



Australian Government

Assessment Requirements for FNSILD501 Prepare a distribution plan

Release: 1

Assessment Requirements for FNSILD501 Prepare a distribution plan

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:

- conduct analysis of critical information required to develop a distribution plan including:
 - business objectives, products and services
 - markets and needs
 - distribution channels
 - performance measures
- document distribution plan according to organisational requirements.

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 and describe key client profiles
- discuss key features of distribution and marketing approaches
- identify expense ratios
- identify financial metrics relevant to monitoring performance of the distribution network
- identify and explain human resource trends in the context of the life insurance industry
- identify and describe key markets to be served
- outline organisational planning processes to service the life insurance business
- analyse and describe key:
 - sales trends
 - sales relating to market mix
 - sales relating to products
- outline opportunities and strategies for maintaining and updating knowledge of available products and services.

Assessment Conditions

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

- common office equipment, technology, software and consumables
- organisational records
- organisational policy and procedures.

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>