



The Institute
of Banking



A recognised
college of UCD



Educating and Developing
Financial Professionals



Graduate Diploma in Financial Planning

17
/ 18



The College of Professional Finance

Postgraduate Education 2017/2018
www.iob.ie/postgrad

Who we are

The Institute of Banking

The Institute of Banking is the largest professional institute in Ireland. We are a community of over 35,000 members who work in banking and international financial services in both the Republic of Ireland and Northern Ireland.

Professional development of our members through education is at the heart of what we do.

The Institute provides university level programmes to enable our members achieve and sustain their professional qualifications and continuing professional development (CPD) - essential in meeting customer and regulatory expectations.

More than 11,000 individuals studied with us last year and 24,000 members are registered for CPD schemes administered by the Institute.

Excellence in education – a recognised college of UCD

As a recognised college of University College Dublin (UCD) and the standout banking industry educator, we offer qualifications of the highest standard.

We currently have more than 40 programmes ranging from Professional Certificates (level 7 on the National Framework of Qualifications (NFQ)) to Masters Degrees (level 9). We design our programmes to be practical and relevant, but grounded in academic rigour.

Life Insurance Association (LIA)

LIA is the professional education and development association for those who work in all areas of the Financial Services industry. LIA's mission is "to enhance the knowledge, competence and skills of our members and students who work in all areas of the Financial Services industry".

This translates into assisting our members and students in the following three distinct ways:

1. Attaining educational qualifications and resulting MCC (Minimum Competency Code) accreditations (i.e. designations) through our various educational courses
2. Retaining their designations by keeping up to date with legislative, regulatory and industry changes - through our annual Regional and National "face-to-face" CPD seminars and our online CPD facility, MyCPD
3. Developing themselves personally and professionally through our non MCC courses, our Regional and National non CPD seminars and workshops, and regular relevant articles published on our website and in our quarterly journal, The Financial Professional.

The Irish Tax Institute

The Irish Tax Institute is the leading representative and educational body for Ireland's Chartered Tax Advisers (CTA) and is the only professional body exclusively dedicated to tax. Our members provide tax expertise to thousands of businesses, multinationals and individuals in Ireland and internationally. In addition many hold senior roles within professional service firms, global companies, Government, Revenue and state bodies.

The Institute is the leading provider of tax qualifications in Ireland, educating the finest minds in tax and business for over thirty years. Our Chartered Tax Adviser (CTA) qualification is the gold standard in tax and the international mark of excellence in tax advice.

A respected body on tax policy and administration, the Institute engages at the most senior levels across Government, business and state organisations.

Representing the views and expertise of its members, it plays an important role in the fiscal and tax administrative discussions and decisions in Ireland and in the EU.

Introduction

Who is this programme for?

The Graduate Diploma in Financial Planning, awarded by University College Dublin (UCD), is a highly regarded postgraduate qualification (level 9), designed for those working in, or who would like to develop a career in, financial planning and wealth management. It is designed for those who wish to develop their financial planning knowledge and skills to the highest international standards.

The programme is specifically designed to provide financial planners with the knowledge and understanding of the applicable regulatory requirements, the mechanisms and purpose of the main investment products and the ability to satisfy their individual clients' financial planning and investment portfolio needs.

The Graduate Diploma also seeks to deepen your technical knowledge of areas such as asset, finance and risk management and provide the tools to develop effective mutually beneficial client relationships.

Through the College of Professional Finance, this programme is a joint initiative of LIA, The Institute of Banking and the Irish Tax Institute.

How you will benefit

This programme will provide you with the knowledge and skills required for a career as a professional financial planner.

It will:

- Enhance your knowledge of the constituent disciplines underpinning financial planning including investments, pensions, taxation and estate planning.
- Develop your analytical, problem solving and decision-making skills to produce comprehensive financial planning solutions.
- Enable you to evaluate economic, financial and other relevant data to create integrated financial plans.
- Promote a deep understanding of professional values and ethical issues in financial planning execution.
- Prepare you for the Certified Financial Planner™ designation qualifying examination.

Gateway to the prestigious international designation - Certified Financial Planner™ Professional

Certified Financial Planner PROFESSIONAL (CFP®) certification is the world's most widely respected financial planning designation and it marks the Certified Financial Planner as being professional, competent and ethical to the highest global standards.

At the end of 2016, there were 170,101 CFP professionals in 26 countries around the globe, including all of the main developed and developing economies. Global numbers have increased by almost 12% over the last three years.

The first cohort of candidates in Ireland were CFP certified (with the Graduate Diploma in Financial Planning) in early June 2011. There are now 471 CFP professionals in Ireland.

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Curriculum

The programme comprises of six modules as follows:

- 01 Principles and Ethics of Personal Financial Planning
- 02 Tax and Estate Planning
- 03 Retirement Planning
- 04 Asset Management
- 05 Financial and Risk Management
- 06 Integrated Personal Financial Planning

01

Principles and ethics of personal financial planning (NFQ level 9, 10 ECTS)

This module provides a framework to understand two core elements underpinning financial planning: the regulatory and ethical requirements and the responsibilities of the financial planner. It addresses the broad calculation principles underpinning financial planning products. It also deals with the critical matter of client risk tolerance and how it can be measured and integrated into personal financial planning solutions.

03

Retirement planning (NFQ level 9, 10 ECTS)

This module deals with all aspects of retirement provision, public and private, relevant to providing financial advice. It provides you with a macro view of the regulatory environment for pensions. It explores in detail a range of issues including the structure and investment of private arrangements for groups and individuals, insured and non-insured.

