



Australian Government

Assessment Requirements for FNSFMB512

Identify and develop credit options for clients with special financial circumstances

Release: 1

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Modification History

Release	Comments
Release 1	This version first released with FNS Financial Services Training Package Version 6.0.

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:

- identify and develop complex credit options for at least three clients with different special financial circumstances.

In the course of the above, the candidate must:

- compare features, fees, charges and risks when analysing credit options.

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:

- legislation, regulations and codes of practice affecting the broking industry, including best interest duty
- comparison characteristics of financial products, including features, fees, charges and risks
- complex credit features of client needs, including:
 - business or commercial loans
 - bridging loans
 - chattel leases
 - contaminated sites or properties near noxious industries
 - cross-collateralisation
 - native title rights
 - heritage issues
 - multiple mortgages
 - loans to trusts, partnerships or corporations
 - reverse mortgages

- rural land mortgages
- common products available in the broking industry
- internal and external complaint handling and dispute resolution procedures
- organisational guidelines and procedures on assessing impact of risks and documenting broking recommendations
- research methods on gathering information on new or non-standard products
- key risk issues, including:
 - borrowing risk and gearing
 - economic risk and impact on incomes and asset values
 - unusual risk issues or requirements, including interdependencies and implications
 - specific product risk, including penalties
 - risk factors and return expectations of the client
 - volatility of income and capital
- types of loan structures, including new and non-standard products.

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 consumables
- economic, taxation and insurance information required
- finance and mortgage product information
- lender or credit provider's basic lending acceptance criteria
- data and documents related to developing complex credit options.

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>