2013 - Getting back to business CII Autumn roadshow

Steve Aspinall

Director – Corporate Development

Chartered Insurance Institute

Jim Baylis
Corporate Development Manager
Chartered Insurance Institute



CII

- Awarding Body (regulated by OfQual)
- Professional Body (run by its members)
- Accredited body (regulated by the FSA)

To protect the public by guiding the profession

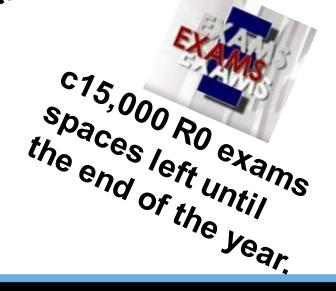


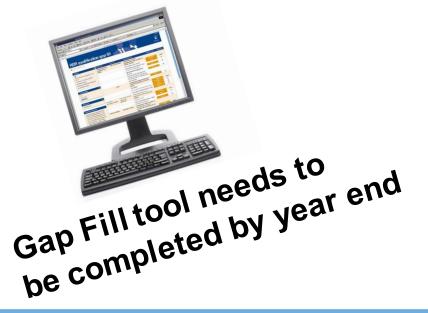
2013, we're nearly there!

18,211 CII Diploma qualified individuals



3,192 individuals





At the CII so far....

Issued 10,569 SPS to verified individual financial

advisers by the end of August



Topics to discuss today

- CII Statement of Professional Standing process
- CPD what is required . . . and importantly what isn't
- Chartered Status is it for you?
- CII PFS Membership what's included



Statement of Professional Standing

The FSA requires that all retail investment advisers have completed the required standard of qualification, including gap fill and have applied for a Statement of Professional Standing (SPS) by 01 January 2013 An SPS confirms that an adviser:

- Has adhered to a code of ethical standards
- Holds the **required qualifications** for the activities they undertake (including completion of gap fill if relevant); and
- Has completed appropriate CPD and complied with APER (Statements of Principle and Code of Practice for Approved Persons)

Members advising on packaged products and/or securities/derivatives are able to apply for a CII SPS as the centre is live at www.cii.co.uk/sps

Key facts:

- Free to members
- Valid for 12 months
- Expiry linked to membership renewal date
- Supplied as an electronic printable e-certificate



CII Gap Fill 'Tool'



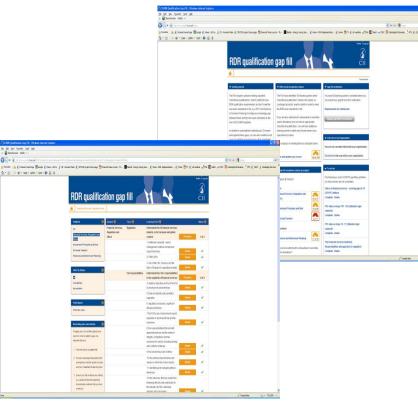
CII Pin No

Online

24 Hr access

All gaps identified and solution provided

Structured Solution



How can the gap be completed?

Preferred option:

Use the CII online material provided

Other options:

- Historic CPD that matches specific learning outcome
- Attended seminars / technical sessions
- Technical podcasts
- Life company / Provider roadshows covering learning outcomes

