THE LEARNING DEVELOPMENT GROUP

Introduction

This generic foundation FETC : Wealth Management gives individuals a solid grounding in Wealth Management and wealth creation. It also allows for a level of specialisation in different work roles of the Financial Services Industry.

It will equip Intermediaries and Administrators with the skills and knowledge to work ethically in Long-term Insurance, Short-term Insurance and Collective Investments.

It covers both product-related theory and legislation compliance in financial environments from Life Insurance to Funeral cover to Retirement Fund administration.

The qualification offers a career path to the National Certificate: Wealth Management, level 5.

Target **Audience**

The programme is aimed at trainee Financial Planners and aspiring Intermediaries and Trustees and Principal Officers of Retirement Funds and Medical Schemes.

It is suitable for new entrants into the Financial Services industry and those who have some financial services experience but want additional product knowledge and a formal qualification.

It is ideal for those licensing in Long-Term Category A and B, Intermediaries with their own Financial Planning Practices, Broker Consultants, Call Centre Agents and Administrators.

Entry **Requirements**

This is an open access qualification but individuals will benefit most if they meet the following criteria:

- A senior certificate (NQF Level 4)
- Confidence in communicating and demonstrating communication literacy at NQF level 3.
- Mathematical literacy at NQF level 3.
- Communicate in two different South African languages.

Workplace **Requirements**

- You will need access to appropriate workplace projects to complete the practical components of the qualification.
- To be working on work projects that involve requirements gathering and specification for IT enabled business solutions
- Active support and mentorship by your manager
- Access to a PC and software for course assignments

Finance & Accounting

Certificate: Wealth Management

INSETA Certification

SAQA ID:	**66613**
NQF Level:	**4**
Credits:	**150**

Course **Delivery** & **Assessment**

We use in-classroom, virtual classroom and blended interactive facilitated training sessions, group discussions, assignments, case studies and self study to embed skills.

You will need to:

- Attend all lectures and sessions.
- Demonstrate theoretical and practical understanding of programme content.
- Participate in and contribute to group discussions, practical work and activities.
- Compile and submit a Portfolio of Evidence (PoE)

To receive the FETC: Wealth Management, you will need to compile, submit and be found competent by constituent Assessors, Moderators and Verifiers on a Portfolio of Evidence (PoE).

Learning **Outcomes**

By the end of the qualification, you will have essential core and fundamental knowledge and skills in Wealth Management and Wealth Creation, such as:

- Applying processes and using a structured approach to solve problems.
- Applying literacy and numeracy skills to different Wealth Management contexts.
- Presenting and communicating information effectively.
- Behaving ethically and promoting ethical behaviour in the industry.
- Gathering, analysing and evaluating information from a range of wealth creation sources.
- Presenting and communicating information effectively.
- Apply principles of economics, the financial services industry, legislation, ethics and compliance in a Wealth Management environment.
- Managing personal finances.

Course **Content**

FETC: Wealth Management
Accreditation Body: INSETA

SAQA ID: 66613 | Learning Programme ID: 57917
NQF Level: 4 | Credits : 150

Module 1: An Introduction to Wealth Management
- South African Money Laundering Legislation
- Ethical Conduct in Business
- The structure of the South African Financial Services Industry
- Events and activities that impact on Wealth Management
- Basic Investment Principles
- Wealth Management Products and Services
- The Concept of Risk
- Providing for Retirement

Module 2: Economics
- Basic Economics
- Capital Markets and Instruments
- Equity Markets and Instruments
- Money Markets and Instruments

Module 3: Financial Services Legislation
- The Financial Advisory and Intermediary Services Act (FAIS)
- The Long-term Insurance Act
- The Short-term Insurance Act

Module 4: Financial Services Business, Products & Services
- Building relationships and offering customer service to clients
- Long-term Insurance Products and their benefits
- Funeral Insurance
- Insurable Risk
- Controlling fraud in the Long-term Insurance industry
- Personal Accident Insurance
- Establishing and running a small business or SMME
- Business Plans

Module 5: Financial & Maths Literacy
- Financial Statements
- Personal Income Tax
- Managing financial risk
- Basic statistics and probability
- Use mathematics to understand personal, business, national & international financial issues

Module 6: Communication
- Audience and context in oral and written communication
- Write and speak in a range of different situations
- Evaluate and engage in sustained spoken and written communication
- Write, present and speak using different business communication channels
- Read, view, analyse and respond to a variety of written texts

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