

# Transition to Licensing Program

Supporting you and your business  
as you move into licensing



Licensing your way

# A program to get you and your business ready

The Transition to Licensing Program is an intensive six-month program built specifically for accounting businesses that want to become licensed so they can provide strategic financial advice. It comprises four key components.

## 1

### Training

Areas of training include:

- RG146 – attain your Diploma of Financial Planning so you can provide a full range of strategic advice.
- SMSF specialisation – if you haven't already completed any SMSF specialist training.
- Transition to licensing – this unique workshop looks at how to manage your dual responsibilities as a licence holder and an accountant, and review your existing business and pricing models for your expanded service offering.
- Induction – become familiar with how SMSF Advice operates, our systems and processes, how to access and use all our tools, templates and customised financial planning software.

## 2

### SMSF specialist accreditation

If you haven't already attained an SMSF specialist accreditation, we will support you to get there. We currently recognise three accreditations – SMSF Professionals' Association of Australia Limited (SPAA), CPA Australia and the Institute of Chartered Accountants. For SPAA, this will include the costs of attaining your accreditation, together with your first year's membership. For CPA Australia and the Institute of Chartered Accountants, this will include a contribution towards the cost of your post-graduate studies.

## 3

### Para-planning support

To assist you to get up and running as quickly as possible once you become authorised, our internal para-planning team will prepare your first four Statements of Advice (SOAs) for you.

## 4

### Client base analytics

To help you identify advice opportunities within your existing client base, you will have access to our client segmentation software.

Using research data provided by Roy Morgan, the segmentation software automatically groups clients with similar characteristics – such as income, age, wealth, occupation and other factors that may affect behaviour. Groups of clients most likely to need your advice can then be identified.

Being a typical accountant, I was initially going to do the required study in my own time externally. I'm glad I didn't as the SMSF Advice Transition to Licensing program was focused and allowed me to appreciate the Licensing regime.

Also, the support of SMSF Advice is invaluable and I enjoyed the interaction with other professionals.

**Ross La Rosa**  
Director

**Thomas Medwin & Associates Pty Ltd**  
Accountants, Taxation and Business Advisors

For me the SMSF Advice Transition to Licensing program was excellent – the course content was relevant, professionally delivered and interactive. The entire program was extremely well organised and the ongoing support reflects the strong commitment SMSF Advice has to assisting and supporting accountants working in the area of self-managed super funds.

**Dale Lyon**  
Principal

**Numerical Strategies SMSF Advice**

## About the training component

Our intensive training involves several workshops that are scheduled to coincide with the quieter times of the year. Here's an overview:

What	Duration	Method
<ul style="list-style-type: none"><li>• Introduction</li><li>• Entities</li><li>• DFP 1 – Financial Planning</li></ul>	3 days	Face-to-face
<ul style="list-style-type: none"><li>• DFP 2 – Superannuation &amp; SMSF specialist training</li></ul>	3 months	Distance
<ul style="list-style-type: none"><li>• DFP 3 – Managed Investments</li><li>• DFP 4 – Risk Insurance</li></ul>	4 days	Face-to-face
<ul style="list-style-type: none"><li>• Business models and pricing options</li><li>• Licensee induction</li><li>• Managing dual obligations</li></ul>	3 days	Face-to-face
<ul style="list-style-type: none"><li>• Writing SOAs using customised software</li><li>• FOFA and the SMSF Advice guidelines</li><li>• Compliance tips &amp; traps</li></ul>	2 days	Face-to-face

Please note training topics and dates are subject to change.

### Locations

Melbourne, Sydney, Brisbane, Perth.

### Cost

You could expect to pay around \$10,000 for a similar program. To help you make the move into licensing as stress-free as possible, we have **heavily subsidised** this cost.

- Full program – \$2,200: 12 days + distance element for superannuation units
- Fast track A (already DFP) – \$1,100: 6 days
- Fast track B (already SPAA and super accredited) – \$1,100: 12 days but no distance element

### Group bookings

For larger groups of 10 or more, we are able to customise a program and timing to suit.

## How to register

- Call 1800 054 945
- Email [information@smsfadvicelimited.com.au](mailto:information@smsfadvicelimited.com.au), or
- Contact your local Regional Development Manager.

## Reasons to enrol

- Understand how to make the shift from providing advice as an accountant, to providing advice as an authorised representative.
- A complete program, offering an end-to-end solution for both you and your practice, not just ASIC training.
- Beat your competition and be up and ready by April 2014.
- Complete training in six months rather than the usual two years.
- Interactive face-to-face training rather than isolated distance learning.
- Great opportunity to network with and learn from peers.
- Heavily subsidised cost.

## SMSF Advice – taking you and your business forward

SMSF Advice provides licensing and support services for self-managed superannuation fund specialists. We are SMSF specialists ourselves, so we have an intimate understanding of the opportunities and challenges in this growing sector.

With SMSF Advice licensing, you can advise your clients about:

- recommending SMSFs
- rolling over their existing super
- the best way to structure their SMSF investments
- pensions and transition to retirement strategies
- contributions advice
- property funding options within an SMSF
- personal and business insurance needs analysis and ownership issues
- product recommendations for basic deposit products and Cash Management Trusts.

With the backing of AMP, we're proud to be associated with one of Australia's leading wealth management companies, drawing on in-depth knowledge of the financial services industry and a wealth of tried and tested resources to help you succeed.