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#### FINANCIAL PLANNING STANDARDS BOARD





## FPSB® Integrated Financial Planning course









# IIFC is a Authorized Education Provider of FPSB US for CFP Coaching In India

Mr. Harminder Garg CFP<sup>CM</sup> is a Founder & Chief Mentor in IIFC. He has worked in the corporate sector for 18 years in leading brands like ICICI, HDFC & FPSB India. His sales & academics blended experience help him to guide students on a practical case study-based approach. 353+ candidates passed CFP Certification under his quidance with a success strike ratio of 71%.



He has cleared the CFP Certification in the year 2007. He has done Executive PGDM in finance from IMT Ghaziabad, PG in Financial Advising from IIBF, and NISM Investment Advisor Level 1 (XA) & NISM Advisor Level 2 (XB) and Retirement Advisor Module. All Sessions of this module will be conducted by Mr. Harminder Garg CFP<sup>CM.</sup>

#### IIFC is a ISO 21001 Certified for Educational Organization from IAF





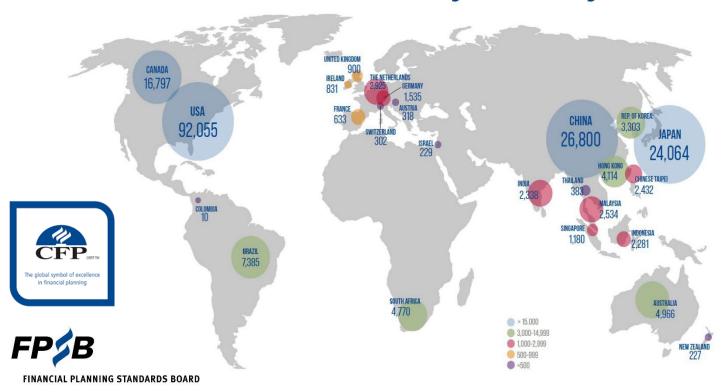






# 2,23,270 CFP Professionals Worldwide in 27 Territories

# **CFP Professionals by Territory**



# **FPSB® Investment Planning Specialist**

#### **EDUCATION**

#### 1 Personal Financial Management

- Client Financial Situation
- Time Value of Money
- · Cash Flow Demands and Conflicts
- · Budget and Emergency Fund
- Debt and Financing Alternatives
- · Financial Management Strategies

#### (2) Investment Planning/Asset Management

- · Asset Classes and Securities
- · Pooled Investment Products
- Principles of Investment Risk
- Investment Performance Management
- Investment Theory
- Asset Allocation
- · Wealth Management
- Behavioral Finance
- · Objectives, Constraints and Suitability

#### Regulatory Environment, Law/Compliance

- · Client Best Interest
- · Economic Environment
- Social and Political Environments
- · Compliance and Implications
- Anti-Money Laundering







# **FPSB® Retirement and Tax Planning Specialist**

#### **EDUCATION**



- Retirement Principles
- · Retirement Objectives
- Retirement Needs Analysis and Projections
- · Sources of Retirement Cash Flow
- Retirement Cash Flow, Withdrawal Projections and Strategies

#### 2 Tax Planning / Optimization

- · International Taxation
- · Cross-Border and Source Rules
- Tax Strategies
- Accounting Standards and Research



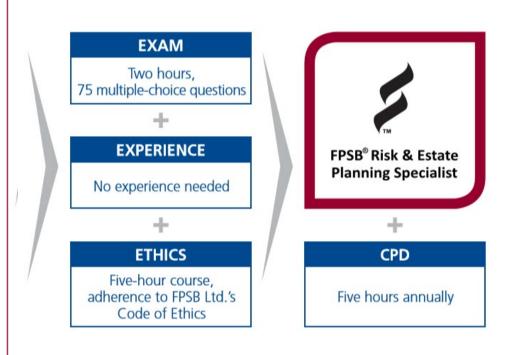




# **FPSB® Risk and Estate Planning Specialist**

#### **EDUCATION**

- 1 Risk Management
  - Principles
  - Risk Exposures
  - Intro to Insurance
  - Insurance Company/Advisor Selection
  - Strategic Solutions
- 2 Estate Planning
  - Estate Planning Terminology
  - · Wealth Distribution Goals
  - Estate Planning Process
  - · Transfer During Life and at Death
  - · Planning for Incapacity
  - Estate Planning Strategies





