

Adviserlink offers three Electives for Investment, Risk and Mortgage advisers to complete their Level 4 Certificate.

Qualification Courses:

## Compulsory

### Principles of Professional Practice

Unit Standards: 1277 & 24755

Provides learners with the skills to communicate effectively and apply the principles of professional practice in a financial organisation.

8

Credits

### Generic Knowledge

Unit Standards: 24757

Provides learners with generic knowledge of the products and services used in financial services organisations.

5

Credits

### Consultative Selling Skills

Unit Standards: 24758, 24763, 24767, 24768, 24769, 24762 and 24766

Provides learners with essential prospecting, client relationship and sales skills in a financial services context.

25

Credits

## Specialist Electives

Selection of one elective strand

### Investment Elective

Unit Standard: 24759, 24765 & 24773

Managed Funds and KiwiSaver

13 Credits

### Insurance Elective

Unit Standard: 24759, 24765 & 24773

Life, Health and Fire and General Insurance

13 Credits

### Mortgage Elective

Unit Standard: 24759, 24765 & 24772

Residential property lending

13 Credits