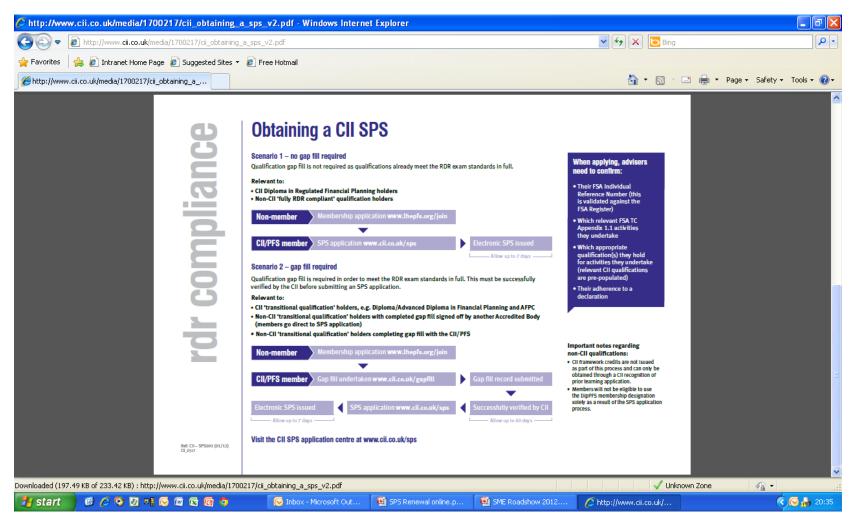


First time application www.cii.co.uk/sps



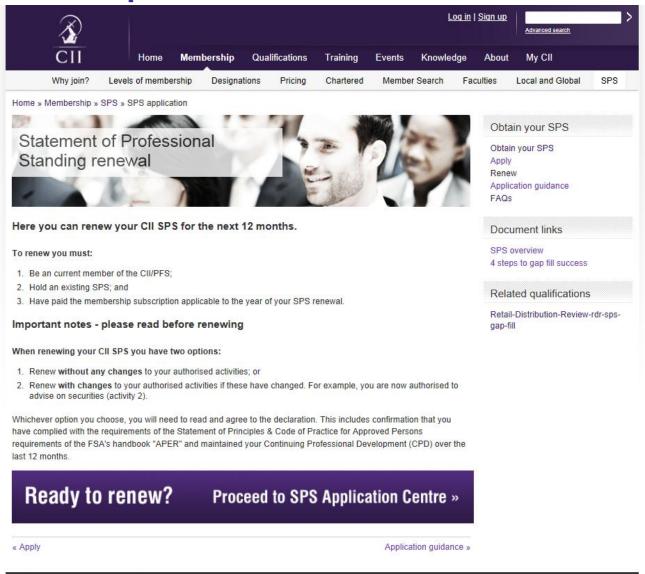


In your packs there is a helpful guide





www.cii.co.uk/spsrenew

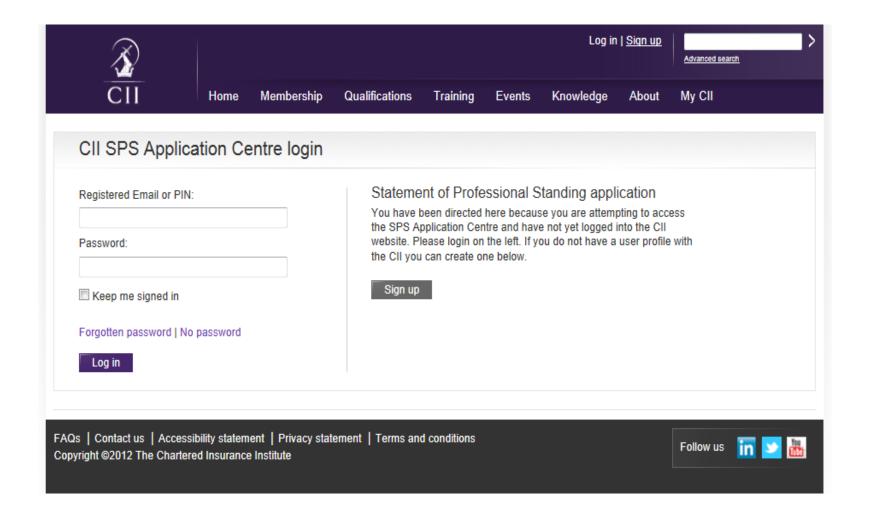


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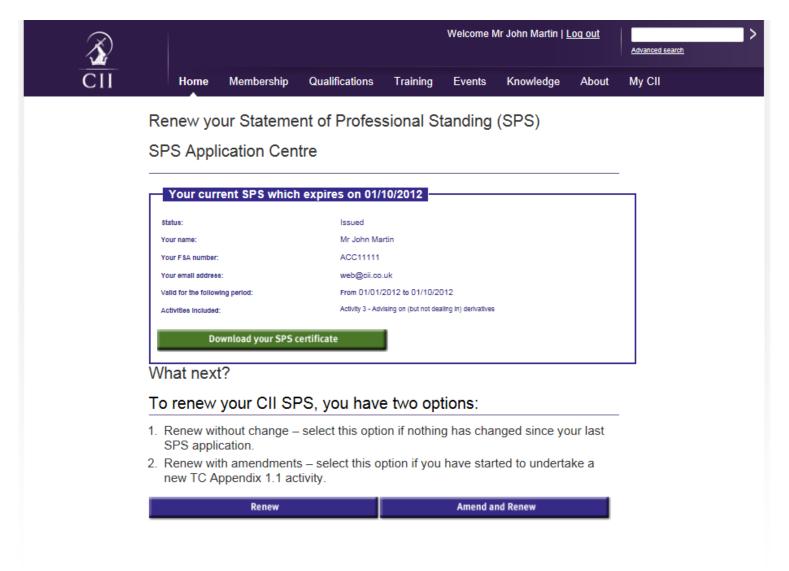




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Post-Login landing page – details & renewal options



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CII CPD requirements

- 35 hours of learning
 - Minimum of 21 hours must be 'Structured'
- Structured definition:
 - . . is the undertaking of any formal learning activity designed to meet a specific learning outcome.
- Examples:
 - Lectures
 - Seminars
 - Courses
 - Taking exams
 - E-learning



So what is Unstructured

Definition

. . . is any activity an individual considers has met a learning outcome, but which may not have been specifically designed to meet their development needs.