#### **≠FPSB™** Investment Planning Specialist

#### THIS IS TO CERTIFY THAT

having satisfied the education, examination and ethics requirements for certification and having agreed to abide by the Code of fiftics is hereby authorized to use the FFPS8" Investment Planning Specialist designation in India, with all rights and privileges pertaining thereto and subject to periodic renewal requirements as established and amended from time to time.

Certification Number:

Expires:

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THIS IS TO CERTIFY THAT

having satisfied the education, examination and ethics requirements for certification and having agreed to abide by the Code of Ethics is hereby authorised to use the FFPSS\*\* Retirement and Tax Planning Specialist designation in India, with all rights and privileges pertaining thereto and subject to periodic renewal requirements as established and amended from time to time.

CFP Certification Number:

Expiration Date:





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#### **FPSB™** Risk and Estate Planning Specialist

#### THIS IS TO CERTIFY THAT

having satisfied the education, examination and ethics requirements for certification and having agreed to abide by the Code of Ethics in hereby authorized to use the FPPS6" Risk and Estate Planning Specialist designation in India, with all rights and privileges pertaining thereto and subject to periodic renewal requirements as established and amended from time to time.

CFP Certification Number:

Expiration Date:

Noch Marge



FINANCIAL PLANNING STANDARDS BOARD



THIS IS TO CERTIFY THAT

having satisfied the education, examination, experience and ethics requirements for certification and having agreed to skide by the Code of Sthics and Professional Responsibility and Financial Planning Practice Standards is hereby authorized to use the filt and CERTIFIED FRANCIAL PLANNER\* marks in India, with all rights and privileges pertaining thereto and subject to periodic renewal requirements as satisfabilished and amended from time to time.

CFP" Certification Global excellence in financial planning

Certification Number:

Expires:

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FP\$B

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3 Specialist Certifications & CFP Professional Certification



## CERTIFIED FINANCIAL PLANNER<sup>CM</sup> Certification



#### **EDUCATION**

#### 1 The Financial Planning Process

- Financial Planning Process
- Practice Standards
- Professional Skills
- Client Characteristics
- Client Engagement and Communication
- Critical Thinking

#### 2 Engaging Clients for Life

- Introduction to the Discovery Process
- Appreciative Inquiry
- Discovery Process Applied
- Goal Determination, Refinement and Setting
- Develop Financial Planning Recommendations
- Presenting Recommendations to Clients

#### 3 Developing Effective Financial Plans

- Financial Planning Overview
- Financial Plan Elements
- Developing Effective Plans
- Sample Financial Plans
- Financial Plan Assessment

#### **EXAM**

Three hours, scenario-based questions



#### **EXPERIENCE**

Three years unsupervised or one year supervised relevant experience



#### **ETHICS**

Five-hour course, adherence to FPSB Ltd.'s Code of Ethics



**CPD** 

15 hours annually



# How is then a candidate advanced to write the CFP exam?

• The culmination of Integrated Financial Planning course lies in a candidate constructing a hypothetical financial plan and submitting the same to FPSB for assessment. It is only after a successful assessment of the submitted financial plan that a candidate is advanced to write the CFP exam.

FPSB will allocate Mentor to every
Student in last module who is a expert
the Financial Advisory & Mentor is
guiding you on practical aspects of
Financial Advisory





#### Exam Level 1 to 3

Option to give exam through: Computer Based Proctored mode & NSE Centre's across India

Multiple Choice – 75 Questions

2 hour Exam conducted on 3rd week of month

Excel based software access allowed

## **Exam Level 4 Final CFP Module**

3 hour Exam – NSE Centres

Multiple Choice – Case Study based Exam



# **Experience**

- 3 Year Experience in Financial Services Industry Such experience shall be in one of the following broad job activities
- (a) Funds Management or Investment Advice
- (b) Accounts or Auditing
- Corporate Finance
- (d) Customer Interface/Relationship/Investor Service
- (e) Academics

1 year Supervisory experience with any Practising CFP post completion of all modules

In regular pathway You can clear all Level's without complying experience requirements. However before CFP Certification you have to complete experience req.



