



**Australian Government**

**Assessment Requirements for FNSASIC305  
Provide Tier 2 personal advice in general  
insurance**

**Release: 1**

# Assessment Requirements for FNSASIC305 Provide Tier 2 personal advice in general insurance

## Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 1.0.

## Performance Evidence

Evidence of the ability to:

- work effectively with clients to analyse their objectives and risk situation
- interpret available information about the client's risk needs and products in preparing an appropriate solution
- provide accurate advice and complete all required documentation to implement the solution, complying with organisational procedures and industry regulations.

Note: If a specific volume or frequency is not stated, then evidence must be provided at least once.

## Knowledge Evidence

To complete the unit requirements safely and effectively, the individual must satisfy knowledge requirements relevant to the products and activities in which advice is given. They must:

- explain the legal environment including disclosure and compliance covering:
  - role of the broker, representative and/or adviser
  - relevant legal principles relating to the Corporations Act, Financial Services Reform Act (FSRA), Competition and Consumer Act, Insurance Contracts Act and Australian Securities and Investments Commission (ASIC) Act
  - relationship between ethics and regulatory requirements including good faith and utmost good faith
  - full disclosure of remuneration and fees and any other conflicts of interest which may influence the adviser's recommendation
  - general insurance industry code of practice and organisational codes of conduct
  - complaints resolution procedures (internal and external)
  - ASIC guidelines on adviser conduct and training

- summarise the characteristics and participants of Australian insurance markets and the roles played by intermediaries
- identify insurance products including:
  - definition of an insurance product
  - conditions, exclusions and level of coverage of risk transfer products
  - types of insurance products
  - pricing of risk products
- discuss taxation issues relating to insurance products
- explain advisory functions including:
  - role of the representative, broker or adviser
  - participants in the insurance advisory services market
  - range of services provided
  - profile and financial information of the client
  - appropriateness of a risk assessment
- summarise the specific product knowledge for the general insurance products in which advice is given including:
  - types of general insurance products and policies
  - standard cover (and deviations)
  - policy wordings
  - taxes and charges
  - insurance claims
  - premium rating and risk selection
  - reporting
  - product development
  - underwriting
- explain terms and conditions of retail general insurance products used by the adviser.

## **Assessment Conditions**

### **Links**

Companion Volume implementation guides are found in VETNet -

<https://vetnet.gov.au/Pages/TrainingDocs.aspx?q=c7200cc8-0566-4f04-b76f-e89fd6f102fe>