Executive Summary

Qualification	OC Financial Advisor
Curriculum Code	241301001
Qualification ID	105026
NQF Level	6
Minimum Credits	515
Duration	24 to 30 Months
Field	Field 03 - Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
ETQA	INSETA
Purpose	The qualification caters for building competence at Levels 5 and 6. There are three-part qualifications enabling the development of new entrants into the occupation and then catering for the further development as the employees specialise and eventually grow to become fully fledged Financial Advisors.
Entry Requirements	NQF Level 4 qualification with Communication.

klm EMPOWERED

Head Office
3rd Floor, South Wing
20 Skeen Boulevard
Bedfordview

Centre of Leadership Excellence
3rd Floor, North Wing
20 Skeen Boulevard
Bedfordview

Centre of Business Excellence
2nd Floor, West Wing
H. Santos Building
30 Arena Close
Bruma

Telephone
+27 11 856 4700
+27 10 020 3920

Website
www.klmempowered.com

Contact
Lyn Mansour: +27 82 330 5160

Exit Level Outcomes

1. Provide advice to clients regarding the use of Long Term Insurance to manage risks and protect wealth.
2. Provide advice to clients regarding the implementation of Employee benefits and Retirement Funds.
3. Provide advice regarding the use of Health Care benefit programmes.
4. Provide advice to clients to grow and protect wealth through appropriate Investments and related methods.

The KLM Empowered X-Perience

X-Citement
Learners receive a welcome letter and an X-Perience Map detailing the flow of their qualification. An orientation session helps them to understand the benefits and career options linked to the qualification.

X-Ploration
For each of the SIX integrated learning blocks, learners explore content on their own before engaging with others. Guided by self-study plans and diagnostic self-assessment, they formulate their own insights to share.

X-Change
Learners attend facilitator-led sessions, either in class or online, to share their learning and refine their skills in a safe environment. Collaborative activities and peer feedback build learning synergy and allow learners to master specific skills.

X-Tension
Workplace application assignments allow learners to put their new learning to use on the job. Under the guidance of mentors, and with access to performance and wellness support, learners hone their skills and add value.

X-Cellence
Each learner's progress is measured against learning outcomes through formative and summative assessment. Final examinations and presentations are used to obtain an accurate picture of overall understanding and mastery of the content.

Compulsory Modules

1

Compulsory Knowledge Modules

ID	Title	Level	Credits
241301-001-00-00-KM-01	Overview of the Investment Advisory Industry	5	13
241301-001-00-00-KM-02	Regulatory requirements for advising clients regarding insurance and investments	5	17
241301-001-00-00-KM-03	Health Care benefits advisory services	5	15
241301-001-00-00-KM-04	Principles of Providing advice to clients regarding the use of Employee and Pension Fund Benefits	5	20
241301-001-00-00-KM-05	Fundamentals of Investments	5	30
241301-001-00-00-KM-06	Principles of Providing advice to clients regarding Insurance, Savings and Retirement Planning	5	16
241301-001-00-00-KM-07	Principles of Providing Advice to clients regarding Investments	6	29
		Total	140

2

Practical Skill Modules

ID	Title	Level	Credits
241301-001-00-00-PM-01	Analyse clients long term wealth creation/protection needs	5	31
241301-001-00-00-PM-02	Evaluate available long-term wealth creation/protection options	5	27
241301-001-00-00-PM-03	Recommend and implement the most appropriate wealth creation/protection options	5	26
241301-001-00-00-PM-04	Analyse the client organisations needs relating to retirement funds and employee benefits	5	11
241301-001-00-00-PM-05	Evaluate the availability of various employee benefit and retirement fund options and structures	5	8
241301-001-00-00-PM-06	Advise client on the most appropriate structuring of retirement funds and employee benefits	6	18
241301-001-00-00-PM-07	Analyse Client needs regarding Health Care Benefits	6	17
241301-001-00-00-PM-08	Provide advice on the introduction of Health Care Benefit Programmes	6	26
241301-001-00-00-PM-09	Research, analyse and conduct due-diligence of investment opportunities	6	42
241301-001-00-00-PM-10	Advise clients regarding potential investment opportunities	6	41
241301-001-00-00-PM-11	Facilitate the implementation of agreed investment decisions	6	9
		Total	256

