <p>Part 1: Introduction to Financial Markets Part 2: Introduction to Managed Investments Part 3: Securities - Money Market Investments Part 4: Securities - The Bond Market Part 5: Securities - Shares Part 6: Securities - Property Securities Part 7: Specialised Investments Part 8: Constructing Portfolios Part 9: Derivatives Part 10: Use of Leverage Part 11: Taxation Issues for Investors Part 12: Conducting Research</p>

You will have the opportunity to meet other course participants at workshops, held approximately every third week. During these workshops we will facilitate the development of skills through working groups, industry networking and mentoring to enhance your understanding and participation in the course.

Upon successful completion of the course, participants will receive a Qualification for the Diploma of Financial Services (Financial Planning).



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Can I apply for Recognition of Prior Learning?

Due to the Asic regulatory requirements of this diploma, the only recognition or course exemptions that are granted, are where previous learning has been fully completed and assessed and where a formal Statement of Attainment has been issued by a nationally registered training organisation (RTO) for the relevant units of competence.

This application will only be approved if that RTO and the specific training for which recognition is being sought, is listed as a current approved provider on the Asic Training Register and the units are reflected as units within our diploma course.

The protocol for recognition of prior learning for the Diploma of Financial Services (Financial Planning) differs from our usual protocol for students applying for Recognition of Prior Learning. For further information on our standard policy please see our Recognition of Prior Learning/Current Competence policy on our website:
<http://futurestaff.com.au/policies.php#competence>

Fee information

Upon acceptance of enrolment, the first invoice for \$621 per semester in 2010 will be issued for administrative fees, flexible payment options are available. A semester is a 6 months period from the time of enrolment.

If you do not complete your qualification within the first 6 month period, you will be invoiced at the commencement of the next 6 month period for the value of the new semester fee. The fee is published at the beginning of each calendar year by the relevant government department administering the Productivity Placement Program funding contract.

Jobseekers and those in receipt of Centrelink benefits may be eligible for a concession, refer to our enrolment application forms for details. Enrolees eligible for concession are required to pay a \$51.00 administration fee.

Further information

How to apply

For further information and enrolment application forms please email acole@futurestaff.com.au or call **Amanda Cole or Scott Bates on 0410 431 247 or 1300 559 666**

The Productivity Places Program (PPP) is funded by the NSW Government in partnership with the Australian Government and is a skills and training initiative targeted at Existing Workers and Job Seekers in industries experiencing skills shortages and for industries of strategic importance. (www.productivityplaces.deewr.gov.au)