

**QUALIFICATION - NATIONAL CERTIFICATE: FINANCIAL PLANNING (SAQA I.D. 62795, Old DSBI: 57695)**  
**MODE OF DELIVERY: DISTANCE LEARNING (NQF LEVEL 6)**

## DESCRIPTION

The purpose of this qualification is to equip students with the knowledge and skills required by practitioners in the financial planning sector and to prepare them for further learning. It is intended to empower students to acquire the attitudes and values required to work confidently within and respond to the challenges of the South African economic environment.

The National Certificate: Financial Planning appears on the Financial Services Board's (FSB) list of recognised qualifications for FAIS Fit and Proper purposes. In terms of this rating, the qualification is considered to be relevant to all product categories as a generic (G) qualification.

The National Certificate: Financial Planning enables the individual to progress to an NQF Level 7 postgraduate qualification in order to gain entry to the board exam set by the Financial Planning Institute (FPI) and, if passed, to have met the educational requirements for the prestigious accreditation of "Certified Financial Planner" (CFP®).

The qualification aims to develop informed and skilled qualifying students while accommodating students already employed in the financial planning sector. The skills, knowledge, values and attitudes acquired through this qualification are building blocks necessary for employment and advancement in the financial planning arena or for further studies.

In order to maximise the student support provided on this qualification by MBS, students are required to have access to the internet, as support material will be available for download throughout the academic year.

## ADMISSION REQUIREMENTS

An appropriate, accredited NQF Level 5 qualification; or

An appropriate, accredited Bachelor's degree (at NQF Level 6); or

The Milpark Business School Certificate in Financial Planning (at NQF Level 5); or

National Certificate: Wealth Management (NQF Level 5)

## CERTIFICATION

On successful completion of the qualification, the graduate will receive a National Certificate: Financial Planning (NQF Level 6).

## EXIT-LEVEL OUTCOMES

The student must demonstrate competence in the following knowledge, skills, attitudes and values implicit in the qualification:

1. The application of knowledge of legislation, compliance and ethics in the financial planning sector in South Africa:

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### DURBAN

2 Derby Place, Derby Downs, University Road,  
Westville, 3631  
PO Box 2248, Westville, 3631

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- a. Legislation that impacts on financial planning practices in South Africa is analysed to determine the impact and scope of its application to personal and corporate financial planning.
  - b. The requirements of the Code of Conduct of FAIS are integrated into financial planning.
  - c. Own business conduct is within parameters set by legislation.
  - d. The concept of ethical behaviour is explained and the way in which ethics influences a code of conduct in the financial planning sector is demonstrated.
  - e. The relationship between ethics and compliance legislation is examined against the background of client interaction, responsible business practice and contribution to an ethical business environment in South Africa.
2. An assessment of the changing nature of the financial planning environment in South Africa in terms of structure, role-players, regulation and consumer needs:
- a. The role-players in the industry are identified and categorised, and the relationship between them is explained.
  - b. The impact that changes in social and moral principles in society has on financial planning principles and legislation is debated.
  - c. The challenges and opportunities in the business environment in South Africa are identified and ways of addressing these in a financial planning practice are proposed.
3. The application of knowledge of legislation, taxation, economics and accepted financial planning principles to solve the financial dilemmas of an individual:
- a. Specialist knowledge is applied to advise a client on risk, retirement, estate, health and investment scenarios.
  - b. Integrated solutions for complex financial planning problems are proposed in a manner that is both practical and compliant.
  - c. Financial solutions are related to the client in a manner that is comprehensible and clear against the background of the requirements of FAIS.
4. The application of knowledge of legislation, taxation and business principles to advise a business on insurance and investment options:
- a. The financial statements and standing of a business is analysed to identify needs and risks.
  - b. Specialised knowledge is applied to propose insurance and investment solutions.
  - c. Financial solutions are presented to the client in a professional and compliant manner.

## PROGRAMME OUTLINE

### Modules Offered

NATIONAL CERTIFICATE: FINANCIAL PLANNING	
The qualification consists of six modules, one of which is an elective:	
CORE MODULES - Compulsory	<ul style="list-style-type: none"><li>• Legal Aspects of Financial Planning</li><li>• Taxation for Financial Planners</li><li>• Personal Financial Planning</li><li>• Corporate Financial Planning</li><li>• Practical Application for Financial Planners (Case Study – students may only enrol for this module once they have enrolled for and/or passed at least 5 other subjects).</li></ul>
ELECTIVES (Choose <b>ONE</b> module from this list)	<ul style="list-style-type: none"><li>• Business Management is currently the only elective on offer.</li></ul>

Until 2012, the final exam for the Practical Application Case Study will be combined with the Financial Planning Institute's (FPI) Board exam for Associate Financial Planners (AFP™). This will allow students the opportunity to apply to the FPI to become an Associate Financial Planner™, once all the other requirements set by the FPI are met.

### ASSESSMENT

Students are required to submit an assignment for each module which contributes 30% towards the final mark. Students will complete a final, summative assessment at the end of each semester which contributes 70% towards the final mark. Students need to obtain a sub-minimum mark of 40% in the final summative assessment and an overall mark of 50% in order to pass the module.

The final summative assessment for the module Legal Aspects of Financial Planning will be in the form of a CLOSED BOOK exam from January 2011. Final summative assessment for all other modules will be in the form of an OPEN BOOK exam.

### DURATION

The minimum duration of the qualification is one year, and the maximum is three years. Students will be allowed to register for a maximum of two modules per exam sitting.

### FURTHER STUDIES

The National Certificate: Financial Planning provides a sound base for students who wish to progress to the CFP® board examination. On successful completion of the National Certificate: Financial Planning, the student will be eligible to apply for admission to postgraduate diplomas (at NQF level 7) and on completion thereof, the educational requirements for the CFP® designation would have been met. In addition, vertical articulation is possible with a number of South African institutions.

## **HORIZONTAL ARTICULATION**

A student who transfers to another qualification within the institution will be given credit for relevant modules successfully completed towards the National Certificate: Financial Planning. Students who, having completed certain modules in the National Certificate: Financial Planning, wish to transfer to another tertiary-level institution, are able to apply for exemption from relevant modules which they have passed.

## **ABOUT THE BUSINESS SCHOOL**

Milpark Business School offers a range of tertiary qualifications, conditionally accredited by the Higher Education Quality Committee (HEQC) of the Council on Higher Education (CHE). Milpark Business School offers both distance-learning and contact-learning options, and workshops. The qualifications range from a Bachelor of Commerce in Banking Management and Certificate and Diploma programmes to an MBA.

## **PRICING**

Course fees include study material and one assessment. Please contact one of our campuses for more information.

## **DISCLAIMER**

The content of this brochure is accurate at the time of going to print. Milpark Business School reserves the right to change the programme content due to changes in legislation, market requirements and other reasons. Notice of such changes will be published on our website.

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