How should CPD records be kept

- There is no 'must do' way for anyone.
- If you are using the CII as your Accredited Body records can be kept in whatever format you want them to be in.
 - Use your own system, spreadsheets etc.
 - Use the 'free to members' online recording system.
 - Use a purchased CPD system like the CII Financial Assess system.

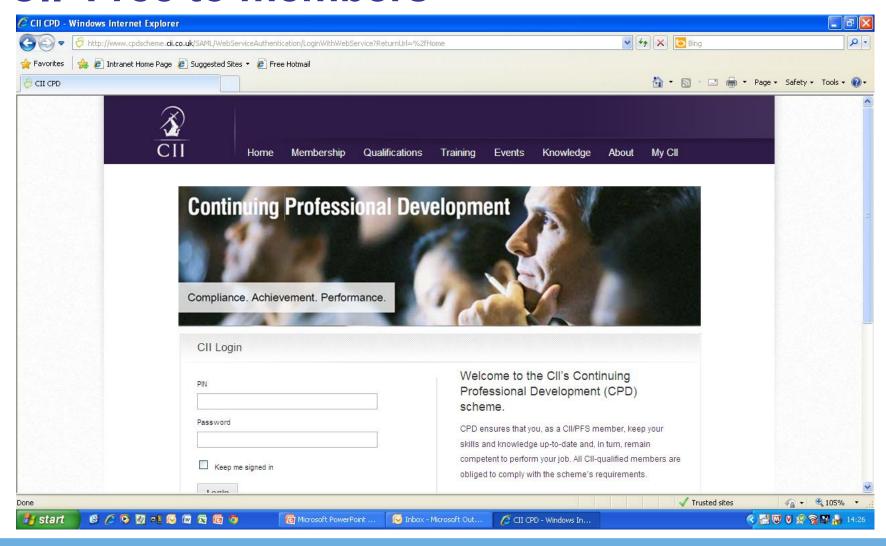


Minimum time for CPD to be recorded

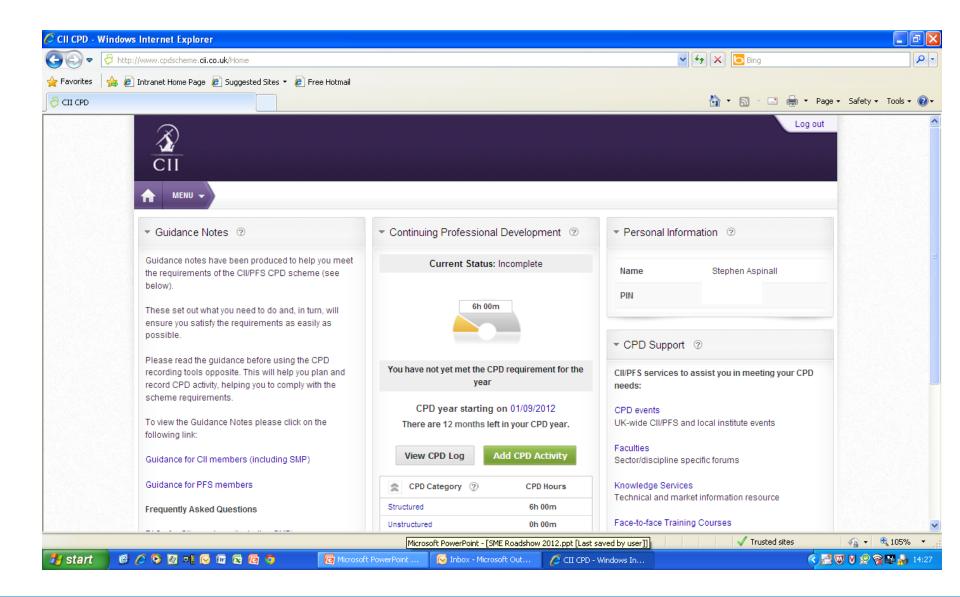
- The FSA expects individuals to spend at least 30 minutes on any individual CPD activity.
- The CII has decided to adopt this common sense standard for all its member qualification holders as part of the CPD scheme rules.
- Different activities, of less than 30 minutes each, undertaken to meet a specific learning outcome can be combined and recorded together.



