



Australian Government

**Assessment Requirements for FNSSUP423
Provide knowledge of retirement planning
issues when dealing with superannuation
clients**

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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:

- provide information on retirement planning issues when dealing with at least three different superannuation clients; at least two of whom require information on estate planning.

In the course of the above, the candidate must:

- demonstrate currency of key information applicable to retirement planning
- provide information and general advice to clients on issues relating to aged care and retirement options
- explain the general impacts of social security on income in retirement to a client.

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:

- legislative and regulatory requirements relating to the provision of financial advice within the context of retirement planning and superannuation clients
- regulatory requirements relating to aged care facilities that impact on retirement planning
- taxation issues relevant to:
 - estate planning
 - retirement benefits and associated estate planning options
- organisational policies, procedures and requirements relating to providing information to clients
- common methods to interpret and apply financial data
- demographic trends relating to seniors and retirement, including:
 - average life expectancy

- improvements in mortality
- longevity risks to income sources in retirement
- issues relating to consumer behaviour impacting on retirement, including:
 - skills and work
 - expectations and personal preferences and biases
 - cultural issues
 - job prospects for mature age workers
 - budgeting for retirement
- financial risks for retirees, including:
 - longevity and how long money will last
 - market changes, adverse market events, and their timing
 - inflation
 - interest rate changes
 - political risk
- implications of adverse financial circumstances that can impact an individual approaching retirement
- post-retirement product types and their relationship to managing financial risk, including the difference between account-based income streams which depend on investment returns and non-account based income streams which depend on consumer price index (CPI) changes
- aged care residential options, including:
 - retirement villages
 - high and low care nursing homes
 - in-home government support programs
- types of costs, services and eligibility requirements associated with different types of aged care facilities
- eligibility requirements for accessing aged pensions and social security benefits, including:
 - means testing
 - concept of deemed, gross and net actual income
- non-financial issues to be considered when planning for retirement, including:
 - family matters
 - health matters
 - where to live
 - insurance
- estate planning and inheritance, including taxation issues relating to estate planning
- retirement income stream products, including:
 - lump sum payments
 - reversionary pensions to beneficiaries
- purpose and key features of wills, powers of attorney and trusts
- roles and responsibilities of a power of attorney and a trustee.

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:

- organisational equipment, technology, software and consumables
- financial services product information
- organisational policies and procedures, including requirements for handling confidential client 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>