adviserlink

Compliance • Qualifications • CPD

Certificate in Financial Services (Level 5)

The Adviserlink Level 5 Qualification includes eight courses (four compulsory plus four electives).

Compulsory: Foundation Skills Programme – four compulsory courses *(all required)*

Objective	The compulsory foundation units of the Certificate in Financial Services (Level 5) provide the pre-requisite generic knowledge and advice process skills required before specialising as an Adviser. This programme is delivered over four courses:
Industry Essentials	Provides the learner with an introduction across the breadth of the financial advisory industry, including investments, risk, lending, retirement and estate planning – available via in both workshop and distance education formats.
Consultative Selling Skills	Provides the learner with the necessary client interaction skills to establish and develop effective client relationships in a financial service organisation – available via workshop format only.
Client Needs Analysis	Provides then learner with advisory skills required to effectively conduct a client needs analysis in a financial services organisation – available via workshop format only.
Present the Client Solution	Prepares the learner to present client solutions in a financial services organisation available via workshop format only.

Note: Experienced advisers with over 5 years current financial services experience, may be eligible to complete the Foundation Skills Programme via FastTrack, which includes an abridged workshop and self directed distance education delivery. Please contact Adviserlink to enquire as to requirements. Advisers new to the industry (less than 5 years) must complete these courses individually.

Electives *(a minimum of four required)*:

Objective	To provide the learner with the foundation knowledge of the industry and products and services used in a financial services organisation – all courses are available in both workshop and distance education formats.

- Mortgage Lending
- Fundamentals of Investment
- Personal Risk Management
- Practice Management
- Investment Planning
- Financial Plan Construction & Review
- Insurance Planning
- Business Insurance (BFS)
- Estate & Tax Planning
- KiwiSaver

Alternatively, the certificate can be endorsed in either Investment or Insurance by completing one of the two following strands.

Strand Option – Investment *or* Insurance

One strand to be selected:

Strand 1 – Investment
This programme is delivered over four courses:

1. Fundamentals of Investment
2. Investment Planning
3. Investment Plan Construction and Review
4. Plus 1 x Elective *(chosen from elective options above)*

Strand 2 – Insurance
This programme is delivered over four courses:

1. Personal Risk Management
2. Insurance Planning
3. Insurance Plan Construction and Review
4. Plus 1 x Elective *(chosen from elective options above)*

Adviserlink Contact Details:

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For information on course updates please contact us, or refer to our website www.adviserlink.co.nz