3

Work Experience Modules

ID	Title	Level	Credits
241301-001-00-00-WM-01	Participate in the processes of wealth creation	5	50
241301-001-00-00-WM-02	Support the provisioning of advice to clients on employee benefits and retirement structures for a period of three to six months	5	23
241301-001-00-00-WM-03	Participate in the processes of providing advice regarding the implementation of Health Care Benefit Programmes	5	14
241301-001-00-00-WM-04	Participate in the processes of advising on investment decisions over a period of six months	5	32
		Total	119

Part Qualification 1: Health Care Benefits Advisor NQF Level 5, Credits 102

1

Knowledge Modules

ID	Title	Level	Credits
241301001-KM-01	Overview of the Investment Advisory Industry	5	13
241301001-KM-02	Regulatory requirements for advising clients regarding insurance and investments	5	17
241301001-KM-03	Health Care benefits advisory services	5	15
		Total	45

2

Practical Skills Modules

ID	Title	Level	Credits
241301001-PM-07	Analyse Client needs regarding Health Care Benefits	6	17
241301001-PM-08	Provide advice on the introduction of Health Care Benefit Programmes	6	26
		Tota	43

3

Work Experience Modules

ID	Title	Level	Credits
241301001-WM-03	Participate in the processes of providing advice regarding the implementation of Health Care Benefit Programmes	5	14
		Total	14

Part Qualification 2: Long Term Insurance Adviser NQF Level 5, Credits 254

1

Knowledge Modules

ID	Title	Level	Credits
241301001-KM-01	Overview of the Investment Advisory Industry	5	13
241301001-KM-02	Regulatory requirements for advising clients regarding insurance and investments	5	17
241301001-KM-06	Principles of Providing advice to clients regarding Insurance, Savings and Retirement Planning	5	16
		Total	46

2

Practical Skills Modules

ID	Title	Level	Credits
241301001-PM-01	Analyse clients long term wealth creation/protection needs	5	31
241301001-PM-02	Evaluate available long-term wealth creation/protection options	5	27
241301001-PM-03	Recommend and implement the most appropriate wealth creation/protection options	5	26
		Tota	84

3

Work Experience Modules

ID	Title	Level	Credits
241301001-WM-01	Participate in the processes of wealth creation	5	50
		Total	50

Part Qualification 3: Employee and Pension Fund Benefit Adviser, NQF Level 5, Credits 142

1

Knowledge Modules

ID	Title	Level	Credits
241301001-KM-01	Overview of the Investment Advisory Industry	5	13
241301001-KM-02	Regulatory requirements for advising clients regarding insurance and investments	5	17
241301001-KM-04	Principles of Providing advice to clients regarding the use of Employee and Pension Fund Benefits	5	20
		Total	50

2

Practical Skills Modules

ID	Title	Level	Credits
241301001-PM-04	Analyse the client organisations needs relating to retirement funds and employee benefits	5	11
241301001-PM-05	Evaluate the availability of various employee benefit and retirement fund options and structures	5	8
241301001-PM-06	Advise client on the most appropriate structuring of retirement funds and employee benefits	6	18
		Tota	37

3

Work Experience Modules

ID	Title	Level	Credits
241301001-WM-02	Support the provisioning of advice to clients on employee benefits and retirement structures for a period of three to six months	5	23
		Total	23

Part Qualification 4: Investment Adviser, NQF Level 6, Credits 237

1

Knowledge Modules

ID	Title	Level	Credits
241301001-KM-01	Overview of the Investment Advisory Industry	5	13
241301001-KM-02	Regulatory requirements for advising clients regarding insurance and investments	5	17
241301001-KM-05	Fundamentals of Investments	5	30
241301001-KM-07	Principles of Providing Advice to clients regarding Investments	6	29
		Total	89

2

Practical Skills Modules

ID	Title	Level	Credits
241301001-PM-09	Research, analyse and conduct due-diligence of investment opportunities	6	42
241301001-PM-10	Advise clients regarding potential investment opportunities	6	41
241301001-PM-11	Facilitate the implementation of agreed investment decisions	6	9
		Tota	92

3

Work Experience Modules

ID	Title	Level	Credits
241301001-WM-04	Participate in the processes of advising on investment decisions over a period of six months	5	32
		Total	32