

Diploma of Financial Planning

(FNS50615)

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.



\$58,724

The average minimum salary for Financial Services jobs on Payscale.com January 2020

\$74,000

The average maximum salary for Financial Services jobs on Payscale.com January 2020

Course name

Diploma of Financial Planning FNS50615

Course code

Online Learning and option for Virtual

Delivery options

Classes

Course duration

Up to 18 months

Assessments

Multiple Choice Questions, Case Studies, Telephone Role-play

Nationally recognised

Yes

Potential Jobs

- Client Service Officer
- Senior Paraplanner

- Paraplanner
- Client Services Manager

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Course Overview

The FNS50615 Diploma of Financial Planning qualification is a course for those who want to work as para-planners, in other non-advice roles in the financial services sector or as a pathway course for future study to meet the FASEA education requirements to become a Financial Adviser.

The course will introduce students to the financial planning process and equip you with an understanding of the technical skills and knowledge required to engage effectively with a broad client base, identify various financial planning needs and risk profiles and the different strategies they require.



Entry requirements

There are no prerequisites for enrolling in the Diploma of Financial Planning. However, it is recommended that learners have a strong grasp of literacy and numeracy.

Learners seeking to complete the Diploma must complete DFP 1 – Financial Advice before they undertake any of the specialist courses of life insurance, superannuation and investment. Financial Plan Preparation is the final assessment task.

Who Should Enrol?

You should enrol if you are:

- Working within the financial planning profession and looking to meet qualification requirements at per the RG146 requirement for staff to be trained.
- Wanting to enter or re-enter the industry and require the industry endorsed RG146 qualification for specialist streams
- Seeking to expand your existing financial services skills and industry knowledge.

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Course Outcomes

The Diploma of Financial Planning will provide you with:

- The confidence to engage with a broad client base.
- The ability to identify various financial planning needs.
- The tools to assess and consider your client's risk profile.
- The practical knowledge and technical expertise to meet the objectives of retail clients
- In the areas of insurance, superannuation and investment.
- An appreciation of best practice standards in financial services.

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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DFP 1 - 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	Corporations Act
Part 5	Regulatory Environment
Part 6	Licensees & Representatives
Part 7	Ethics

Australian Industry Essentials

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

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DFP 2- Insurance

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 |

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DFP 3 - Superannuation

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

Specialist Area

- | | |
|---------|---|
| 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 |

DFP 4 - Investment Planning

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

Specialist Area

- | | |
|---------|---------------------------------------|
| 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 |

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Units of Competency Summary

Core Units

BSBITU402	Develop and use complex spreadsheets
FNSASICZ503	Provide advice in financial planning
FNSFPL501	Comply with financial planning practice ethical and operational guidelines and regulations
FNSFPL502	Conduct financial planning analysis and research
FNSFPL503	Develop and prepare financial plan
FNSFPL504	Implement financial plan
FNSFPL505	Review financial plans and provide ongoing service
FNSFPL506	Determine client financial requirements and expectations
FNSINC401	Apply principles of professional practice to work in the financial services industry

Elective Units

FNSFPL507	Provide financial planning advice
FNSFPL508	Conduct complex financial planning research
FNSIAD501	Provide appropriate services, advice and products to clients
FNSINC501	Conduct product research to support recommendations
FNSCUS505	Determine client requirements and expectations
FNSASICU503	Provide advice in superannuation
FNSASICX503	Provide advice in life insurance
FNSASICT503	Provide advice in Managed Investments
FNSASICW503	Provide advice in Securities
FNSFMK502	Analyse financial market products for client
FNSFMK503	Advise clients on financial risk
FNSCUS506	Record and implement client instructions

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Units of Competency

Core Units

BSBITU402 - Develop and use complex spreadsheets

This unit describes the skills and knowledge required to use spreadsheet software to complete business tasks and produce complex documents.

FNSASICZ503 - Provide advice in financial planning

This unit describes the skills and knowledge required to analyse client needs and provide advice in financial planning, in compliance with industry regulations and codes of practice.

It applies to individuals who use interpersonal, communication and self-management skills to perform a specialist advisory role in financial planning.

FNSFPL501 - Comply with financial planning practice ethical and operational guidelines and regulations

This unit describes the skills and knowledge required to comply with ethical and operational guidelines in financial planning practices.

It applies to individuals who use specialised knowledge to carefully review and check detailed information in their own work to ensure quality standards are maintained.

FNSFPL502 - Conduct financial planning analysis and research

This unit describes the skills and knowledge required to undertake financial planning analysis and research. It involves evaluating a client's current situation, identifying issues and analysing and summarising research information.

It applies to individuals who use specialised knowledge, systematic approaches and analytical techniques to research and prepare information customised for clients and/or situations.

FNSFPL503 - Develop and prepare financial plan

This unit describes the skills and knowledge required to develop and prepare a financial plan that meets the client's needs.

It applies to individuals who manage relationships, apply systematic approaches and use specialised knowledge to recommend customised solutions for a diverse range of clients.

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FNSFPL504 - Implement financial plan

This unit describes the skills and knowledge required to prepare and provide financial planning advice, which may include products, services and strategies.

It applies to individuals who work in a team using specialised knowledge, systematic processes and managerial techniques to complete required work.

FNSFPL505 - Review financial plans and provide ongoing service

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

It applies to individuals in a team who use specialised knowledge and managerial techniques to monitor and complete work and to build relationships with others.

FNSFPL506 - Determine client financial requirements and expectations

This unit describes the skills and knowledge required to determine the financial requirements and expectations of clients. It involves informing clients of the financial planning process and service, obtaining relevant information on their existing financial situations and expectations and preparing and updating necessary documentation.

It applies to individuals who manage relationships with clients and colleagues and use specialised knowledge and systematic approaches to determine a customised service.

FNSINC401 - Apply principles of professional practice to work in the financial services industry

This unit describes the skills and knowledge required to identify industry professional approaches to procedures, guidelines, policies and standards and to model and meet expectations of these in all aspects of work.

It applies to individuals who work in senior roles in the financial services industry.

Elective Units

FNSFPL507 - Provide financial planning advice

This unit describes the skills and knowledge required to provide financial advice to clients when presenting preliminary, amended or final financial plans.

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FNSFPL508 - Conduct complex financial planning research

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

FNSIAD501 - Provide appropriate services, advice and products to clients

This unit describes the skills and knowledge required to identify and analyse clients' needs, objectives and financial situation and identify and present appropriate solutions.

FNSINC501 - Conduct product research to support recommendations

This unit describes the skills and knowledge required to carry out research to enable the determination of financial investment strategies and options.

FNSCUS505 - Determine client requirements and expectations

This unit describes the skills and knowledge required to establish a client's financial requirements and expectations regarding financial investment products, and includes quotations, claims and requests for service or amendments.

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.

FNSASICX503 - Provide advice in life insurance

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

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.

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FNSFMK502 - Analyse financial market products for client

This unit describes the skills and knowledge required to analyse financial market products to meet the specific requirements and expectations of clients.

FNSFMK503 - Advise clients on financial risk

This unit describes the skills and knowledge required to determine a client's financial risk and assess risk management options.

FNSCUS506 - Record and implement client instructions

This unit describes the skills and knowledge required to accurately record and implement instructions regarding financial investments from a range of clients.

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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