02

Tax and estate planning (NFQ level 9, 10 ECTS)

This module introduces the fundamentals of the Irish taxation system and international aspects of taxation relevant to financial planning and wealth management. It covers the key taxation provisions and reliefs of the Irish tax legislation relevant to succession and estate planning which are significant for the financial planner.

04

Asset management (NFQ level 9, 10 ECTS)

An understanding of robust financial planning and wealth management is an important pre-requisite for meeting customers' financial and lifestyle objectives. This module covers core concepts in modern portfolio theory and marries them with the practical application of tools and techniques to construct and manage client portfolios. It assimilates a range of theoretical and empirical evidence to provide the best solutions when advising customers on investment and wealth management.

05

Financial and risk management

(NFQ level 9, 10 ECTS)

The predominant part of this module deals with the important topic of risk management. It covers the key risks that customers face through their financial life cycle, such as mortality and illness risk, investment risk and longevity risk. The aim is for you to complete the module with strongly grounded, well thought-out solutions appropriate to client issues.

“I feel that the Graduate Diploma in Financial Planning is now the minimum requirement for financial advisers.

I found the continuous assessment and in class exams very beneficial - taking the pressure off the final exams. I also enjoyed the final module where we prepared a full and detailed financial plan for a fictitious client.

I would recommend this programme to anyone providing one-to-one financial advice. It has kept my knowledge current and up-to-date and brought me into contact with a wide range of other advisers and professionals in Wealth Management. It also provides an extra layer of credibility when meeting with clients”.

Brian Trainor
Bank of Ireland

06

Integrated personal financial planning*

(NFQ level 9, 10 ECTS)

This is the capstone module of the graduate diploma and has been designed to integrate the learning from the other programme modules. It aims to develop the analytical and synthesis skills required by financial planners when providing comprehensive financial plans. This will be achieved through your active development of a number of case studies and the construction of a comprehensive real-life financial plan.

** Before registering for this module, candidates must have completed the first four modules and be registered for/ have completed the Financial and Risk Management module.*

Further Information

Award

When you successfully complete the six modules of this programme, you will be awarded the **Graduate Diploma in Financial Planning** (level 9) from UCD.

Candidates who achieve a second class honours grade 2 award (or higher) in this Graduate Diploma are eligible for the award **MSc in Financial Services** (level 9) on successful completion of an additional three modules:

- Risk-Based Financial Management
- Behavioural Decision-Making
- Winning Business Negotiation Strategies

The **MSc in Financial Services** is accredited and awarded by UCD (at postgraduate level 9).

Entry requirements

The minimum entry requirements for the programme are:

- Relevant honours degree (second class honours, grade 2 award, minimum) in business or a related discipline

Or

- Equivalent relevant professional qualification (e.g.) Qualified Financial Adviser (QFA), with three years' relevant work experience obtained in the banking or financial services industry, Chartered Tax Advisers (CTAs), accountants, solicitors and barristers.

Candidates should also have a working knowledge of Microsoft Excel before starting on the programme.

Exemptions

Holders of the Chartered Tax Adviser (CTA) qualification qualify for an exemption from the Tax and Estate Planning module.

Designation

The programme acts as a gateway to the prestigious international designation Certified Financial Planner™ Professional. Financial Planning Standards Board Ireland (FPSB Ireland) requires that a candidate who wishes to become a Certified Financial Planner professional in the Republic of Ireland must:

- Hold the Qualified Financial Adviser (QFA) designation and the Graduate Diploma in Financial Planning.
- Have successfully completed the certification exam set by FPSB Ireland.
- Have met the three year experience requirement in financial planning as set out by FPSB Ireland.
- Accept continuing obligations for certification; and
- Commit to the ethics and standards required for CFP® professionals.

Professional body membership

You must be a member, or become a member of LIA, The Institute of Banking or the Irish Tax Institute to undertake this programme.

Delivery

This part-time programme is delivered via weekly lectures. Lectures will be offered in the following locations subject to demand:

- Dublin, city-centre location (evening lectures)
- Portlaoise (lectures are all day Monday).

Students can register for a maximum of two modules per semester. Each 10 ECTS module comprises of up to 30 lecture hours per semester.

Duration

18 months part-time

Assessment

Assessment is a combination of continuous assessment and end of semester exams.

The pass mark is 40% in all modules in line with UCD academic policy.

Fees

The fees are €4,400 for the first academic year (€6,600 for the programme in total).

We encourage candidates to register for the full academic year, but if you choose to register on a per module basis, fees are broken down as follows:

Module	Fee
Semester 1 - 2017/2018	
Principles and Ethics of Personal Financial Planning	€1,100
Tax and Estate Planning	€1,100
Semester 2 - 2017/2018	
Retirement Planning	€1,100
Asset Management	€1,100
Semester 1 - 2018/2019	
Financial and Risk Management	€1,100
Integrated Personal Financial Planning	€1,100

Fees will be reviewed annually.

Tax relief may be available to candidates who are paying fees in a personal capacity. Further information is available from www.revenue.ie.

Application Process

Early applications are encouraged. An application form may be downloaded from The Institute of Banking website (www.iob.ie/gdftp).

The closing date for applications is 6 August 2017. Applications received after this date will be considered on a first-come, first-served basis, if places are available.

Programme Registration

For successful applicants, please note that the deadline for completing registration and payment of fees is 13 September. Late registration may result in delayed access to programme materials.

Programme commencement

September 2017.

Interested? Next steps.

Further information on this programme is available from:

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