MONARCH INSTITUTE

FNS50615

Diploma of Financial Planning

RG146 Compliant

- Get the skills that employers really want.
- Unrivalled support. Delivered with care.
- Absolute flexibility. Your way, your terms.

Education for the real world

RTO Code - 22530

Nationally Recognised Training

Your key to a bright future in financial planning

You deserve to learn from experts who are just as committed to the financial planning profession as you. Monarch Institute was founded by experienced financial advisers who wanted to show students what it's actually like to practice in the real world. In other words, not just the theory. Courses are developed with an industry advisory council including recognised thought leaders.

Monarch Institute delivers nationally recognised qualifications, taught on your terms. Fit your professional development into your busy schedule, confident that you'll be supported by your trainers every step of the way. It's just one part of our commitment in helping you smash your career goals.

What does the course cover?

- **Foundations of Financial Planning**
- **Superannuation and Retirement Planning (SMSF optional)**
- **Investment Planning**
- **Insurance and Risk Management**

Key benefits

Nationally recognised

The course meets the requirements of the Australian Qualifications Framework. You'll be able to use it as a pathway to higher level qualifications at tertiary institutions around the country.

ASIC + RG146 compliant

This course meets the ASIC education requirements known as RG146. This regulatory guide outlines the knowledge and skills areas required to deliver both general and personal (Tier 1) financial advice under an Australian Financial Services Licence (AFSL). It's been approved by ASIC authorised assessors.

RG146 SMSF upgrade

You can add RG146 SMSF for an additional $200, which equates to a $300 saving.

XPLAN software training

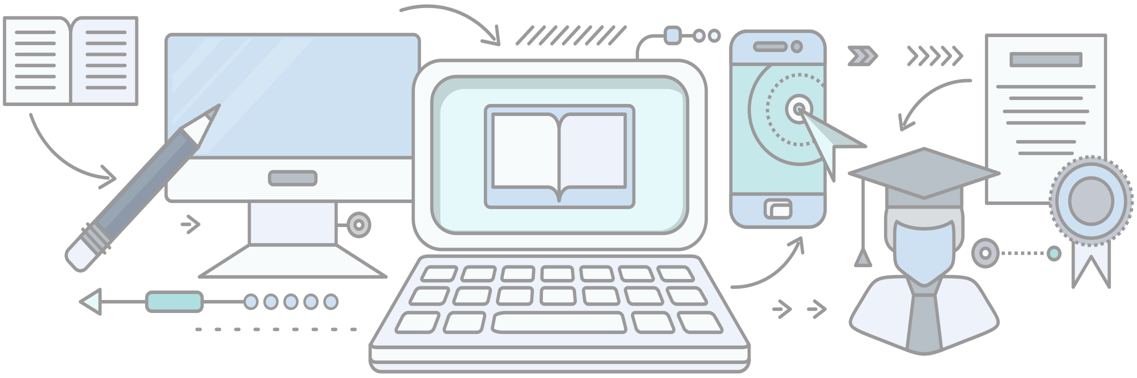
You have the option of adding XPLAN software training when studying this course. XPLAN is the financial industry's go-to software package.

Government funded

If you live in Victoria, you may be eligible for government funding. Get in touch with a course consultant to check your eligibility.

Tax (Financial) Adviser module

Add our TPB (Tax Practitioners Board) approved module to be able to provide tax planning-related tax advice.



Your way, your terms

This course has been specifically developed to be studied online to give you absolute flexibility. You'll get comprehensive support and guidance from your trainers every step of the way.

- Easy-to-follow course materials
- Comprehensive videos and webinars
- A dedicated team on hand to guide you
- Unrivalled support from your course trainers
- Online assessments
- Access to a student Facebook group

As a corporate trainer partner, we also conduct onsite training for groups of six staff or more.

What is the course structure?

This course is delivered completely online. This means you'll access your learning and assessment resources using an online portal. You can access this anywhere and anytime.

You'll need to study a total of 21 units, which are spread out over four modules, with five optional units for additional RG146 SMSF accreditation.

You'll need to complete each of these 21 nationally recognised units of competency in order to be awarded your FNS50615 Diploma of Financial Planning.

If you undertake Modules 1-4 (without the additional RG146 SMSF units), you'll be RG146 compliant in the following areas:

- Financial planning (personal advice skills)
- Generic knowledge (generic advice)
- Life insurance (including general insurance)
- Superannuation and retirement planning
- Managed investments
- Securities
- Derivatives

We consistently receive feedback from our students telling us the course is very well structured and easy -to -follow. Of course, if you're having trouble wrapping your head around a concept or assessment piece, you can always reach out to your trainer for support.

