



**Australian Government**

# **Assessment Requirements for FNSFPL620 Prepare advice in insurance broking**

**Release: 1**

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## Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 5.0.

## Performance Evidence

The candidate must demonstrate the ability to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including evidence of the ability to:

- prepare accurate and ethical advice on insurance broking products and/or services for at least two different clients.

In the course of the above, the candidate must:

- interpret and comply with industry regulations and codes of practice
- analyse client's needs, financial situation and risk profile, and prepare appropriate strategies or solutions relating to insurance broking
- implement the solution, plan, policy or transaction once agreed by the client and complete documentation.

## Knowledge Evidence

The candidate must be able to demonstrate knowledge to complete the tasks outlined in the elements, performance criteria and foundation skills of this unit, including knowledge of:

Generic knowledge

- economic environment, including:
  - characteristics and impact of economic and business cycles
  - interest rates and exchange rates
  - inflation
  - government monetary and fiscal policy
- operation of financial markets, including:
  - roles played by intermediaries and issuers
  - structure and interrelationships within financial markets
  - interrelationship between industry sectors
- financial products, including:

- concept of a financial product: general definition, and specific inclusions and exclusions
- types of financial investment products
- types of financial risk products
- aspects of ongoing service provision, including:
  - reporting on performance
  - using effective communication skills
  - preparing required records and documentation
  - reviewing of solution, plan, policy or transaction
- types of documents and documentation requirements for insurance broking

### Specialist knowledge

- legal environment, including disclosure and compliance covering:
  - role of the authorised representative or adviser
  - relevant legal principles relating to the Corporations Act, Australian Securities and Investments Commission (ASIC) Act, Insurance Contracts Act, Life Insurance Act, Privacy Amendment (Private Sector) Act, and Competition and Consumer Act
  - relationship between ethics and regulatory requirements, including good faith, faith, utmost good faith, full disclosure of remuneration and fees, and other conflicts of interest that may influence authorised representative's recommendation
  - relevant industry standards and codes of practice
  - regulatory guidelines
  - internal and external complaints resolution procedures
- operations of insurance markets, including:
  - definition of insurance product
  - characteristics and participants of the Australian insurance market
  - roles played by intermediaries
- insurance products, including risk insurance products, investment life insurance products and general insurance products
- insurance products:
  - conditions, exclusions and levels of coverage of risk transfer products
  - pricing
- taxation issues in relation to insurance products and markets
- types of analysis and product modelling
- types of stress tests for changes in market conditions
- advisory functions, including:
  - role of insurance adviser, broker or agent
  - participants in the insurance advisory services market
  - range of services provided
  - profile and financial information of the client

- appropriateness of a risk assessment.
- characteristics of insurance broking:
  - types and classes of insurance products and policies
  - standard cover and deviations
  - product development
  - policy wording
  - underwriting
  - insurance claims
  - premium rating and risk assessment
  - types of broking services.

## **Assessment Conditions**

Skills in this unit must be demonstrated in a workplace or simulated environment where the conditions are typical of those in a working environment in this industry.

This includes access to:

- office equipment, technology, software and peripherals
- insurance broking product information.

Assessors of this unit must satisfy the requirements for assessors in applicable vocational education and training legislation, frameworks and/or standards.

## **Links**

Companion Volume Implementation Guide is found on VETNet -

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