

National Certificate in Wealth Management NQF level 5
SAQA ID Nr. 57608/66611

FACILITATED BY PSG KONSULT ACADEMY & USB-ED

INTRODUCTION

Many insurers, financial advisors and brokers in the financial services industry are facing the challenge of obtaining the required credits and qualifications as determined by the FAIS Act.

For this reason, PSG Konsult Academy in association with the University of Stellenbosch Business School Executive Development (USB-ED) have combined their most distinguished faculty members and technical expertise to provide high quality and user friendly training for learners towards the National Qualification in Wealth Management at NQF Level 5. We are offering you the full qualification (**122 credits**) in four study schools on a modular basis which will be easy to complete over a one to two year period.

With these four focused study schools, we offer a unique learning opportunity to build your confidence and capabilities. The facilitation is interactive and presented by subject matter experts. We are confident that you will not just obtain the necessary credits but that you will leave the programs a better entrepreneur, financial advisor and administrator.

WE GUARANTEE SUCCESS

We are aware of the fact that many financial advisors, brokers and administrators have not studied for many years, but have a vast amount of experience. Our four study schools are structured in such a way that you will be at ease with the learning as well as the assessments. If you have the will and determination, we are prepared to “stand by you” until you are competent.

NATIONAL CERTIFICATE IN WEALTH MANAGEMENT NQF LEVEL 5

The aim of this qualification is to provide learners with a wide range of specialised and technical skills as well as a broad based knowledge of the applicable legislation, economic principles and the financial services industry in general. The learners will be exposed to the important terms, rules, concepts, principles and theories of Wealth Management.

The Certificate in Wealth Management at NQF level 5 will be sufficient for all requirements as determined by the FAIS Act needed by financial advisors, brokers and administrators.

Participants will receive confirmation of credits from PSG Konsult Academy after the successful completion of each study school.

PROGRAM

Each study school is structured as follows:

Study School	Core	Elective	Funda-mental	TOTAL
1	15	7	8	30
2	0	16	16	32
3	10	15	5	30
4	15	5	10	30
TOTAL	40	43	39	122

The tutoring will take place in **four study** schools over a twelve (12) month period. There will be a closed book assessment $\pm 4-6$ weeks after each study school's facilitation. You must attend all study schools (SS1-SS4) in the calendar year. *You cannot attend one study school in one year and the other study school the next year, because the material is designed for a specific year; e.g. Tax, Investments, etc.*

WORKSHOP PROGRAM per study school

Day 1 – Tutoring in the first half of the Unit Standards (*including distribution of material in the classroom*)

Day 2 – Tutoring in the last half of the Unit Standards

$\pm 4 - 6$ weeks break to complete workbook and prepare for summative assessment

Day 3 – One full day for revision purposes. This will take place within the week before the assessment

Day 4 – Write closed book summative assessment and hand in formative assessment (workbook)

Distance Learning:

If you are too far to attend the facilitation we provide, we have another option for you. You are more than welcome to do it Distance Learning. No facilitation is provided and you study on your own time. You have ± 8 weeks per study school (from the day you receive your study material) to complete the workbook and prepare for the summative assessment. The assessment date will be communicated to you after registration and together with receiving your material. As soon as the first study school has been successfully completed, you may begin with the next study school.

***You only have 6 (six) months to complete each study school from start of that study school up to a maximum of 18 (eighteen) months (re-assessments included), BUT a maximum of 24 months for the full qualification. If unsuccessful, you need to reregister and pay again.**

Study School 1

CODE	UNIT STANDARD TITLE		NQF Level	Credits
242584	Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) (Act 37 of 2002) as it impacts on a specific financial services sub-sector	E	4	2
242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients.	E	4	3
242574	Present a proposal to optimise the tax aspects of the wealth management of an entity.	C	5	4
242573	Determine the needs and wants of an entity in order to propose an appropriate financial solution.	C	5	4
230077	Describe the financial lifecycle of an individual and how this influences financial decisions.	F	5	8
242554	Research information in order to assist in conducting a financial risk assessment.	C	5	7
117129	Apply the regulations for disclosure that are required as part of the financial sales process.	E	4	2
	TOTAL			30

Study School 2

CODE	UNIT STANDARD TITLE		NQF Level	Credits
230071	Apply basic economic principles to the financial services sector.	F	5	5
230075	Demonstrate knowledge and insight into the changing nature of the financial services industry and its consumers.	F	5	6
242603	Apply knowledge of estate planning to propose a financial solution for a specific client	E	5	8
119997	Demonstrate knowledge and understanding of risk in a financial services environment	F	5	5
242555	Develop a potential wealth preservation solution for an entity	E	6	8
	TOTAL			32

Study School 3

CODE	UNIT STANDARD TITLE		NQF Level	Credits
230078	Apply the principles of ethics to a business environment	C	6	10
242613	Apply technical knowledge and skill to advise on individual planning for retirement.	E	5	5
242589	Apply knowledge of business insurance to propose a Long-Term financial solution for a business entity.	E	6	10
230070	Present an informed argument on a current issue in a business sector	F	5	5
	TOTAL			30

Study School 4

CODE	UNIT STANDARD TITLE		NQF Level	Credits
242601	Apply a researched trend to individual financial risk.	C	5	5
242567	Analyse the product design of different medical schemes to evaluate the benefits set of each scheme.	E	5	5
242594	Apply knowledge of the different asset classes in order to give financial advice	C	5	4
120075	Demonstrate insight into current affairs in the Financial Services Sector.	F	5	10
242580	Apply scenario planning to explain potential risk in a specified financial services context.	C	5	6
	TOTAL			30

FACILITATION GROUPS 2012

(Note: All Facilitation Dates are for *both* Centurion and Cape Town)

WEALTH MANAGEMENT FACILITATION GROUPS 2012

NQF Level 5 National Certificate in Wealth Management

(Inseta - SAQA ID: 57608/66611)

	Facilitation Day 1		Facilitation Day 2		Revision Day		Assessment		Re-Assessment	
Study School 1	Tue	13-Mar-2012	Wed	14-Mar-2012	Thu	19-Apr-2012	Tue	24-Apr-2012	Fri	11-May-2012
Study School 2	Tue	22-May-2012	Wed	23-May-2012	Fri	15-Jun-2012	Tue	19-Jun-2012	Fri	20-Jul-2012
Study School 3	Mon	30-Jul-2012	Tue	31-Jul-2012	Tue	28-Aug-2012	Mon	03-Sep-2012	Fri	21-Sep-2012
Study School 4	Tue	25-Sep-2012	Wed	26-Sep-2012	Tue	23-Oct-2012	Mon	29-Oct-2012	Thu	15-Nov-2012