

Derivatives Adviser

Regulatory Guide 146 (RG146) Short Course for
Financial Product Advisers



Derivatives Adviser is a short course designed for individuals who require RG146 compliance and authorisation by an Australian Financial Services License (AFSL) holder to provide advice on regulated Derivatives products.

"Within a week of having completed my course, even before I got my Certificate, I got a job with ANZ as a Financial Planning associate. I must say that your company has a very good reputation in the industry."

Miral Thakker

Why Mentor Education?

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...Personalised Constructive Feedback

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



Unlimited phone support is available Monday to Friday 9am to 5.00pm (AEST)



Unlimited email support, and responded to within 2 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.

"Always fantastic service thank you. I will continue to recommend and complete my studies through Mentor. thank you!"

Emalee Vidulin

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.

Derivatives Adviser

Course Overview

The Derivatives Adviser Knowledge & Skills course is designed for individuals who require authorisation by an Australian Financial Services License (AFSL) holder to provide advice on regulated Derivatives products.

For existing authorised representatives, successful completion of this course allows you to extend your advisory range into Derivatives products.

Course Entry Requirements

This is an open entry course with no pre-requisite qualifications. In order for participants to successfully complete this course, it is recommended they have a strong grasp of literacy and numeracy.

Who Should Enrol?

This course is suitable for:

- Individuals seeking employment with Derivatives dealers.
- Individuals engaged in the promotion of Derivatives products.
- Financial advisers seeking to enhance their investment advisory capability.
- Asset consultants.
- Trustees and Responsible Managers with responsibility for portfolios with exposure to Derivatives products.

Course Outcome

The Derivatives Adviser course will equip you with the specialist knowledge and technical skills to provide compliant advice to clients seeking to manage investment risk by using Derivatives products.

Even experienced property investment advisers will benefit from this course by becoming RG146 compliant and made aware of their legal rights and responsibilities as a consultant.

General and Personal Advice

All financial product advice are labelled under two types of advice: **general advice** or **personal advice**. ASIC has provided guidance as to the difference between general advice and personal advice. Both general advice and private advice are outlined under section 766B of the Corporations Act (http://www.austlii.edu.au/au/legis/cth/consol_act/ca2001172/s766b.html).

General Advice

General Advice relates to financial products or investments that can be obtained from an individual that holds an Australian Financial Services Licence (AFSL) or similarly works for a company that has an AFSL.

The advice is classified as general information provided to a client on a particular product or strategy but does not take into account the clients' personal financial circumstances.

Furthermore, for general advice the individual will receive a current Financial Services Guide (FSG) from their adviser at the first meeting and if a product is discussed, a Product Disclosure Statement (PDS) for each product will be provided if strategies are discussed, and a relevant client fact sheets will also be provided.

Personal Advice

Advice is deemed personal if the adviser has to consider one or more objectives of the client's personal circumstances, objectives, financial situation or needs.

For personal advice the adviser will provide the client with a current Financial Services Guide (FSG) and a Statement of Advice (SoA), and all relevant Product Disclosure Statements and supporting Financial Statements (where relevant).

The client will also be required to sign an engagement letter, scope of advice, and fee agreement forms.

Course Outline

Individuals seeking to provide Tier 1 compliant advice on Derivatives products, are required to successfully complete two modules. which are:

✔ **DFP 1 - Financial Advice**

consisting of Australian Industry Essentials and Financial Advice Fundamentals. Financial Advice Fundamentals to be completed only for personal advice.

✔ **Derivatives**

DFP 1 - Financial Advice module sets the foundation by teaching the financial advice process, which is reinforced in the Derivatives module.

Modules

General Advice

This type of advice required students to complete the following modules

- DFP1 - Australian Industry Essentials
- Derivatives

Personal Advice

This type of advice required students to complete the following modules:

- DFP1 - Australian Industry Essentials
- DFP1 - Financial Advice Fundamentals
- Derivatives

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

Financial Advice Fundamentals (to be completed for personal advice)

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

Derivatives

Specialist Knowledge

Part 1	Introduction to Derivatives
Part 2	Introduction to Equity Options
Part 3	Option Pricing (1)
Part 4	Option Pricing (2)
Part 5	The Taken Call
Part 6	The Taken Put
Part 7	The Written Call
Part 8	The Written Put
Part 9	Index Options
Part 10	Options Trading, Clearing and Settlement
Part 11	Warrant Issuers
Part 12	Introduction to Trading Warrants
Part 13	Index, Currency and Commodity Warrants
Part 14	Introduction to Installments
Part 15	Installments, Endowments and SIPs
Part 16	Introduction to Futures
Part 17	Futures Strategies
Part 18	CFD

Assessment

General Advice

This type of advice is assessed via completion of:

- Multiple choice knowledge test for each part.
- Short answer responses to a written assignment

Personal Advice

This type of advice is assessed via completion of:

- Multiple choice knowledge test for each part.
- Short answer responses to a practical case study.
- Skills assessment, telephone based personal advice role play.

Course Competencies

General Advice

FNSIAD301 Provide general advice on financial products and services

Personal Advice

FNSASICV503 Provide advice in Derivatives

FNSCUS505 Determine client requirements and expectations

FNSCUS506 Record and implement client instructions

FNSFMK502 Analyse financial market products for client

FNSFMK503 Advise clients on financial risk

Study Options

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 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

Student Enrolment Forms can be obtained via the following methods:

1300 306 146 (option 1 'new enquires')

learn@mentor.edu.au

+61 3 8317 2953 (International)

www.mentor.edu.au

To enrol, complete the Student Enrolment Form and scan/email to learn@mentor.edu.au



▶ FURTHER INFORMATION

Web

www.mentor.edu.au

Mail

Mentor Education
1a Scotia Gr, South Yarra
Melbourne Vic 3141

Phone

Aust: 1300 306 146
Int: +61 3 8317 2953

Fax

1300 366 170

Email

learn@mentor.edu.au

*Our friendly
student support*

