



**FURTHER EDUCATION AND TRAINING
(FETC): WEALTH MANAGEMENT
(NQF 4)**

BROCHURE

				Year 5	Year 8
		5,035.00		2,302.00	5,003.00
1,500.00	2,800.00	1,210.00		4,012.00	4,030.00
2,600.00	2,550.00	4,520.00		6,201.00	8,630.00
3,056.00	3,540.00	3,102.00		1,020.00	8,203.00
4,500.00	7,010.00	4,607.00		2,143.00	11,032.00
3,330.00	4,323.00	5,402.00		3,201.00	4,504.00
1,460.00	8,405.00	7,230.00		1,890.00	7,650.00
4,670.00	2,607.00	6,705.00		1,500.00	1,230.00
27,676.00	3,102.00	9,540.00		6,203.00	1,705.00
	39,595.00	1,203.00		4,023.00	9,576.00
		51,957.00		3,032.00	3,029.00
				34,537.00	8,903.00
					64,041.00

FURTHER EDUCATION AND TRAINING (FETC): WEALTH MANAGEMENT (NQF 4)

150 credits at
(SAQA ID NR. 57917/66613)

DESCRIPTION

The Qualification is a holistic introduction to Wealth Management and Wealth Creation. It enables intermediaries to understand the Wealth Management environment, the legislative requirements and product-related information. Our qualification is aimed at students with less than four years' experience, newcomers to the industry, or those who have lots of experience, but would like to brush up on their product knowledge. We developed the Skills Programmes, covered in this qualification, to provide intermediaries with more options to comply with the requirements of the FAIS Act.

WHAT WILL THE QUALIFICATION ENABLE YOU TO DO?

1. Sell Long Term Cat A products (assistance policies including funeral policies), Long Term B1 and B2.
2. Sell risk policies and guaranteed investments/ savings, recurring policies and annuities other than single premium annuities.

WHO SHOULD APPLY?

Students who require licensing in funeral plans, risk policies, long term B and guaranteed investments.

ADMISSION REQUIREMENTS

- This qualification is suitable for students who have schooling at/or below NQF 4 (grade 12 certificate).
- Our programme is aimed at student's with less than four years' experience, newcomers to the industry, or those who have lots of experience, but would like to brush up on their product knowledge.
- No admission requirements.
- Students must be able to read and write.
- Students will receive an equivalent qualification to a grade 12 certificate.

DURATION

3 to 6 months per Skills Programme

FEES

Payment is made per Skills Programme. A discount will apply if the full qualification is paid upfront.
Please contact our office for more information: help@mbse.ac.za

IMPORTANT DATES

Applications:

Applications are open throughout the year.

METHOD OF TRAINING

Online learning (Material and submission will be done online)

- No classroom training will be available.
- Students support and interaction will be via tutors online and in the form of webinars, discussions or chat groups.
- Learning material will be made available on MyMBSE.
- The Portfolio of Evidence (POE) must be completed on our Learning Management System or uploaded.
- The Summative Assessments will be done in one of our examination centres nationally (paper based).
- Timeline will be adapted for each individual student.

Facilitated learning

- Classroom training will be arranged (for 15 students or more).
- Learning material will either be sent by hard copy prior to training or will be made available at the training session.
- This material must be brought to classroom training sessions.
- During training the learning material will be discussed and students will start with the completion of the Portfolio of Evidence (POE).
- This can be couriered to our offices at your own cost.
- The Summative Assessments will be done in one of our examination centres nationally.

LEARNING MATERIAL

- Learning material is developed for outcome-based training and is developed in conjunction with industry requirements.
- Learning material is continuously updated with any changes in the market place.
- Learning material is easy to access and easy to understand without facilitation.
- Learning material only available in English.

CONTENT

The full qualification of 150 credits is divided into Skills Programmes of approximately 30 credits each:

- Each Skills Programme is an independent programme and one can enrol at any time for these Skills Programmes.
- This qualification is unit standard based: students will receive credits for each Skills Programme they finish i.e. you do not have to finish the full qualification to receive credits.
- At least three Skills Programmes are compulsory.
- Two of the Skills Programmes are mathematics/mathematics literacy and communication literacy: students with a grade 12 certificate with mathematics and two languages present, will be granted possible exemption.