# **FPSB Fee Structure for Regular pathway**

Registration Fee

Rs. 18000

**FPSB LMS Access** 

Level 1 to 3 – Rs. 6500 each & Level 4 – Rs. 13000 Total - 32500

Exam Fee

Level 1 to 3 – Rs. 6750 each
Final Exam & Financial Plan review fee – Rs.23500
FPSB Certification Fee for all four Cert. – Rs. 8600
Total – Rs.52350

Total Cost: Rs. 18,000+ 32500+52350 =1,02,850



# **IIFC Coaching Fee – Virtual Classes**

CFP Course – Regular Pathway

3 Instalments of Rs. 20K each: Total Rs. 60K

You can book your seat by 2K payment & we will send you study material. 1st Instalment due on 1st June – 18K and 2nd Instalment of Rs. 20K will due on 1st Aug 2024 and 3rd instalment of Rs. 20K will due on 1st Sept 2024

**Discount Coupons** 

IIFC will issue discount coupons worth (Rs. 16,250) applicable to get discount in FPSB LMS fee. For first 3 modules – Discount on FPSB LMS fee is Rs. 3250 each and for 4<sup>th</sup> module applicable discount is Rs. 6500. FPSB Fee– Rs. 1,02,850 less discount 16250 =Rs. 86,600

Total Cost: Rs.86,600 FPSB and Rs.60,000 IIFC = Rs. 1,46,600

	CFP Course IIFC & FPSB Payment Plan in Rs.												
	_	FPSB Reg. Fee& first module	Exam Fee & 2nd Ins. of Coaching	Fee & FPSB	1st Oct - 2nd Module	1st Nov 2024 - FPSB 3rd Mod. Reg. Fee		wodule	1st March 2025 - FP Review Fee & CFP Final Exam Fee	Total			
2,000	18,000	21,250	26,750	23,250	6750	3250	6750	15,100	23,500	1,46,600			



# Virtual Classes for Regular pathway first 3 Levels

Time Value of Money (Goal Based Planning 5 sessions (Evening)

Tue & Sat 8 pm to 9.30 pm

4<sup>th</sup> June, 8<sup>th</sup> June, 11<sup>th</sup> June, 15<sup>th</sup> June &
18<sup>th</sup> June 2024

- Risk & Estate Planning from 25<sup>th</sup> June to 17<sup>th</sup> Aug 2024
- Retirement & Tax
   Planning from 25<sup>th</sup> Aug to 19<sup>th</sup> Oct 2024
- Investment Planning from 26<sup>th</sup> Oct to 21<sup>st</sup> Dec 2024 (after 3 module we will share Final 4<sup>th</sup> Module Schedule)

Saturday - 6.30 am to 8.30 am

Sunday - 7 am to 9 am

Wednesday - Eve 8 pm to 9.30 pm

New Batch is going to start from 4th June 2024



# **IIFC Learning Portal**

**Online Tests** 

Weekly Online test conducted on Friday

**Study Material** 

We will send Module wise Study Material Courier to you

Recording of Sessions

We will give access of IIFC learning portal to watch recorded session multiple times





# Convocation Ceremony at Delhi with FPSB Global CEO Mr. Noel Maye











IIFC is a FPSB US Authorized Education Provider for CFP Certification Program in India



Harminder Garg CFP<sup>™</sup> Founder & Chief Mentor

### 37 NEW CFP'S QUALIFIED

in April 2023 through IIFC Coaching

BY THIS ADDITION, **TOTAL 273 CANDIDATES QUALIFIED** THROUGH LIFC COACHING



37 out of 46 Candidates passed CFP Final Exam in the first attempt in April 2023



Sr. Partner- Golden Arrow Global LLP, Kolkata



Manager - HDFC AMC,

K C PATTNAIK

MFD - AKG Financial, RM - ICICI Pru MF.