What is the course duration?

Most students complete this qualification in 12 months to 24 months. Your completion time frame depends on your previous education, work experience, time availability and work rate. You're expected to complete at least one module every six months.

What are the entry requirements?

There are no formal entry requirements. Just bring your drive, motivation and passion for the industry. That said, if this is your first time studying at this level, we'll need to check your levels of English and maths before you enrol. People with disabilities are encouraged and supported to apply.

Course costs

Monarch's courses are competively priced.

Check our website for the most up-to-date prices at **www.monarch.edu.au/courses** or call us on **1300 738 955.**

This training is delivered with Victorian and Commonwealth Government funding for eligible students. Please check the eligibility requirements on our website, or get in touch to discuss your funding options.

Course modules

Module 1 / Foundations of Financial Planning

- Fundamentals of the Australian economy
- Financial markets and participants
- Regulatory environment
- Australian licensing framework
- Establishing client relationships
- Identifying client goals and objectives
- Analysing client risk profile
- Developing financial-planning strategies
- Presenting strategies to clients
- Implementation of strategies
- Client-review process
- Code of ethics
- Introduction to taxation
- Introduction to social security
- Estate-planning fundamentals
- Economic fundamentals
- Risk management within a financial-services office

Module 2 / Investments

- Key asset classes
- Securities – money-market instruments
- Securities – fixed interest and bonds
- Securities – property
- Securities – shares
- Securities – alternative investments
- Risk and return
- Derivatives
- Investing in each asset class
- Difference between income and growth
- Dollar-cost averaging
- Diversification
- Managed investments
- Index funds
- Fund managers
- Investment platforms
- Case studies
- Strategic asset allocation
- Tactical asset allocation
- Time value of money
- Application of investment principles

Module 3 / Superannuation & Retirement Planning

- Superannuation in Australia
- Accumulation funds and defined benefit funds
- Who can contribute into superannuation
- Identify different kinds of contributions
- Taxation and superannuation earnings
- Superannuation guarantee
- Government co-contribution
- Super splitting and how it works
- Salary sacrifice and how it's applied
- Strategies and case studies
- Role and responsibility of superannuation trustees
- How self-managed super funds operate
- Mechanics of a superannuation pension
- Preservation age and accessing superannuation
- Tax applicable to superannuation benefits

Module 4 / Insurance and Risk Management

- Relationship between risk and insurance
- Basic characteristics of insurance
- General insurance
- Different types of insurance contracts
- Term life insurance
- Total and permanent disability insurance
- Critical illness (trauma) insurance
- Income protection insurance
- Taxation and personal insurance
- Identifying and calculating lump-sum death and disablement requirements
- Insurance ownership structures
- Policy features, riders and add-ons
- Disclosure rules and obligations

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Jobs and career pathways

Financial planning is an industry that's enjoyed unprecedented growth over recent years. When you graduate, you can pursue a variety of career paths.

Key opportunities include:

- Financial planner/adviser
- Associate financial planner/adviser (in a junior capacity)
- Paraplanner
- Financial planning practice manager
- Compliance officer at a financial planning firm/ Australian financial services licensee (AFSL)
- Back-office superannuation operations officer
- Back-office insurance operations officer
- Back-office fund management operations officer
- Back-office investment platform operations officer
- Investment corporate actions support officer
- Call-centre adviser for either an insurance provider, investment fund management provider, investment platform provider or superannuation provider

University pathways

You need a pathway to a relevant degree for FASEA purposes, so we've got your back. Monarch Institute has partnered with the University of New England (UNE) to make it quicker and easier to get the quality education you need to meet FASEA requirements.

Where you'll work

There are many workplaces for which a Diploma of Financial Planning would add substantial credibility and skill, including:

- Banks
- Investment funds, platform providers, and research houses
- Superannuation funds
- Stock brokers
- Credit unions
- Accounting practices
- Financial planning practices
- Mortgage broking businesses
- Insurance firms
- Business brokerages
- Real estate agencies

Am I eligible for recognition of prior learning (RPL)?

We may be able to take into account relevant knowledge and skills you've gained through previous formal or informal training, education, and employment. To find out more, get in touch with one of our course consultants.

