

PRACTICAL FINANCIAL EXAMS

Practical Investment Planning

About PIP

Introduction

Practical Investment Planning is a new financial planning qualification which examines the practical and soft skills involved in client interactions and in the synthesis of professional investment advice. For example, suitability report writing, fact-finding, risk-profiling, objecting setting, cashflow modelling, and presenting financial advice.

Furthermore, it teaches candidates to apply relevant compliance and technical knowledge to the day job, enabling them to navigate disclosure documents, explain key features illustrations, and evaluate investment performance. This makes it complementary to the more theoretical CII Level 4 Diploma.

Learning Outcomes

The Learning Outcomes are the overarching abilities and skills that will have been achieved and evidenced upon successful completion of the qualification. Upon completion, candidates will be able to:

- 1. Deliver effective, compliant, professional, structured telephone pitch meetings and face-to-face/virtual fact-find meetings to retail investment clients.**

This first Learning Outcome focuses on everything the Adviser needs to do before starting work on the financial plan via the pitch and fact-find meetings, including preparation and meeting structure, disclosure, SMART objectives, risk profiling, and investment planning preferences.

- 2. Synthesise professional, compliant, suitable investment plans for retail investment clients.**

This Learning Outcome focuses on what the Adviser needs to do once they have the client's agreement to proceed with the advice process, including analysing and evaluating the client's personal and financial position, investment strategies, investment selection, tax-wrapper selection, suitability report writing, and cashflow modelling.

- 3. Present professional, compliant, suitable investment plans for retail investment clients.**

This final Learning Outcome focuses on presenting financial plans once they've been synthesised, including the suitability report and corresponding regulatory supporting documents, answering client questions with confidence, and gaining agreement to proceed.

Assessment

Assessment of the achievement of these Learning Outcomes is via three separate practical assignments:

1. Candidates must produce a written suitability report justifying a piece of investment advice, based on a fact-find
2. Candidates must compile a portfolio of work-based evidence, such as line manager statements, recorded roleplays, meeting observations, learner reflective statements, and anything else which reasonably evidences the achievement of the Learning Outcomes
3. Candidates must undergo a professional discussion with an Assessor via Microsoft Teams or Zoom, which takes the form of a competency-based interview

There are no written exams to sit, or essays to write.

Where possible, Candidates have the same Assessor for all three assignments, enabling Candidates and Assessors to build an ongoing relationship throughout their enrolment.

Learning Materials

Candidates are supported via:

- A full-colour, 370-page study text featuring diagrams and examples to bring the content to life, written by an experienced training, compliance, and financial planning professional
- Unlimited e-mail support from a trainer throughout their study
- A formal induction meeting with their Assessor

We build relationships with our candidates. Our Managing Director is regularly in touch with all our enrollees via e-mail to keep them managed and motivated.

The Practical Financial Exams Team

Our Team is exclusively made up of FPFS qualified and highly experienced investment planning professionals, with backgrounds in training and compliance. In 2019, our Managing Director won an award for best FPFS results from the Insurance and Actuarial Society of Glasgow.

Qualification level

The Practical Investment Planning qualification has been credit rated by the Scottish Qualifications Authority (SQA) at Level 9 on the Scottish Credit and Qualifications Framework (SCQF). This is broadly comparable to RQF Level 6 in England, making it of a similar depth and difficulty to a CII Advanced Diploma exam. It therefore provides an appropriate level of challenge; a step up from Level 4 to prepare Advisers for delivering a high standard of real-life financial planning.

PIP's credit rating is confirmed on the SQA website: [What programmes have been credit rated? \(sqa.org.uk\)](#) and in the SCQF database: [SCQF Database | Scottish Credit and Qualifications Framework](#).

Post-Nominal Designation

Upon successful completion, candidates can use the post-nominal designation PFE(PIP) on their websites, business cards, social media profiles, and e-mail signatures, communicating professional competence in the synthesis and delivery of retail investment advice.

Contact Details and Website

You can find out more about PIP on our website: www.practicalfinancialexams.co.uk.
You can contact us at contact@practicalfinancialexams.co.uk, or via telephone on 07447 892422.