

DIPLOMA OF FINANCIAL PLANNING

DIPLOMA OF FINANCIAL PLANNING (FNS 50611)

SMSF

RG146




Mentor
education



IPA INSTITUTE OF PUBLIC
ACCOUNTANTS[®]



AT MENTOR EDUCATION WE DO ONE THING AND ONE THING ONLY, WE PROVIDE QUALITY TRAINING IN FINANCIAL SERVICES.

We do not try to be all things to all people but concentrate on what we do best. We believe our quality training will provide you with the outcomes you desire, be it a better job, an increased income, being a better adviser or gaining professional recognition.

MENTOR EDUCATION is the new face of RG146 Training Australia's advanced education program.

QUALITY FINANCIAL SERVICES COURSES

Our high level of student satisfaction is attributed to the quality of our courses.

These are designed by subject matter experts and delivered by leading industry professionals. RG146 Training Australia, a member of the Mentor Education Group, is the Registered Training Organisation (#21683) accredited to deliver and assess the following nationally recognised qualifications:

- Certificate 4 Business
- Diploma of Financial Planning
- Advanced Diploma of Financial Planning

Mentor Education's courses offer more than just compliance training that meets the requirements of ASIC Regulatory Guideline 146 RG146 /

PS146. They are designed to engage and challenge, so that you or your advisers are equipped with both the skills and knowledge required to deliver quality advice outcomes to your clients.

FLEXIBLE DELIVERY OPTIONS: NATION-WIDE

Mentor Education specialises in providing professional education and training services to you or your advisers anywhere in Australia. We appreciate that learning needs differ for each individual and organisation, which is why we allow you to select the approach that works best for you.

Whether you choose to:

- Study by self-paced online education.
- Learn in a facilitated workshop course.
- Ask us to customise a training solution delivered on your premises.

Our friendly and experienced team will provide support and assessment feedback as you progress through your studies.

MENTOR'S ONGOING COMMITMENT TO YOU

Building on the strong relationships we develop with learners completing our courses, our industry experts are available by arrangement to provide ongoing mentoring to an individual or organisation-wide basis. Learners can also benefit from access to current industry information through our state-of-the-art Continuing Professional Development (CPD) program and Best Practice Review Audits.

“ 10 YEARS AS A TRUSTED EDUCATOR IS A PROUD LEGACY THAT WE AIM TO UPHOLD TODAY AND FOR THE NEXT GENERATION OF FINANCIAL ADVISERS ”

Dr Mark Sinclair
Managing Director
Mentor Education Group

DIPLOMA OF FINANCIAL PLANNING



COURSE OVERVIEW

This course enables accountants to quickly gain the required Diploma of Financial Planning (FNS 50611) to legally give advice in SMSFs, Securities, Managed Investments, Superannuation & Life Insurance. With the removal of the accountants exemption in July 2016, accountants must now be meet ASIC's Regulatory Guideline 146 (RG 146) to continue to give advice in relation to financial services and products.

This **FAST track** accountants bridging course is much more than an education program – you will take away practical tools to help you **implement financial planning as an additional revenue stream!**

Designed in conjunction with major financial institutions, it gives credit for your accounting qualification, only assessing gaps in your knowledge and bundling assignments to minimise study and class time.

WHO SHOULD ENROL?

Accountants seeking to:

- **Qualify** to provide advice in the financial products to their clients.
- Study time efficiently and minimise time away from the office.
- Diversify client services and revenue opportunities by starting their own financial planning division or entering into a referral arrangement and/or joint venture with a financial planner.
- Meet ASIC's RG146 regulatory education requirement.
- Be **recognised for current knowledge** by undertaking a GAP Assessment and only study in the areas where they have a gap in knowledge.
- Earn CPD points.

LEARNING OUTCOME

The aim of the course is meet ASIC's requirements and to enable you to **build broader and deeper client relationships** based on being the **trusted adviser across all of your clients' financial needs.**

Upon successful completion, you will be equipped to provide compliant financial advice to meet the objectives of retail clients in the areas of:

- Life Insurance
- Superannuation
- Self-Managed Super Fund (SMSF)
- Managed Investments
- Securities

This will enable you to confidently engage with a broad client base, identify fundamental financial advice needs and broad strategies to meet their needs.

