

Certified International Financial Planner



The CIFP has been designed by BIFS, working with Keith Checkley & Associates of London, UK, and The Chartered Banker to help financial services institutions develop and certify competency levels for a group of professional financial planners. Certified International Financial Planners will be capable of giving sound financial advice that meets the expectations of their clients, inspiring confidence in them and building stronger customer relationships for the mutual benefit of the client and the financial institution. This course will also allow individual employees to earn an **internationally recognized career-based certificate** that recognizes their aptitude and professional competence in giving financial advice.

- To develop financial needs analysis skills and relationship management in order to construct an accurate Financial Profile of the client that the client understand and accepts
- To develop an optimal Financial Plan consistent with the client's goals and personal risk profile

Program Prerequisites

Candidates for the Certified International Financial Planner Program must fulfill the following requirement:

- Candidates must have basic knowledge in Computer Skills, Mathematics, Principles of Accounting and General Economics.
- Candidates must have a minimum of a College Degree or equivalent.

Assessment and Final Qualifying Exam

There will be a two hour multiple-choice examination where candidates have to select the correct answer from four possible alternatives. There are 100 questions in total and the passing mark for the exam is 65%. The exam is computer base (CBE).

SYLLABUS

Module I - Financial Situation Analysis

- Know Your Customer (KYC)
- Evaluating the Client's Current Financial Situation
- Constructing the Personal Financial Profile of the Client
- Forecasting the Personal Financial Situation of the Client

Module II - Client Relationship Skills

- The Communication Process
- Personality Types and their impact on Communication behavior
- Cultural Issues in Communication
- Client Advisory Relationship Models
- Building Trust and Business Ethics

Module III - Risk Management and Insurance Needs

- Risk Exposure and Mitigates | Protection
- Risk Management over Time
- Personal Risk Insurance-Business Risk/Occupational Risks
- Property Risk and Mortgage Products

Module IV - Investment Products and Markets

- Time Value of Money
- Savings and Investments Products
- The Fundamentals of Portfolio Management
- Client Specific Investment Strategies-linking to Products
- The Development of Capital Markets

Module V - Legal Issues in Financial Planning

- The Bahamian Legal System
- Legal Considerations for Entrepreneurs establishing businesses in The Bahamas
- Seeking Permanent Residency in The Bahamas through investment in real property
- The Legal Fundamentals of Purchasing Property
- A Legal Guide to Understanding Mortgages

- Setting Up a Trust as an Estate Planning Vehicle
- Legal elements of a valid Trust
- The Fundamentals of Investment Funds in The Bahamas
- Joint Ventures and Mergers in The Bahamas

Module VI - Asset Values and Estate Planning

- Asset Management
- Wills and Estate Planning
- Pension Planning/Requirements
- Private Wealth Management in The Bahamas
 - A guide to Foundations & Executive Entities
 - A guide to Companies (IBCs, Segregated Accounts)
 - A guide to Trust
 - A guide to Private Trusts Companies
- Doing Business in The Bahamas
 - E-Commerce
 - Investment Condominium (ICON)
 - The Foreign Account Tax Compliance Act (FATCA) & CRS
 - Value Added Tax

Course Duration -7 months | **Course Costs** - \$4,550
(Includes course material, lectures and examination)

To Register:

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