CII 'Free to members'

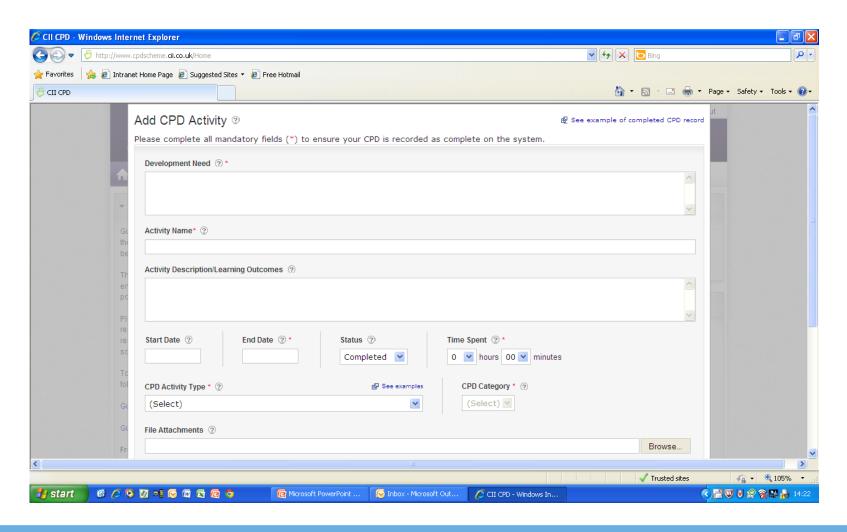




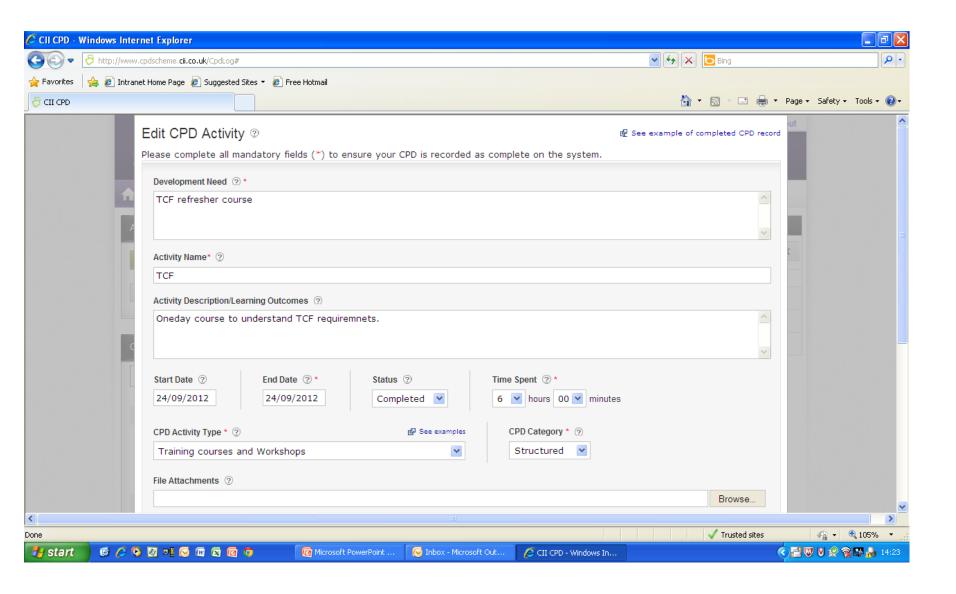




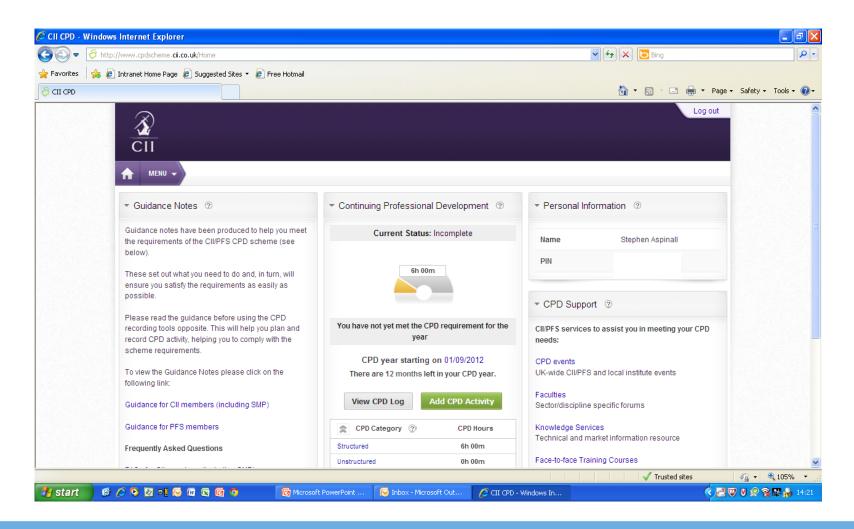
Adding a CPD record





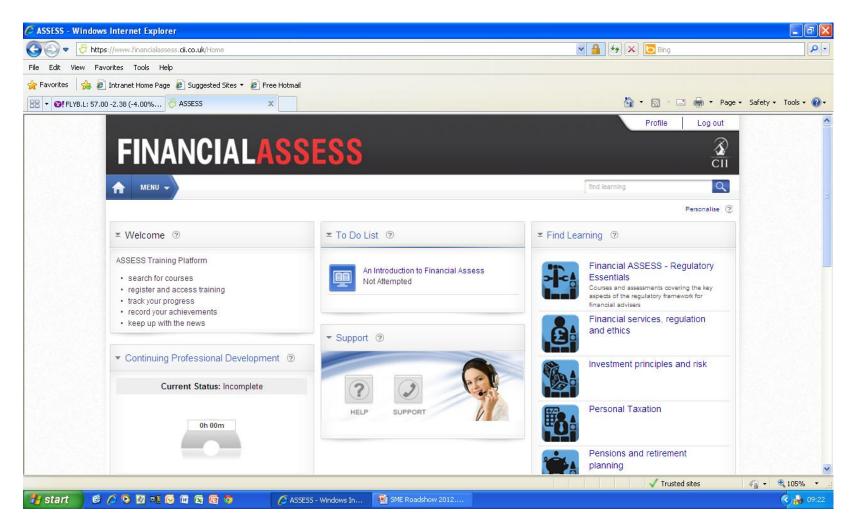


My CPD log

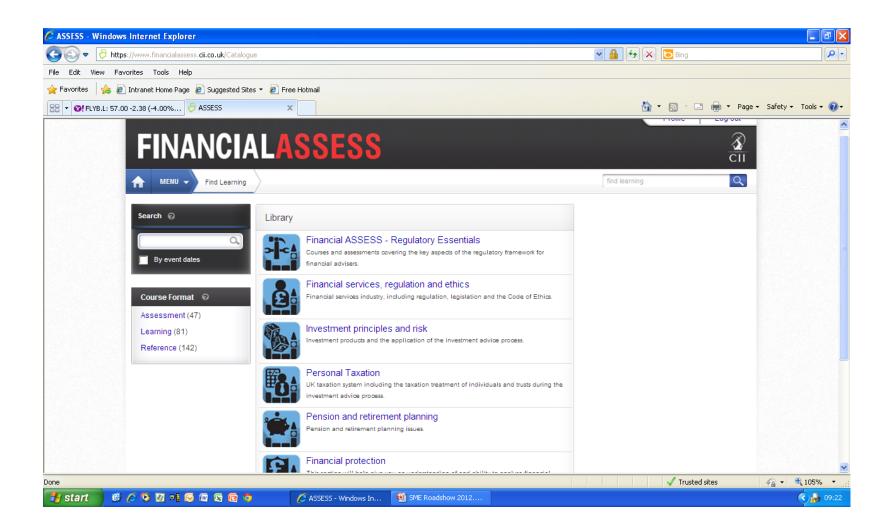


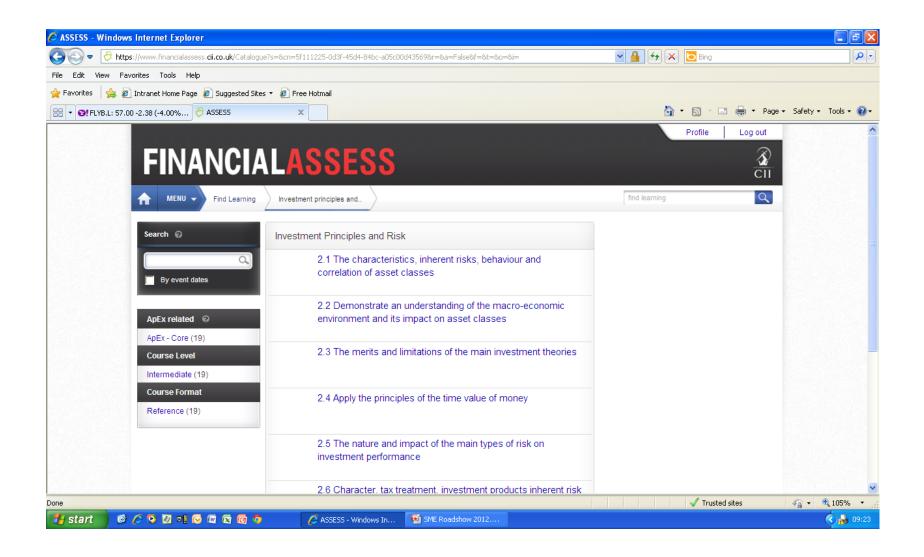


CII Financial Assess

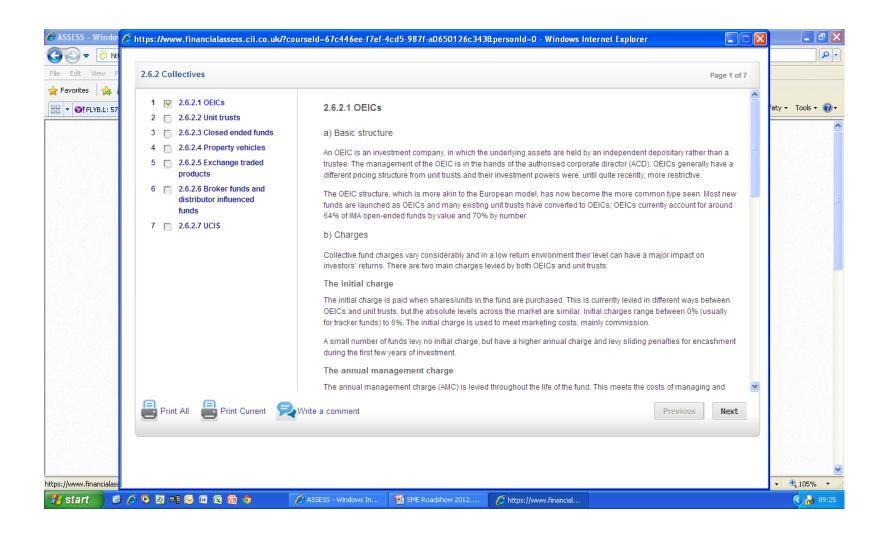












Company reporting

- With Financial Assess you have the capability to produce a wide range of company reports.
- Track progress of your advisers.
- Set assessments.
- Monitor progress of their online learning.
- Supervisors have access to their advisers MI.



Chartered Status – is it for you?



Chartered Status









CII Chartered Financial Planner Status

- QCF Level 6 from Level 4
- 290 CII credits (min 120 using the Advanced subjects)
- Application / Planning papers using the technical knowledge from Level 4