ASSESSMENT

We have designed our assessment activities in line with best practice standards to help you deliver quality advice outcomes to your clients.

Each subject includes practice multiple choice knowledge tests.

At the end of the program, you will be required to prepare a financial plan involving:

- Short answer responses to a practical case studies
- A client/adviser engagement role play (via telephone).

COURSE OUTLINE

This course comprises five subjects

FINANCIAL ADVICE

Australian Industry Essentials and Fundamentals of Financial Advice must be the first subject completed before any of the specialist knowledge subject(s).

Australian Industry Essentials

- Part 1:** Australian Economy
- Part 2:** Australian Financial Markets
- Part 3:** Investment Funds
- Part 4:** Regulatory Environment
- Part 5:** Corporations Act
- Part 6:** Licensees and Representatives
- Part 7:** Ethics in Practice

Financial Advice Fundamentals

- Part 1:** Personal Taxation
- Part 2:** Social Security
- Part 3:** Wealth Creation Fundamentals
- Part 4:** Estate Planning Fundamentals
- Part 5:** Establishing Client Relationship
- Part 6:** Identify Client Objectives & Financial Situation
- Part 7:** Analyse Client Objectives & Financial Situation
- Part 8:** Develop Strategies & Solutions
- Part 9:** Present Strategies & Solutions
- Part 10:** Implement Agreed Plan
- Part 11:** Provide On-going Advice

LIFE INSURANCE ADVICE

This specialist knowledge area will equip you with the expertise and technical skills to provide compliant life insurance advice to clients on:

Core Area

- Part 1:** Understanding Insurance
- Part 2:** Operation of Insurance Markets
- Part 3:** General Insurance
- Part 4:** Personal Insurance
- Part 5:** Advisory Functions
- Part 6:** Legal Obligations and Compliance

Specialist Area

- Part 1:** Life Insurance Market
- Part 2:** Term Life Insurance
- Part 3:** Total and Permanent Disability (TPD)
- Part 4:** Trauma Insurance
- Part 5:** Income Protection Insurance
- Part 6:** Business Insurance
- Part 7:** Life Insurance, Taxation and Superannuation
- Part 8:** Role of the Adviser

SUPERANNUATION ADVICE

This specialist knowledge area will equip you with the expertise and technical skills to provide compliant superannuation advice to clients on:

- 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

SMSF ADVICE

This specialist knowledge area will equip you with the expertise and technical skills to provide compliant Self-Managed Superannuation Funds (SMSF) advice to clients on:

- Part 1:** Superannuation Fundamentals
- Part 2:** Introducing SMSFs
- Part 3:** Forming an SMSF
- Part 4:** Obligations of Trustees
- Part 5:** Contributing to an SMSF
- Part 6:** Investments by a SMSF
- Part 7:** Investment Opportunities for a SMSF
- Part 8:** Pensions & Withdrawals from a SMSF
- Part 9:** Estate Planning in a SMSF and Winding up a SMSF

INVESTMENT ADVICE

This specialist knowledge area will equip you with the expertise and technical skills to provide compliant managed investment and securities advice to clients on:

- 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

FINANCIAL PLAN CONSTRUCTION

Upon completion of the specialist knowledge subjects, a Statement of Advice (SoA) is researched, developed, implemented, presented, and reviewed.

The Statement of Advice Skills Assessment is undertaken upon completion of DFP-1 through to DFP-4, and is made up the following.