MEETIKA ADODA

Chief Manager



Wealth Specialist - Axis Content Writer - Skillspire,





BM - HDFC AMC,









IIFC is a FPSB US Authorized Education Provider for CFP Certification

37 out of 44

CFP Financial Plan Assessment

Project in the first attempt in

March 2023

Programme in India













Services, Bangalore

DIKSHA SETHI



FRANKY N FERNANDES

Partner - V2U Financials, Financial wellness Coach, BM - Franklin Templeton





KAJALKUMAR ROY

Founder - IntelliQa



NISHIKANT LOHE

MFD & AP



















Vishal Srivastava





New Batch is going to start from 7th April 2023

Candidates passed CFP Financial Plan Assessment Project in the first attempt in March 2023

Harminder Garg CFP<sup>cM</sup>

Found & Chief Mentor

Please register on above link for 1-hour free online session on CFP Certification

Call us on **(**) 82838-42598

harminder.garg@iifcedu.in www.iifcedu.in



SAMMED TIRTHARAJ KHOT

Sr. Auditor -S & T Ass.,





SHAILLY SETH

Founder -12 Months,



Call us on ( 82838-42598 Marminder.garg@iifcedu.in

SHAINA GULATI

Co-Founder - Bodhi



SHILPA GOLE

Founder - NerdyBird Financial



SHIVAM NIGAM

RM - ABSLMF,



SUJIT SADANGI

TM - TATA AIA Life,





SUNEEL DUTT Chief Manager - PNB, Chandigarh

CEO - Wealth Asia IMF.



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#### 23 out of 65 candidates passed **CFP Exam through Challenge Status pathway**



Rahul Daga Chief Manager PNB, Mumbai

Poornima V

VP - 360 Wealth

Bangalore

Prashanth Kumar A

BA - MOFSL

Bangalore

@ www.iifcedu.in



VP - Axis Bank Ahmedabad



**Ankit Patel** Investment Officer SBI Wealth, Ahmedabad



Sanjay Kumar DGM - SBI Chandigarh



Manisha Pattnaik Ass. Manager - HDFC AMC Cuttack

Chetan Reliawala

MFD

Surat



Nipun Dhariwal DM - ICICI Pru MF Indore



**Sunita Chourasia** NRI RM - HDFC Bank Bangalore

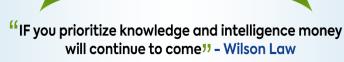




Shantanu Shrivastava VP - Axis Bank Pune



Sanieev Sharma Co-Founder - Sarrl Fintech, Gurugram





Pradeep Maithani AVP - Axis Bank Ltd. Shimla



Sushant Bandewar WM - Phillip Capital India Navi Mumbai



Prameela Nippani SSM - Franklin Templeton Hyderabad



Amit Yadav Ass. Manager-HDFC AMC Varanasi



Vinay Chaudhary Financial Planner Indore



**Gurpreet Kaur** Manager - Axis Bank Ltd. Ludhiana



Sameer Divekar Ops Head - Dolat Capital Market Pvt. Ltd., Mumbai



**Gaurav Kumar Gupta** Director - HMG Capital Services, Delhi



Satyajeet Das BH - Solidarity Investments, Pune



Raghupreet S Kanwar Founder - Bright Wealth Ideas Hyderabad



**Sumit Goyal** Chief Manager Axis Securities, Mumbai

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#### Independent Financial Advisor's/Business Owners upgraded their skill set by passing CFP Certification Exam in Oct 2023



Sachin Garg Partner-GPS Financial Services, Bathinda



**Bharat Bahl** Founder, Immaculate



Founder & CEO Cortizen Trainers, Amritsar Business Services LLP, Faridabad



Deepak Soni MFD Indore



Vishal Khurana MFD **GRD Financial Services** 



Bhasker Tiwari Ravinder Kumar Financial Consultant Partner-BDS Financials Services Director-Univesto & Risk Management, Amritsar Capital, Mumbai