- Minimum 5 years industry experience



CII financial advice qualifications

Advanced Diploma in Financial Planning		
(AF2) Business financial planning – 30 Credits	(AF4) Investment planning – 30 Credits	NEW (AF6) Senior management and supervision - 30 Credits
(AF1) Personal tax and trust planning – 30 Credits	(AF3) Pension planning – 30 Credits	(AF5) Financial planning process – 30 Credits
A	A	A
Diploma in Regulated Financial Planning/Diploma in Fina	ancial Planning (including Paraplanning and Discretionary inve	estment planning)
(R06) Financial planning practice – 30 Credits	(J06) Investment principles, markets and environment – 20 Credits	
(RO5) Financial protection – 10 Certificate Credits	(J05) Pension income options – 20 Credits	
(RO4) Pensions and retirement planning – 10 Credits	(J04) Pension funding options – 20 Credits	NEW (J11) Wrap and platform services – 20 Credit
(R03) Personal taxation – 10 Credits	(J03) The tax and legal aspects of business – 20 Credits	NEW (J10) Discretionary investment management – 20 Credits
(RO2) Investment principles and risk – 20 Credits	(J02) Trusts – 20 Credits	NEW (J09) Paraplanning – 30 Credits
(R01) Financial services, regulation and ethics – 20 Credits	(J01) Personal tax – 20 Credits	(J07) Supervision in a regulated environment – 20 Credits
A	A	<u> </u>
Certificate in Financial Planning (including Mortgage advi	ce, Equity release, Long term care insurance and Group risk opti	ons)
(RO5) Financial protection – 10 Credits		(GR1) Group risk – 10 Credits
(CF2) Investment and risk – 20 Credits	(CF5) Integrated financial planning – 15 Credits	(ER1) Equity release – 15 Credits
(CF1) UK financial services regulation and ethics - 15 Credits	(CF4) Retirement planning – 10 Credits	(CF8) Long term care insurance – 15 Credits
		(CF6) Mortgage advice – 20 Credits



Have you considered Corporate Chartered Firm Status?

