



Australian Government

Assessment Requirements for FNSFPL605 Present and negotiate complex and innovative financial plans

Release: 1

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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:

- successfully present and negotiate a complex or innovative preliminary, amended or final financial plan to a client that provides justification and research evidence for all elements of the plan
- gain client feedback and agreement to the plan
- build rapport and effectively manage client relationships.

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:

- analyse the key features of sales and marketing media and methodologies
- outline the impact of the following on the client's financial planning needs:
 - relevant economic, taxation and social security policy
 - relevant estate planning considerations
- explain investment risk factors and relationship to return expectations
- describe the key features and discuss issues relating to:
 - investment and savings vehicles, financial markets, asset classes and investment characteristics
 - products available in the financial services industry
 - relevant industry codes of practice and requirements
 - role of the financial planning adviser and the financial planning practice
 - terms of the Acts and regulations affecting the industry
- explain the requirements related to the disclosure of capacity
- explain the internal and external dispute resolution procedures.

Assessment Conditions

Assessment must be conducted in a safe environment where evidence gathered demonstrates consistent performance of typical activities experienced in the financial planning field of work and include access to:

- office equipment, technology, software and consumables.

Assessors must satisfy NVR/AQTF assessor requirements.

Links

Companion Volume implementation guides are found in VETNet -

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