



# **Diploma of Financial Planning & SMSE**

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# Why Do Accountants Require RG146 Training and Appropriate Licensing?



Accountants,

in case you're not aware, Regulation 7.1.29A of the Corporations Regulations 2001, known as the 'Accountants' Exemption' expired on 1 July 2016.

Regulation 7.1.29A meant that recognised accountants (being accountants who were the member of CPA Australia, The Institute of Chartered Accountants or Institute of Public Accountants) were exempt from the definition of providing a financial service when making recommendations specifically pertaining to the acquisition or disposal of a superannuation product.

The implications of the repealing of this part of the Corporations Regulations 2001 means if you wish to advise clients with regards to the acquisition or disposal of a superannuation product.

(including self-managed superannuation funds) after 1 July 2016 - this is deemed to be a financial service and therefore you must comply with the educational requirements as outlined in ASIC's Regulatory Guide 146 and be appropriately licensed with authorisation under an AFSL (either limited or otherwise).

Mentor Education's SMSF Adviser is a RG146 compliance solution and short course specifically designed for financial product advisers and accountants. Combined with one of the licensing options, it allows accountants to continue providing financial product advice pertaining to the setting up and winding down of self-managed superannuation funds for their clients after 1 July 2016.

With an estimated 557,000 self managed superannuation funds in Australia, with total assets of \$590 billion in June 2015, increasing 6% since June 2014 (Source: ATO, Quarterly SMSF statistical report released - June 2015) - self-managed superannuation funds are a key investment vehicle of growing importance in Australia's economy.

Having been in the ASIC compliance market for over 12 years and running regular SMSF Adviser in-person training throughout Australia, Mentor Education (A&NZ) is uniquely positioned with an abundance of relevant experience to meet your SMSF Regulatory Guide 146 (RG146) compliance requirements.



Mentor Education's Accountants Bridging Course (when combined with one of the AFS licensing options) enables accountants to meet their obligations detailed in Regulatory Guide 146 Licensing: Training of Financial Product Advisers (RG146) and provide advice in Self-Managed Superannuation Funds (SMSFs), Investing, Superannuation & Life Insurance.

## 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.

"The level of service provided by this organisation continues to surprise me (in a good way). I will be referring your organisation as a result to anyone I come across wanting to complete this diploma."

**John Ayad**

## 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 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.

**Course name** Accountants Bridging Course  
**Course code** FNS50615  
**Delivery options** Online Learning or Workshop  
**Course duration** Up to 12 months  
**Assessments** Multiple Choice Questions, Case Studies, Telephone Role-play  
**Nationally recognised** Yes

**Compliant Financial advice**

- Life Insurance
- Self-Managed Super Funds (SMSF)
- Securities
- Superannuation
- Managed Investments

# Accountants Bridging Course



## Course Overview

This course enables accountants to quickly gain the required Diploma of Financial Planning (FNS 50615) to legally give advice in SMSFs, securities, managed investments, superannuation & life insurance. With the removal of the accountants' exemption in July 2016, accountants must now be meet ASIC's Regulatory Guideline 146 (RG 146) to continue to give advice in relation to financial services and products.

This **fast-tracked** accountants bridging course is much more than an education program – you learn practical tools to help you **implement financial planning as an additional revenue stream!**

Designed in conjunction with major financial institutions, you will be awarded credit for your accounting qualification, only assessing gaps in your knowledge and bundling assignments to minimise study and class time.

## Who Should Enrol?

Accountants seeking to:

- Qualify to provide advice in the financial products to their clients.
- Study more efficiently and minimise time away from the office.
- Diversify client services and revenue opportunities by starting their own financial planning division or entering into a referral arrangement and/or joint venture with a financial planner.
- Meet ASIC's RG146 regulatory education requirement.

- Be recognised for current knowledge by undertaking a GAP Assessment and only study in the areas where they have a gap in knowledge.
- Earn CPD points.

## Course Outcome

The aim of the course is to satisfactorily meet ASIC's requirements. By obtaining the relevant practical skills and knowledge will enable accountants to build a broad and deep client relationship to ensure you become a trusted adviser across all of your clients' financial needs.

Upon successful completion of this course, you will be able to provide compliant financial advice to meet the objectives of retail clients in **life insurance, superannuation, self-managed super funds (SMSF), managed investments, securities.**

This will enable you to confidently engage with a broad client base, identify fundamental financial advice needs and broad strategies to meet their needs.

## Assessment

At the end of the course, you will be required to prepare a financial plan involving:

- Short answer responses to a practical case studies
- A client/adviser engagement role play (via telephone).

# 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

### Financial Advice Fundamentals

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

## 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

## 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 superannuation 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

### SMSF Advice

This specialist knowledge area will equip you with the expertise and technical skills to provide compliant Self-Managed Superannuation Funds (SMSF) advice to clients on:

Part 1	Superannuation Fundamentals
Part 2	Introducing SMSFs
Part 3	Forming an SMSF
Part 4	Obligations of Trustees
Part 5	Contributing to an SMSF
Part 6	Investments by a SMSF
Part 7	Investment Opportunities for a SMSF
Part 8	Pensions & Withdrawals from a SMSF
Part 9	Estate Planning in a SMSF and Winding up a SMSF

### Financial Plan Construction

Upon completion of the specialist knowledge subjects, a Statement of Advice (SoA) is researched, developed, implemented, presented, and reviewed.

## Course Competencies

### Core Units

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

### Elective Units

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

### SMSF Advice

<b>FNSSMS501</b>	Invest in self-managed superannuation funds assets
<b>FNSSMS601</b>	Provide advice in self-managed superannuation funds
<b>FNSSMS602</b>	Apply taxation requirements when advising in self-managed superannuation funds
<b>FNSSMS603</b>	Apply legislative and operational requirements to advising in self-managed superannuation funds
<b>FNSSMS505</b>	Support trustee in the selection and performance monitoring of outsourced services
<b>FNSASICZ503</b>	Provide advice in Financial Planning

## Study Options

### Online Learning

Study online at your own pace, gives 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 Fast-tracked Classroom

Face-to-face classroom 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](mailto:learn@mentor.edu.au)

+61 3 8317 2953 (International)

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

To enrol, complete the Student Enrolment Form and scan/email to [learn@mentor.edu.au](mailto:learn@mentor.edu.au)

# ▶ FURTHER INFORMATION

## **Web**

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

## **Mail**

Mentor Education (A&NZ)  
1A Scotia Grove  
South Yarra VIC 3141  
Australia

## **Phone**

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

## **Fax**

1300 366 170

## **Email**

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

*Our friendly  
student support*

