



Advanced Diploma of Financial Planning

(FNS60415)

Course Overview



Mentor
education

RTO 21683

www.mentor.edu.au

Why Mentor Education

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“I was extremely impressed with the quality of the training that you delivered”

Tony Read - Mentor Education Diploma Graduate

Established in 2003, we are Australia's largest privately owned training organisation focused purely on Financial Services & Business training market. Many of our graduates currently work for Australia's leading financial services institutions (including Big 4 Banks) and small businesses all around Australia.

Building on the strong relationships we develop with learners completing our courses, our industry experts are available by arrangement to provide ongoing mentoring on 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.

Exemplary Student Support

Mentor Education has gained an enviable reputation as the only financial training organisation that can deliver outstanding RG146 compliance and financial training coupled with personalised student support and customer service.

Our commitment to you

Our commitment is exemplified by the high level of student support received - our industry experts and assessors are available to personally respond to your questions and offer constructive feedback and guidance.



Student Support

To help you thrive and achieve your study goals, expert teacher support is available to you



Phone Support
Available

1300 306 146 **+61 3 8317 2953**
Monday to Friday 9am to 5.00pm (AEST)



Email Support
Response within two business days

You can get one on-one help from expert tutors via email and you are encouraged to share your work to receive feedback.

Payment Options

Mentor Education has assisted many students from a variety of backgrounds and needs. Simply speak to your course adviser for a Payment Option that will work for you.



\$77,437

The average minimum salary for Financial Services jobs on SEEK in January 2015

\$97,656

The average maximum salary for Financial Services jobs on SEEK in January 2015

Course name

Advanced Diploma of Financial Planning

Course code

FNS60415

Prerequisites

Diploma of Financial Planning

Delivery options

Online Learning or Workshop

Course duration

Up to 2 years

Assessments

Multiple Choice Questions, Written Assignments and Statement of Advice (SoA)

Nationally recognised

Yes

Potential Jobs

- Client Service Officer
- Senior Paraplanner
- Financial Planner

- Paraplanner
- Junior Financial Planner
- Senior Financial Planner

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Course Overview

Mentor Education's Advanced Diploma of Financial Planning course is widely regarded as the industry's best practice qualification for professionals seeking to deliver quality advice outcomes to discerning clients with complex needs in the areas of taxation planning, estate planning and advanced investment planning.

Entry requirements

Individuals must have completed the Diploma of Financial Planning (FNS60415) or equivalent to enrol into the Advanced Diploma.

Learners seeking to complete the Advanced Diploma may complete the first three courses in any order, provided that ADFP 4 – Financial Planning is the final subject completed.

Who Should Enrol?

You should enrol if you are:

- Seeking advanced technical and specialist knowledge, tailored to the needs of the financial planning profession in line with industry best practice.
- Interested in upgrading your qualifications to build on your valuable experience in the financial services profession.



Course Outcomes

The Advanced Diploma of Financial Planning will equip you with:

- Practical knowledge and technical expertise to meet the objectives of retail clients in the areas of taxation, estate and advanced investment planning.
- Confidence to determine client requirements and expectations for clients with complex needs.
- Framework to conduct advanced financial planning research.
- Skills to develop, present and negotiate holistic financial planning strategies.
- Planning tools required to implement complex and innovative financial plans.
- Best practice processes for providing comprehensive monitoring and ongoing service.

Assessment

Assessment tasks may be a combination of:

- Short answer questions
- Case study and scenario responses
- Projects, Portfolio
- Role Plays
- Practical Demonstration
- Journal and Self-reflection exercises



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Code	Unit Title
ADFP Module 1 - Taxation Planning <p>The first course (ADFP 1) will qualify you to provide personal advice to clients on taxation planning, including Australian Taxation System Income Tax, FBT, PAYG, HEC, Income, CGT, Retirement Planning, Deductions and Personal Tax Planning.</p>	
Part 1	Introduction to Australian Taxation
Part 2	Individual Taxation
Part 3	Assessable Income
Part 4	Allowable Deductions
Part 5	Tax Offsets
Part 6	The Treatment of Capital Gains
Part 7	Taxation and Superannuation
Part 8	Superannuation Withdrawals and ETP's
Part 9	Investment Vehicles
Part 10	The Income Tax Collection System
Part 11	GST and FBT
Part 12	Tax Planning
ADFP Module 2 - Estate Planning <p>The second course (ADFP 2) will qualify you to provide personal advice to clients on estate planning, succession planning and key man insurance.</p>	
Part 1	Introduction to Estate Planning
Part 2	Wills and Probate
Part 3	Intestacy
Part 4	Revoking and Challenging Wills
Part 5	Power of Attorney
Part 6	Capital Gains Tax
Part 7	Personally Held Assets
Part 8	Assets Held by Trusts
Part 9	Superannuation and Estate Planning
Part 10	Business Succession Planning
Part 11	Tax Responsibilities of Executors
Part 12	Social Security and Estate Planning

ADFP Module 3 - Advanced Investment Planning

The The third course (ADFP 3) enables you to provide personal advice in relation to portfolio construction, risk and return, diversification, investment styles, research and disclosure.

