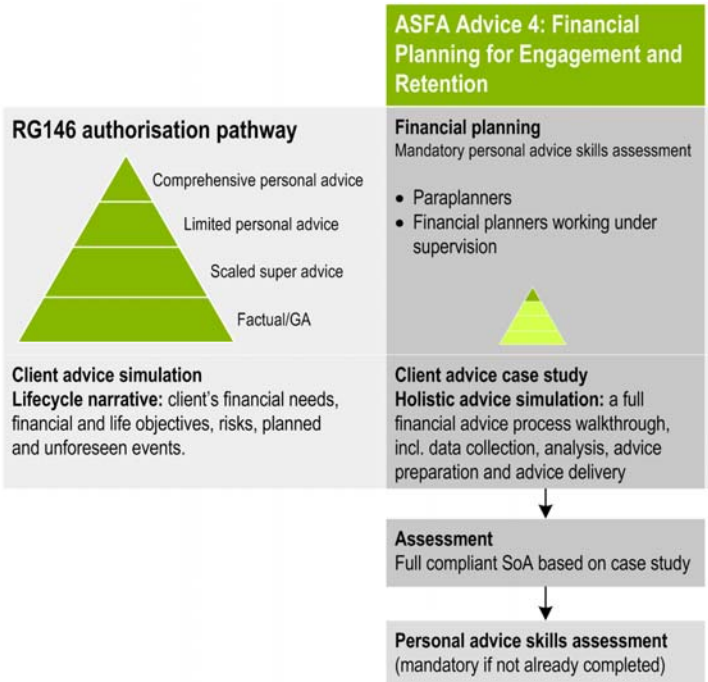
ASFA Advice 4: Financial Planning for Engagement and Retention

ASFA Advice 4: Financial Planning for Engagement and Retention applies knowledge of superannuation, insurance and investments to create a comprehensive financial plan for a client. You will learn how to bring together the threads of different financial products and client needs to provide tailored, holistic advice.

ASFA Advice 4 also includes detailed coverage on how to communicate investment advice to clients in a clear, engaging way, so that your clients understand your recommendations, implement their financial plan and refer others, helping you to build a thriving financial planning practice.

Like all *ASFA Advice* subjects, *ASFA Advice 4* includes a detailed advice simulation to prepare you for the practical realities of advice provision: documentation, the financial advice process and a walkthrough of the financial advice experience from both the client's and the adviser's perspective.



Suitable for
ASFA Advice 4: Financial Planning for Engagement and Retention is suitable for advisers seeking a pathway to comprehensive advice delivery in any setting – at a super fund, a financial institution or an independent financial planning practice.

On completing *ASFA Advice 4* and your Diploma of Financial Planning, you will be qualified for paraplanning roles and on a pathway to higher qualifications, such as Master of Financial Planning or CFP®.

Licensing
ASFA Advice 4 provides ASIC RG146 licensing to provide general advice in financial planning when combined with the generic knowledge component in *ASFA Advice 1*.

Skills assessment
To complete your Diploma of Financial Planning and deliver personal financial advice, you must complete an *ASFA Advice: Personal Advice Skills Assessment*, unless you have already done so.

The *Personal Advice Skills Assessment* gives you an opportunity to test your ability to interact with a client in a simulated advice situation – a crucial employability skill. Your assessor will provide you with feedback to hone your workplace performance. The *Skills Assessment* may be completed once per student for no fee; a fee applies for subsequent assessments.

Assumed knowledge
There are no formal prerequisites for this subject, although knowledge is assumed of:
- *ASFA Advice 1: Scoping, Compliance and Super* or *RG146 Superannuation Essentials*;
- *ASFA Advice 2: Risk Strategies for Life* or *ASFA Insurance*; and
- *ASFA Advice 3: Building Wealth for Clients* or *ASFA Investments*.

Qualification
These competencies contribute to the Diploma of Financial Planning FNS50610.

Assessment
Assignment 1: short-answer questions
Assignment 2: Statement of Advice

Availability
Flexible online (commence any time)