**Anand Kumar** Independent Advisor Bangalore



**Mrigank Gupta** Founder-Dhan Prabhaar Pvt. Ltd., Noida



Clients wants Qualified Wealth Manager'

who can generate Advisor's Alpha

Relationship Managers passed CFP Exam in October 2023

Privanka Tickoo Key Account Manager Bajaj AMC, Delhi



**Udit Sharma** NRI RM - HDFC Bank New Delhi



Rahul Singh Domain Expert - TCS Kolkata



Jaspreet Singh Manager-Whiteoak Capital AMC, Delhi



CA Shreya Ranka BA - RevGurus Info India Indore



Adya Sanket Ray Ass. Director - HDFC PBG Bangalore



Avani Shah WM - Ocean Finvest Ahmedabad



Jaydeep Jariwala Manager - Whiteoak Capital AMC, Surat



Pankai Kumar Manager - UTI MF Kolkata



CA Dimple Paras Momaya

Prop - D.P. Momava & Co.

Sangli

**Puneet Chandra** MD- Sivana Insurance Brokers, Delhi



Manmeet Kaur

Gurugram

Harsh Gupta Director - GKG Investments, Delhi



**Nivedita Garg** Co-Founder-Nile Investment Services, Ludhiana



Anusha C K MFD - Ancaps Finserve, Bangalore



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Gazal Harlalka

IC - Motilal Oswal

Private Wealth, Bangalore

Adarsh Nath

RM - HDFC AMC

Patiala

Vinod Kumar Karra

ASM - Whiteoak Capital

AMC, Hyderabad





#### **IIFC – Authorized Education Provider of FPSB US**





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**Thank You** 





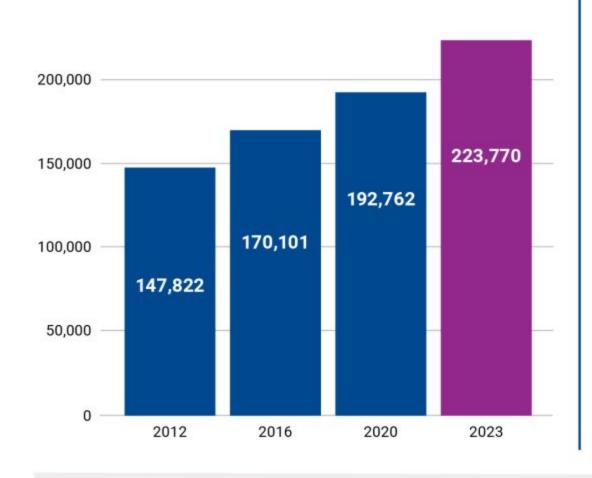
# 2023 Growth of CFP Professionals

10,768 increase over previous year

223,770
CFP Professionals Worldwide
2023 year-end figures



# Global Growth of CFP Professionals

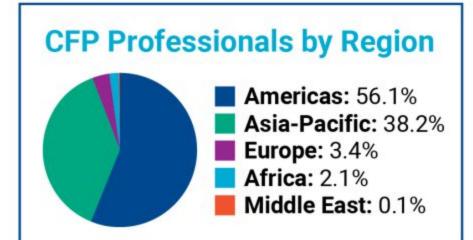


# **CFP Professionals By Territory**

		3.2			
	United States	98,875	<b>(*</b>	Malaysia	2,509
*>	China	34,747		Germany	1,529
	Japan	26,092	<b>(</b> ::	Singapore	1,238
*	Canada	17,330		United Kingdom	1,031
	Brazil	9,379		Ireland	957
	South Africa	4,804		France	633
*	Australia	4,492		Thailand	593
会	Hong Kong	3,796	+	Switzerland	303
<b>*•</b> *	Rep. of Korea	3,339		Austria	294
*	Chinese Taipei	3,055	\$	Israel	286
	The Netherlands	2,892	NE .	New Zealand	223
	India	2,731		Italy	17
	Indonesia	2,615		Colombia	10

