Overview
Get the qualification that validates your understanding of financial planning fundamentals and provide your clients with sound financial advice.

The successful completion of this Financial Planning course is the primary pathway into this exciting, rewarding and prosperous career. Typically this qualification will lead you into employment as a financial para-planner. This will start you on the road to success where you will be providing advice to clients on financial products and services and playing an important part of building your clients and Australia’s prosperity.

You’ll learn to:
• Assist clients to identify financial goals and priorities and assessing their current financial situation
• Negotiate solutions with clients
• Allocate personnel for ongoing service tasks
• Conduct trend and risk analysis including product modelling
• Estimate, forecast and conduct competitive comparisons
• Proactively anticipate customer requirements and recommending products
• Undertake research and develop solutions such as financial plans
• Maintain knowledge of financial products and services
• Conduct web searches and utilise financial planning software

Accreditation
This qualification is nationally recognised under the Australian Qualification Framework (AQF).
Entry Requirements

There are no general entry requirements for this qualification, and you may enrol into this course at any time and begin studying shortly after enrolment.

However if you are applying for a VET FEE-HELP loan, there are entry requirements to enter into the loan application. You will need produce a copy of your Australian Year 12 Senior Secondary Certificate of Education prior to enrolment.

If you are unable to produce this certificate, did not complete secondary school to a grade 12 level and gain a certificate, or graduated overseas, you will be required to undertake a Government approved Skills assessment, regardless of your education level and background.

Duration & Cost

We allow 12 months to complete this course, although you may be able to complete faster than that depending on how much time you commit to your studies and if you fulfill the requirements of this course. This course has a cost of $12,500 and the following payment options are available:

- VET FEE-HELP (eligibility requirements apply)
- Payment Plans

Subject list for FNS50611 Diploma of Financial Planning

In order to obtain this qualification, you must successfully complete the following 15 units of competency.

Our Diploma also includes the three key risk advice areas of insurance, superannuation, and managed investments.

* You will need this unit in order to become a Paraplanner in the industry.

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<thead>
<tr>
<th>Stage</th>
<th>Unit of Competency</th>
<th>Unit of Competency Code</th>
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<tbody>
<tr>
<td>Stage 1</td>
<td>Provide advice in Financial Planning</td>
<td>FNSASICZ503A</td>
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<td>Comply with financial planning practice ethical and operational guidelines and regulations</td>
<td>FNSFPL501A</td>
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<td></td>
<td>Conduct financial planning analysis and research</td>
<td>FNSFPL502A</td>
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<td></td>
<td>Develop and prepare financial plan</td>
<td>FNSFPL503A</td>
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<td></td>
<td>Implement financial plan</td>
<td>FNSFPL504A</td>
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<td>Stage 2</td>
<td>Review financial plans and provide ongoing service</td>
<td>FNSFPL505A</td>
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<td>Determine client requirements and expectations</td>
<td>FNSFPL506A</td>
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<td>Apply principles of professional practice to work in the financial services industry</td>
<td>FNSINC401A</td>
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<td>Provide appropriate services, advice and products to clients</td>
<td>FNSIAD501A</td>
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### Overview of course stages

#### Stage 1

Students learn about the framework for working in the Financial Planning industry. This includes regulations and legislation, ethics and sustainability. Students then progress to learn knowledge required to provide advice on financial products. This includes economics, introduction to taxation, investment concepts, and asset classes. Assessments are completed through quizzes and short answer questions.

#### Stage 2

The next stage starts with students gaining the skills and knowledge required to implement and monitor the progression of financial plans, and determining client’s financial needs and ongoing service expectations. Students will learn how to prepare relevant documentation and maintain it, which is incorporated in understanding industry procedures and guidelines.

Gaining the skills to carry out relevant research and analysing findings rounds out this stage. Assessments are completed through quizzes and short answer questions.

#### Stage 3

Students learn about personal insurance products including Life Insurance, Total and Permanent Disability Insurance, Trauma Insurance and Income Protection Insurance.

Learning then moves into the regulations and legislation surrounding Life Insurance. Students gain knowledge about each insurance including ownership strategies, premium and benefits tax treatment, policy features including premium consideration. Product research is an important part of the process and covered in this stage. Students learn how to calculate the sum required and how to present recommendations.

Students prepare a Statement of Advice where they determine the clients requirements based on a scenario provided to them. Students present recommendations and demonstrate the implementation of advice. The final learning outcome is where students develop and use a complex spreadsheet.

### Update to Training Packages

Recent changes to the FNS50611 Diploma of Financial Planning qualification package will mean a change to the training provided in this qualification. Students are permitted to enrol into the 2011 version (FNS50611 Diploma of Financial Planning), but must be aware that they will be transitioned to the 2015 version (FNS50615 Diploma of Financial Planning) before 25th March 2016, unless they complete the course prior to that date. The effect of this change to their studies will be minimal, and the resulting qualification will meet all requirements for accredited training so the same level of qualification will be achieved. If you have any questions regarding this topic please contact our course consultants for further information.