- Part 1:** Conduct Complex Research
- Part 2:** Develop a Financial Plan
- Part 3:** Implement a Financial Plan
- Part 4:** Ongoing Client Service
- Part 5:** Telephone based role-play

UNITS OF COMPETENCY

DIPLOMA OF FINANCIAL PLANNING

Core Units

BSBITU402A	Develop and use complex spreadsheets
FNSASICZ503A	Provide advice in Financial Planning
FNSFPL501A	Comply with financial planning practice ethical and operational guidelines and regulations
FNSFPL502A	Conduct financial planning analysis and research
FNSFPL503A	Develop and prepare financial plan
FNSFPL504A	Implement financial plan
FNSFPL505A	Review financial plans and provide ongoing service
FNSFPL506A	Determine client requirements and expectations
FNSINC401A	Apply principles of professional practice to work in the financial services industry

Elective Units

FNSFPL507A	Provide financial planning advice
FNSFPL508A	Conduct complex financial planning research
FNSIAD501A	Provide appropriate services, advice and products to clients
FNSINC501A	Conduct product research to support recommendations
FNSCUS505A	Determine client requirements and expectations

ASIC Units

FNSASICU503A	Provide advice in Superannuation
FNSASICX503A	Provide advice in Life Insurance
FNSASICT503A	Provide advice in Managed Investments
FNSASICW503A	Provide advice in Securities
FNSFMK502A	Analyse financial market products for client
FNSFMK503A	Advise clients on financial risk
FNSCUS506A	Record and implement client instructions

SMSF ADVICE

FNSSMS601A	Provide advice in self-managed superannuation funds
FNSASICZ503A	Provide advice in financial planning
FNSSMS501A	Invest self-managed superannuation funds assets
FNSSMS505A	Support trustee in the selection and performance monitoring of outsourced services
FNSSMS602A	Apply taxation requirements when advising in self-managed superannuation funds
FNSSMS603A	Apply legislative and operational requirements to advising in self-managed superannuation funds

STUDY OPTIONS

Being a quality educator in the financial services industry, we recognise that you have other commitments. To help you access the right resources and expertise to balance work/life/study and achieve your professional goals, we have designed a range of flexible study options.

ONLINE LEARNING

Self-paced online learning provides you:

- Flexibility to study online anywhere
- Access to an experienced financial adviser between Monday to Friday, 9am – 5pm by telephone and email to receive timely support and feedback.
- Twelve months to complete your assessment tasks.
- Accredited CPD points as you learn in real time.

FAST TRACK WORKSHOP

Six-day facilitated assessment and assignment planning workshop is highly recommended to:

- Support your online enrolment.
- Bring together like-minded professionals who progress through the course together

- Start with the GAP Assessment to establish your level of specialist knowledge.
- Save you time by focusing your study on the knowledge GAP identified.
- Help you understand the key concepts of the case studies and how to develop superannuation and SMSF strategies.



CORPORATE TAILORED SOLUTIONS

Mentor Education can customise delivery of this series of course to suit your corporate requirements.

Training solutions can be delivered on your premises by our facilitators or under a content licensing arrangement.

- Pricing commensurate with course requirements
- Course Branding options available

ENROLMENT PROCESS

Please complete the enrolment form and scan-email to learn@mentor.edu.au or contact a Training Adviser via the following methods:



1800 106 799 (option 1 'new enquires')

learn@mentor.edu.au

www.mentor.edu.au

“Mentor simply makes our lives easier. Their professional problem-solving approach allows us to focus on other parts of the business; safe in the knowledge that Mentor graduates have what it takes to provide our clients with sound and accurate advice.”

Charles Cavallaro,
Professional Development Coordinator
Leading Australian Bank

THERE IS NO SUBSTITUTE FOR QUALITY TRAINING

FINANCIAL PLANNER

- Advanced Diploma of Financial Planning
- Diploma of Financial Planning
- Certificate 4 in Business

RG146 COURSES (ASIC REGISTERED)

- Insurance Adviser
- Superannuation
- Investment Adviser
- General Insurance Adviser
- Self-Managed Super Fund
- Margin Lending Adviser
- Property Investment Adviser

SPECIALIST ADVISER

- Estate Planning
- Succession Planning
- Aged Care

FINANCIAL MARKETS

- Property Investment
- Derivatives
- Foreign Exchange

PRACTICE SUPPORT

- Accountanting Bridging Course
- Practice Development Managers (PDMs)
- Practice Owner

CONTINUING PROFESSIONAL DEVELOPMENT

- CPD*plus*
- Best Practice Review Audit

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