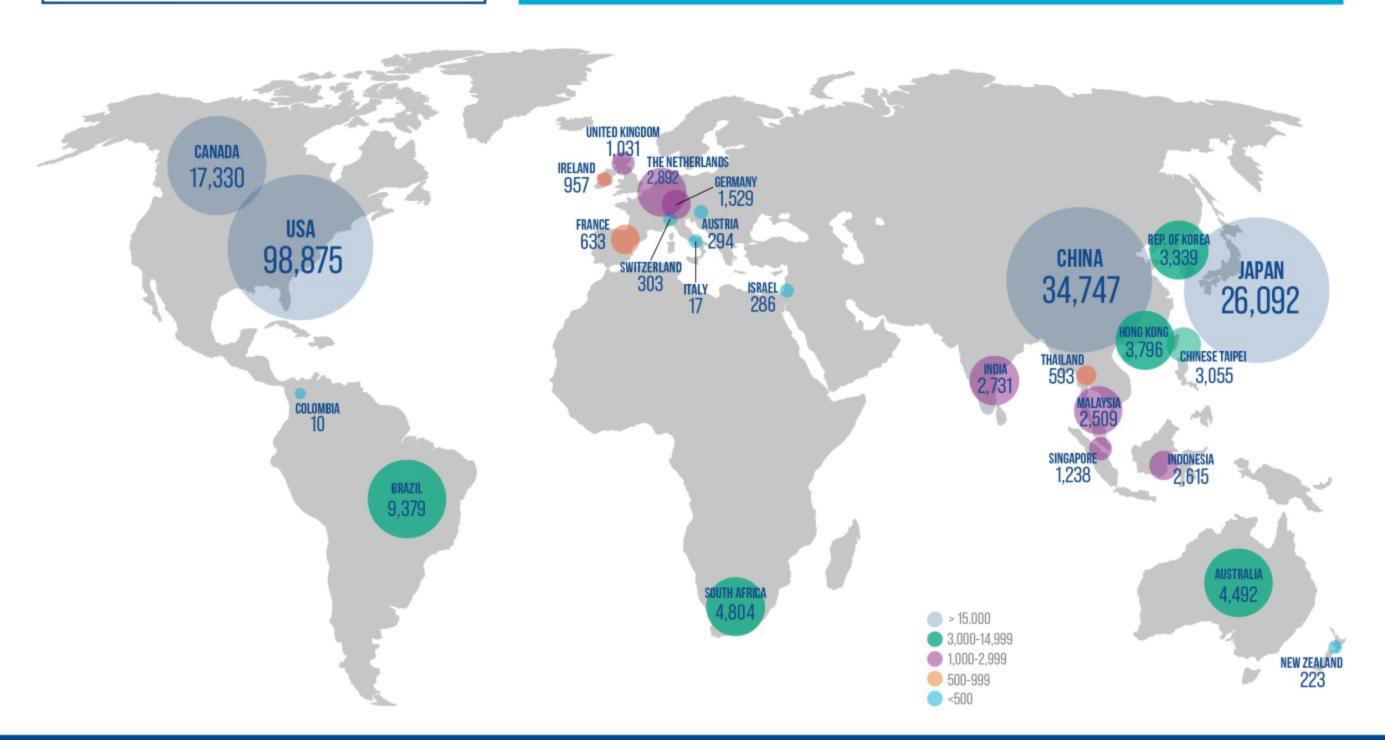
10X

increase in the number of CFP professionals since 1990, when CFP certification first went international



Greatest Increase in CFP Professionals by Territory

China+4,565+15.1%United States+3,738+3.9%Japan+994+4.0%Brazil+749+8.7%





# FPSB MISSION

To benefit the global community by establishing, upholding and promoting worldwide professional standards in financial planning. FPSB's commitment to excellence is represented by the marks of professional distinction – CFP, CERTIFIED FINANCIAL PLANNER and ...



