OCCUPATIONAL CERTIFICATE

Financial Advisor

SAQA ID	NQF LEVEL	CREDITS	QUALITY PARTNER
105026	6	515	INSETA

OVERVIEW

The purpose of this qualification is to prepare a learner to operate as a Financial Advisor.

A Financial Advisor analyses the financial needs of clients and facilitates processes to implement solutions that will contribute towards the protection and growth of wealth for clients.

WHAT YOU WILL BE ABLE TO DO

- Provide advice to clients regarding the use of Long Term Insurance to manage risks and protect wealth.
- Provide advice to clients regarding the implementation of Employee benefits and Retirement Funds.
- Provide advice regarding the use of Health Care benefit programmes.
- Provide advice to clients to grow and protect wealth through appropriate Investments and related methods.

MODULES

Knowledge Modules:

- Overview of the Investment Advisory Industry,
- Regulatory requirements for advising clients regarding insurance and investments
- Health Care benefits advisory services
- Principles of Providing advice to clients regarding the use of Employee and Pension Fund Benefits
- Fundamentals of Investments
- Principles of Providing advice to clients regarding Insurance, Savings and Retirement Planning
- Principles of Providing Advice to clients regarding Investments

Practical Skill Modules:

- Analyse clients long term wealth creation/protection needs
- Evaluate available long-term wealth creation/protection options
- Recommend and implement the most appropriate wealth creation/protection options
- Analyse the client organisations needs relating to retirement funds and employee benefits

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- Evaluate the availability of various employee benefit and retirement fund options and structures
- Advise client on the most appropriate structuring of retirement funds and employee benefits
- Analyse Client needs regarding Health Care Benefits
- Provide advice on the introduction of Health Care Benefit Programmes
- Research, analyse and conduct due-diligence of investment opportunities
- Advise clients regarding potential investment opportunities
- Facilitate the implementation of agreed investment decisions

Work Experience Modules:

- Participate in the processes of wealth creation
- Support the provisioning of advice to clients on employee benefits and retirement structures for a period of three to six months
- Participate in the processes of providing advice regarding the implementation of Health Care Benefit Programmes
- Participate in the processes of advising on investment decisions over a period of six months

CAREER OPPORTUNITIES

The qualification has relevance for learners in Retirement Funds, Investment, Medical Schemes and Intermediaries (Range: includes but not limited to Financial Advisors, Personal Financial Planners, Financial Services Call Centre Agents, Client Service Providers, Brokers, Broker Consultants, Retirement Fund Consultants, Retirement Fund Administrators, Trust Fund Officers, Product Developers, Consultants who advise on product structure of Retirement Funds, Principal Officers, Trustees, Medical Scheme Consultants, Senior Administrators, Retail Managers who support Advisors and have a back office function, Collective Investment Scheme Managers, Account Executives and Compliance Officers).

ENTRY REQUIREMENTS

NQF Level 4 qualification with Communication

ASSESSMENT

Integrated Formative Assessment (Internal) Integrated Summative Assessment (EISA)

ACCREDITATION

Type	Accreditation number	Valid until
Assessment centre	05-QCTO/AC-TTC160626185220	14 Jun 2031
QCTO SDP	05-QCTO/SDP240824104357	22 Aug 2029
Assessment centre	07-QCTO/AC-TTC160626185429	14 Jun 2031
QCTO SDP	07-QCTO/SDP010524103348	28 Apr 2029
QCTO SDP	07-QCTO/SDP140126103248	04 Jan 2027

QCTO SDP	07-QCTO/SDP260224143843	25 Feb 2029
QCTO SDP	09-QCTO/SDP070125105045	05 Jan 2030

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Run this qualification as a learnership

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