

## Diploma of Financial Planning

(FNS50615)

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Course Overview


  
**Mentor**  
education

RTO 21683

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# Why Mentor Education

[www.mentor.edu.au](http://www.mentor.edu.au)



“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**

Diploma of Financial Planning

**Course code**

FNS50615

**Delivery options**

Online Learning or Workshop

**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
- Financial Planner

- Paraplanner
- Junior Financial Planner
- Senior Financial Planner

## Course Overview

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### Course Overview

The Diploma of Financial Planning (FNS 50615) is the industry endorsed requirement for those new to the financial planning profession or transferring to a position where they are required to provide financial advice to retail clients.

It is an Australian Securities and Investment Commission (ASIC) requirement that financial advisers complete the minimum skills and knowledge components of the Diploma before receiving authorisation to provide personal advice in the specialist areas of life insurance, superannuation and investment.



### 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 ASIC's qualification requirement as an authorised financial adviser.
- Wanting to enter or re-enter the industry and require the industry endorsed RG146 qualification to provide advice to retail clients.
- 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



# Course Outline

## 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                          |

# Course Outline

## 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



# Course Outline

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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                   |

# Course Outline

## Units of Competency

### 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                     |

## Study options

[www.mentor.edu.au](http://www.mentor.edu.au)

### 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')



[learn@mentor.edu.au](mailto:learn@mentor.edu.au)



[www.mentor.edu.au](http://www.mentor.edu.au)

**Mail**

Mentor Education  
1A Scotia Grove  
South Yarra  
Melbourne, VIC 3141  
Australia

**Phone**

Aust: 1300 306 146  
Int: +61 3 8317 2900

**Fax**

1300 366 170

**Email**

[service@mentor.edu.au](mailto:service@mentor.edu.au)

**Web**

[www.mentor.edu.au](http://www.mentor.edu.au)



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