Obligatory requirements

- A minimum of one of your firm's board members must personally hold the CII Chartered Financial Planner title.
- One of your firm's board (who, as an individual, holds the Chartered Financial Planner title), must take on the role of Responsible Member
- The entire board, together with a minimum of 90% of customer-facing staff, must be members of the Personal Finance Society/CII.
- A full financial planning service must be offered and access to a Chartered Financial Planner must be available
- The firm must have an appropriate professional development programme in place and provide evidence of this with the application.



Chartered Firm Status

Points attained from a number of options:-

- Board members holding the Chartered Financial Planner title
- Board members holding the Diploma in Financial Planning
- Financial advisers holding the Chartered Financial Planner title (excluding any financial advisers included under the category 'board member' above)
- Financial advisers holding the Diploma in Financial Planning (excluding any financial advisers in respect of whom credits have been applied for under any of the criteria above)
- Non-advisory staff holding CII qualifications



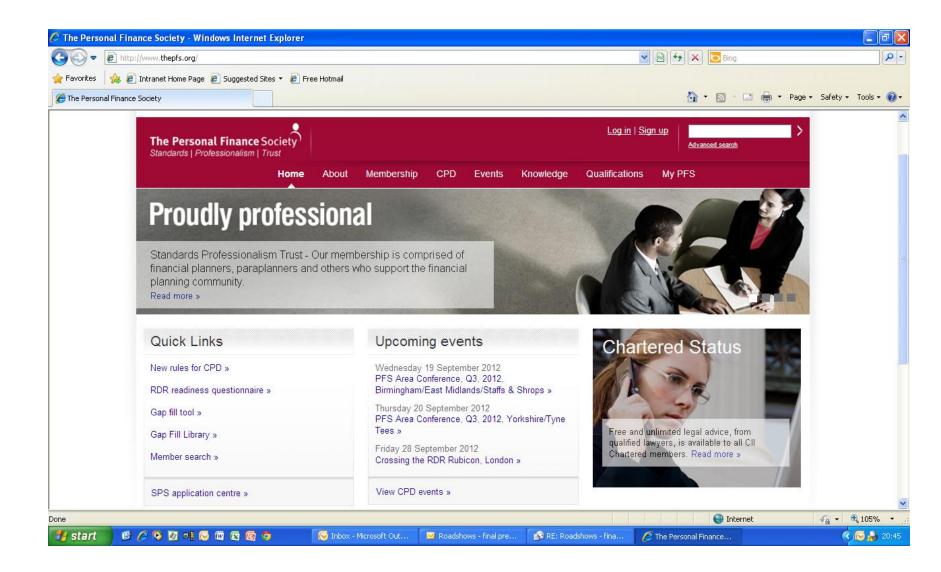
Corporate Chartered Firms

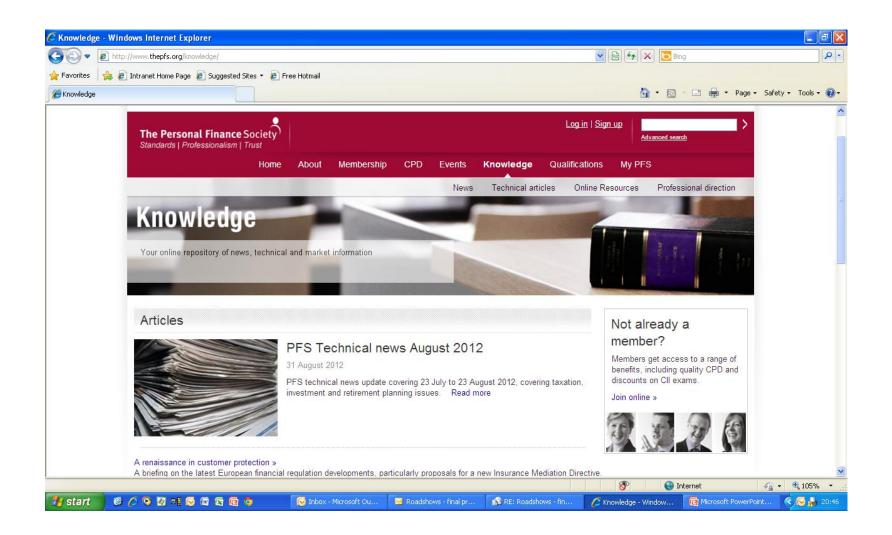
- Currently 425 financial planning firms across the UK, are you one of them or is competition one of them?
- Professional firm introductions, Chartered
 Accountants looking for Chartered Financial Planning firms to refer clients.