Industry insights

Employment/positions projection

4.6% growth to 2024

Earnings (average full time)

$2,307 per week

Full time vs part time

84% full time

Flexibility

Work remotely or on the go

Working with people

Help people protect their families and achieve their goals

Sources: JobOutlook Employment Projections, 2020
Labour Market Information Portal, 2020
ASIC financial literacy Report, 2020

Industry insights

Take your place in the fastest growing profession in finance

Financial planning is an exciting, fast changing industry. It's quietly transforming the futures of millions of Australians. And you're about to be a part of it.

The financial advice industry is in the midst of a revolution. Technology is changing the way clients get advice. There's a trend towards online advice; it's more accessible and affordable for lots of clients. More and more practices are using software to manage each part of the client advice journey. For example, around 70% of advice practices in Australia use XPLAN, including many of the major banks. Client expectations and needs are evolving. You need to graduate ready to meet those needs.

Bridging the gap for your clients

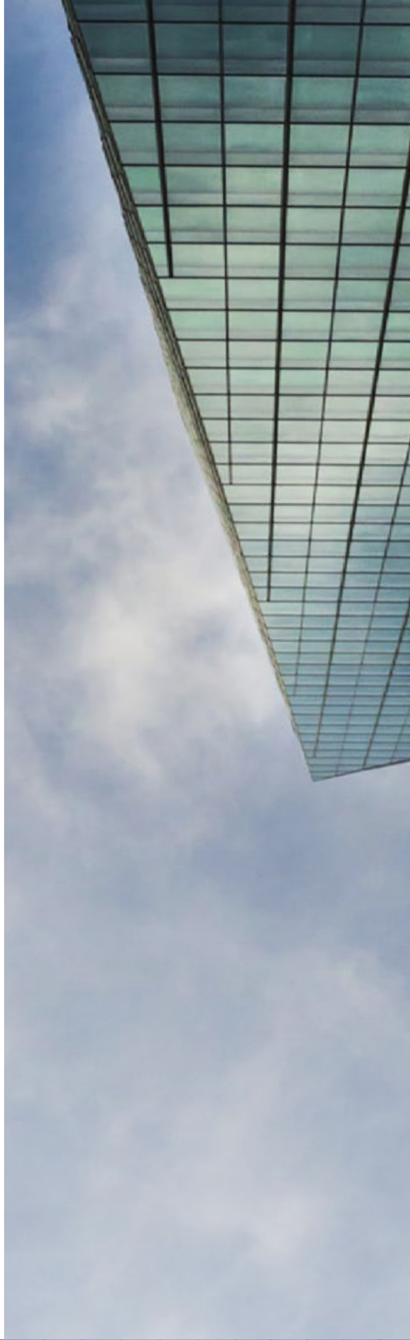
According to research done on behalf of ASIC, less than 40% of Aussie adults understand basic investment principles like risk/return and diversification. Nearly a quarter wouldn't be able to cover (or don't know how they'd cover) three months' living expenses if they lost their income. 11% have recently lost money they couldn't afford to lose on an investment. Long story short, there's never been a greater need for quality financial advice. As an adviser, you'll have a responsibility for ensuring your clients have a plan in place that meets their needs. But you'll also need to make sure they understand what you've recommended, so they can move forward confidently. And to do that, you'll need to understand the subject matter inside out. That's where Monarch Institute comes in. We don't just teach you the regulation and theory. You'll learn how to communicate key concepts to your clients.

Your future in financial planning starts now. Get qualified for one of the thousands of job openings in financial advice each year. Or take your career to the next level and specialise in a specific type of advice. Whatever path you're on, you'll love where studying with Monarch Institute takes you.

Sources: JobOutlook Employment Projections, 2020
Labour Market Information Portal, 2020
ASIC financial literacy Report, 2020

Why choose Monarch Institute?

You need a different learning experience. We’re ready to deliver.



Expertise

- ✓ Courses developed with leading academics and industry associations
- ✓ Delivered by brilliant trainers who work with corporate leaders
- ✓ Learn from professionals using real world case studies

Flexibility

- ✓ Fit study around work, family, life.
- ✓ Start immediately, or down the track
- ✓ Flexible payment options

Support

- ✓ Dedicated team of trainers and support staff on hand to guide you
- ✓ Up to date, easy to understand course materials
- ✓ Assessment turnaround in 5-7 business days with comprehensive trainer feedback

Enrol today

Commence your FNS50615 Diploma of Financial Planning with Monarch Institute today to take the next step forward in your career.

To discuss the course that’s right for you call **1300 738 955**

To find out more information email **info@monarch.edu.au**

To enrol, visit our website **www.monarch.edu.au**