Part 1	Introduction to Financial Mathematics
Part 2	Finance Calculator
Part 3	Risk and Return
Part 4	Portfolio Diversification
Part 5	Market Timing
Part 6	Market Risk and Return
Part 7	Investments Fund Performance
Part 8	Efficient Market Theory
Part 9	Introduction to Behavioural Finance
Part 10	Use of Leverage
Part 11	Research Issues
Part 12	Handling Foreign Exchange Exposure

ADFP Module 4 - Financial Planning – Developing Strategies and Providing Advice

Successful completion of the final course (ADFP 4) will qualify you to conduct comprehensive financial planning research, determine solutions to complex client needs, implement and monitor innovative financial plans.

Part 1	Role of the Representative
Part 2	Torts and Negligence
Part 3	Ethical and Legal Principles and Framework
Part 4	Business Structures
Part 5	Agency Law
Part 6	Consumer Protection
Part 7	The Age Pension
Part 8	Writing the Statement of Advice
Part 9	The Fact-Finding Interview
Part 10	Formatting the Plan
Part 11	Making Product Recommendations
Part 12	Professional practice

Course Outline

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Units of Competency Summary

Core Units

FNSFPL508	Conduct complex financial planning research
FNSFPL601	Provide technical and professional guidance
FNSFPL602	Determine client requirements and expectations for clients with complex needs
FNSFPL603	Provide comprehensive monitoring and ongoing service
FNSFPL604	Develop complex and innovative financial planning strategies
FNSFPL605	Present and negotiate complex and innovative financial plans
FNSFPL606	Implement complex and innovative financial plans
FNSPRM601	Establish, supervise and monitor practice systems to conform with legislation and regulations

Elective Units

FNSASICT503	Provide advice in Managed Investments*
FNSASICW503	Provide advice in Securities*
FNSASICU503	Provide advice in Superannuation*

** Mutual Recognition awarded where completed as part of Diploma of Financial Planning FNS50615 (or equivalent).*

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Units of Competency

Core Units

FNSFPL508 - Conduct complex financial planning research

This unit describes the skills and knowledge required to undertake research for use in the financial planning process.

It applies to individuals who use specialised knowledge to source, evaluate and synthesise complex information to solve problems and support the planning process.

FNSFPL601 - Provide technical and professional guidance

This unit describes the skills and knowledge required to provide technical and professional guidance in financial planning.

It applies to individuals with specialised knowledge of the sector and well-developed communication skills who provide guidance to others.

FNSFPL602 - Determine client requirements and expectations for clients with complex needs

This unit describes the skills and knowledge required to determine a complex client's financial planning requirements and expectations.

It applies to experienced individuals who apply systematic approaches and use specialised knowledge to problem solve and develop customised solutions.

FNSFPL603 - Provide comprehensive monitoring and ongoing service

This unit describes the skills and knowledge required to comprehensively monitor the implementation of financial plans and ongoing client service.

It applies to experienced individuals who use strong organisational and communication skills and systematic approaches to manage relationships and monitor organisational services.

FNSFPL604 - Develop complex and innovative financial planning strategies

This unit describes the skills and knowledge required to prepare a complex or innovative financial plan.

It applies to experienced individuals who use specialised knowledge, systematic approaches and strong analytical skills to develop recommendations and solutions to meet complex requirements.

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FNSFPL605 - Present and negotiate complex and innovative financial plans

This unit describes the skills and knowledge required to negotiate a complex or innovative financial plan to a client.

It applies to experienced individuals who use specialised knowledge and strong communication and interpersonal skills to manage relationships and convey complex information and requirements.

FNSFPL606 - Implement complex and innovative financial plans

This unit describes the skills and knowledge required to implement a complex or innovative financial plan and successfully present it to clients.

It applies to experienced individuals who work in a team using specialised knowledge and systematic processes to complete complex work and manage relationships.

FNSPRM601 - Establish, supervise and monitor practice systems to conform with legislation and regulations

This unit describes the skills and knowledge required to establish, supervise and monitor systems to ensure that a business conforms to legislative and regulatory requirements.

It applies to individuals who use specialised knowledge, systematic approaches and analytical skills to provide leadership in ensuring compliance and quality standards are met.

Elective Units

FNSASICT503 - Provide advice in Managed Investments

This unit describes the skills and knowledge required to analyse client needs and provide advice on managed investments in compliance with industry regulations.

FNSASICW503 - Provide advice in Securities

This unit describes the skills and knowledge required to analyse client needs and provide advice in securities, in compliance with industry regulations.

FNSASICU503 - Provide advice in Superannuation

This unit describes the skills and knowledge required to analyse client needs and provide advice on superannuation in compliance with industry regulations.

Study options

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Online learning

Study online at your own pace, giving you the flexibility to achieve a nationally recognised qualification whilst also fulfilling your other life commitments.

Unlimited e-mail and phone support

Unlimited e-mail and phone support is provided by our experienced student support team between Monday to Friday, 9am – 5pm, so you're never left to feel 'lost' or stuck during your studies.

Face-to-face Instructor-led Classroom

Face-to-face class-room workshop is the fastest way to achieve your RG146 or similar qualification. Conducted either face to face or via video conference and facilitated by industry professionals skilled at making the workshop experience interactive, incorporating real life examples of today's market place.

How to Enrol

To enrol, you can complete one of the following options:



1300 306 146
(option 1 'new enquiries')



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Mail

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