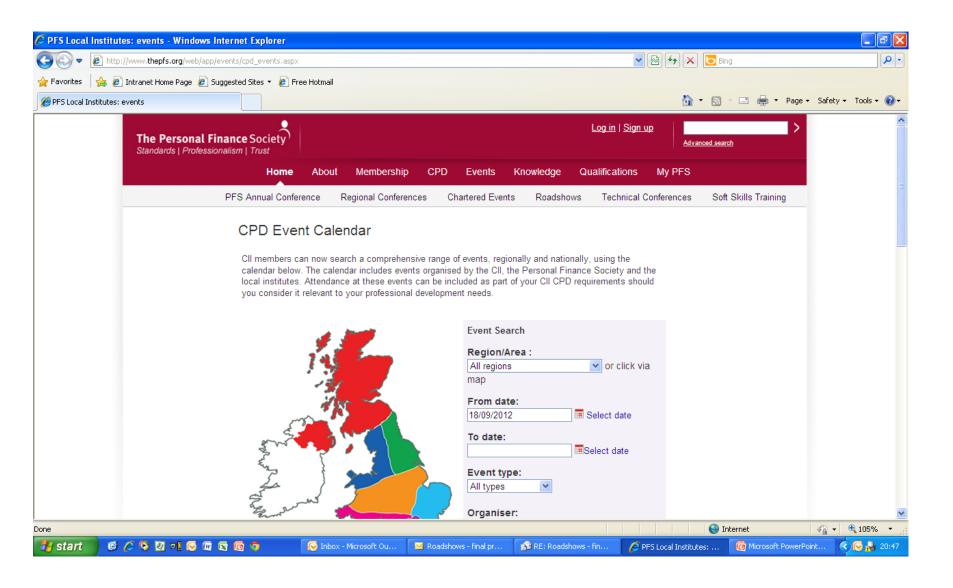
PFS Membership

Our mission is to lead the financial planning community towards higher levels of professionalism, exhibited through ethical and behavioural standards, skill and technical knowledge to the ultimate benefit of the profession and the consumer alike.









Membership benefits

"The regional event programme has given me the knowledge and confidence to improve my service offering."

Philip Piggins MSc, Cert PFS

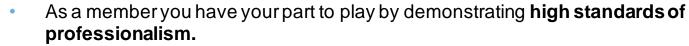


- Professional learning doesn't stop after exams ensuring you remain competent and up-to-date is the true mark of a professional. Membership is your way to stay in touch and stay ahead. Qualified membership of the Personal Finance Society requires a commitment to Continuing Professional Development (CPD).
- As a member you are invited to attend regional and national events focused on improving your skills and knowledge and helping you become the best at what you do. You can expect to fulfill a significant amount of you annual CPD commitment by participating in our events or online activities.
- Every quarter members have access to a free regional conference that provides training on a hot-topic subject. Members also get the opportunity to apply knowledge through a facilitated case study, as well as sharing best practice with their peers. These events offer practical support and development to members, who leave armed with plenty of new ideas that they can immediately put into practice. Many of our face-to-face events are now filmed and shared with members via our website.



Membership benefits

Standards/designations



- Members of the Personal Finance Society commit to a Code of Ethics, intended to demonstrate the highest professional and ethical standards.
- Many aspects of the Code are good business practice. It deals with law, culture and different stakeholder relationships and includes guidance on:
 - Behaving responsibly and with integrity
 - Being fair and trustworthy
 - Demonstrating competence and due care
 - Respecting confidentiality
 - Applying objectivity in professional judgement
- As a member you have access to client-facing literature that explains the importance of your membership of the UK's leading professional body.



Membership benefits

Networking

- One of the most valuable benefits you will enjoy as a member of the Personal Finance Society will be the **support and guidance offered by fellow members**. Whether through the conferences, study groups or participation in technical case studies you will improve your understanding of key technical subjects, as well as learning about new ideas that you can apply in your role.
- The Personal Finance Society has 27 regions, run by enthusiastic member volunteers.
 Attending regional events are a great way to stay up to date, network with fellow
 professionals and learn something new. What's more, attendance at such events can count
 towards your CPD.

"Being able to network with like minded people has been key to my development." Harriet Trendell, Cert PFS



So please join and benefit from everything that is available to you as a member.



Things we covered today

- CII Statement of Professional Standing process
- CPD what is required . . . and importantly what isn't
- Chartered Status is it for you?
- CII PFS Membership what's included
- Open the floor to questions but both Jim and I are around until 11.00am for any 121 questions you may have.



Questions?

