

CERTIFIED FINANCIAL PLANNER PROGRAMME



Course Objective

The CFPP has been designed by BIFS, working with Keith Checkley & Associates of London, UK, to help financial services institutions develop and certify competency levels for a group of professional financial planners. They will be capable of giving sound financial advice that meets the expectations of their clients, inspiring confidence in them and building stronger customer relationships for the mutual benefit of the client and the financial institution.

It also allows individual employees to earn a career-based diploma that recognizes their aptitude and professional competence in giving financial advice.

- To develop financial needs analysis skills and relationship management in order to construct an accurate Financial Profile of the client that the client understand and accepts
- To develop an optimal Financial Plan consistent with the client's goals and personal risk profile

Assessment

Candidates for this program will be certified after passing all six modules of the program and the successful completion of a comprehensive Final Qualifying Exam.

Program Prerequisites

Candidates for the Certified Financial Planner Program must fulfill the following requirement:

- Candidates must have basic knowledge in Computer Skills, Mathematics, Principles of Accounting and General Economics.
- Candidates must have a minimum of a College Degree or equivalent.



MODULES

Module I - Client Relationship Skills

The Communication Process
Personality Types and their impact on Communication behavior
Cultural Issues in Communication
Client Advisory Relationship Models
Building Trust and Business Ethics

Module II - Financial Situation Analysis

Know Your Customer (KYC)
Evaluating the Client's Current Financial Situation
Constructing the Personal Financial Profile of the Client
Forecasting the Personal Financial Situation of the Client

Module III - Risk Management and Insurance Needs

Risk Exposure and Mitigates | Protection
Risk Management over Time
Personal Risk Insurance-Business Risk/Occupational Risks
Property Risk and Mortgage Products

Module IV - Investment Products and Markets

Time Value of Money
Savings and Investments Products
The Fundamentals of Portfolio Management
Client Specific Investment Strategies -linking to Products
The Development of Capital Markets

Module V - Legal Issues in Financial Planning

The Bahamian Legal and Judicial System
Bahamian Taxation Policies
Investment Business Regulations
Products and Services
Policies, Procedures and Business practices

Module VI - Asset Values and Estate Planning

Writing a Will
Pension Planning/Requirements
Planning for Value-Review of Valuation Concepts and Techniques
Valuation of Personal Assets-Developing the Estate Plan

Final Qualifying Exam

The full day exam will consist of comprehensive cases that the candidate will be asked to analyze, draw conclusions and make recommendations in the form of an integrated financial plan.

The exam will require that both the analysis and the plan be presented in written form for evaluation.

Course Duration -12 months

Course Costs - Full course cost - \$4,500

(Includes course material, lectures and examination)

Register online at:

<http://www.bifs-bahamas.com>