



# Life Insurance Adviser

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

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Life Insurance Adviser is designed for individuals requiring RG146 compliance and authorisation by an Australian Financial Services License (AFSL) holder to provide advice on regulated Insurance products.

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

Tony Read

## 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 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**

Life Insurance Adviser

**Delivery options**

Online Learning or Workshop

**Course duration**

Up to 12 months

**Assessments**

Multiple Choice Questions, Case Studies, Telephone Role-play

**Nationally recognised unit of competencies**

Yes

**Potential Jobs**

- Life Insurance Representative
- Life Insurance Sales Agent
- Life Insurance Broker
- Life Insurance Adviser

# Life Insurance Adviser

## Course Overview

**The Insurance Adviser Knowledge & Skills** course is designed for individuals who require authorisation by an Australian Financial Services License (AFSL) holder to provide advice on regulated Insurance products. For existing authorised representatives, successful completion of this course allows you to extend your advisory range into Insurance 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 Insurance companies
- individuals engaged in the promotion of Insurance products
- financial advisers seeking to enhance their insurance advisory capability

## Course Outcome

This course will equip you with the Tier 1 specialist knowledge and technical skills to provide compliant advice to clients on income protection, life insurance, business overheads and trauma insurance.

# 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](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 regulated Insurance 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.

✔ **DFP 2 - Insurance**

DFP 1 - Financial Advice module sets the foundation by teaching the financial advice process, which is reinforced in the DFP 2 - Insurance module.

## Modules

### General Advice

This type of advice required students to complete the following modules

- DFP1 - Australian Industry Essentials
- DFP2 - Insurance

### Personal Advice

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

- DFP1 - Australian Industry Essentials
- DFP1 - Financial Advice Fundamentals
- DFP2 - Insurance

### 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                          |

**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                         |



## 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

**FNSASICX503** Provide advice in Life Insurance  
**FNSINC501** Conduct product research to support recommendations  
**FNSIAD501** Provide appropriate services, advice and products to clients  
**FNSCUS505** Determine client requirements and expectations  
**FNSCUS506** Record and implement client Instructions

## 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 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](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*