SKILLS PROGRAMME 1

CODE	US/TITLE	CREDITS	LEVEL	TYPE
242584	Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) (Act 37 of 2002) as it impacts on a specific financial services sub-sector	2	4	E
242593	Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients	3	4	C
119676	Apply skills of customer care in a specific work environment	4	4	E
243137	Demonstrate skills and techniques required to build a relationship with a client in a financial services environment	3	4	E
242655	Demonstrate knowledge and understanding of ethical conduct in a business environment	4	4	C
117129	Apply the regulations for disclosure required that are required as part of the financial sales process	2	4	E
120128	Apply the law of contract to insurance	3	4	E
114966	Explain the types of compulsory statutory insurance in South Africa	2	3	E
117126	Apply knowledge and insight into aspects of the Long-term insurance Act, Act 52 of 1998	2	4	E
114985	Indicate how different needs lead to the development of different Financial Services products	4	3	E
114956	Describe funeral insurance	2	3	E
		31		

SKILLS PROGRAMME 2

CODE	US/TITLE	CREDITS	LEVEL	TYPE
114970	Manage risk in own life	3	3	C
114960	Investigate the need to provide financially for own retirement	3	3	C
117137	Describe group insured benefits	2	4	E
119478	Analyse the different products available in the Long-term industry and the benefits of each	5	4	E
120124	Demonstrate knowledge of insurable risk	3	4	E
243131	Describe disability insurance solutions in the context of financial planning	4	4	E
243139	Investigate dread disease products and their place in wealth management	2	4	E
243133	Analyse current events reported in the media that could impact on wealth management	10	4	C
		32		

SKILLS PROGRAMME 3

CODE	US/TITLE	CREDITS	LEVEL	TYPE
117127	Describe and apply the basic principles of personal income tax	3	4	F
117132	Explain basic economics	3	3	C
117156	Interpret basic financial statements	4	4	F
117158	Investigate ways of managing financial risk in own lives	5	4	F
243134	Investigate the range of options available for wealth management	5	4	C
243142	Explain Capital Markets and Capital Market Instruments	2	4	C
243144	Explain the structure of the financial services industry in South Africa	4	3	C
243148	Explain Equity Markets and equity market instruments	2	4	C
243153	Explain basic investment principles	4	4	C
243154	Explain money markets and money market instruments	2	4	C
		34		

SKILLS PROGRAMME 4 Mathematics

CODE	US/TITLE	CREDITS	LEVEL	TYPE
7468	Use mathematics to investigate and monitor the financial aspects of personal, business, national and international issues	6	4	F
9015	Apply knowledge of statistics and probability to critically interrogate and effectively communicate findings on life related problems	6	4	F
9016	Represent analyse and calculate shape and motion in 2-and 3-dimensional space in different contexts	4	4	F
		16		

***Note on Skills Programme 4:** Students who passed mathematics or mathematical literacy as a subject in Grade 12 may be granted 16 credits through concession against these fundamental unit standards at Levels 3 and 4.

SKILLS PROGRAMME 5 Communication & Additional South African Language

CODE	US/TITLE	CREDITS	LEVEL	TYPE
119457	Interpret and use information from texts	5	3	F
119459	Write/present/sign for a wide range of contexts	5	4	F
119462	Engage in sustained oral/signed communication and evaluate spoken/signed texts	5	4	F
119465	Write/present/sign texts for a range of communicative contexts	5	3	F
119467	Use language and communication in occupational learning program	5	3	F
119469	Read/view, analyse and respond to a variety of texts	5	4	F
119471	Use language and communication in occupational learning program	5	4	F
119472	Accommodate audience and context needs in oral/signed communication	5	3	F
		40		

***Note on Skills Programme 5:** Students who passed English as a first language as a subject in Grade 12 may be granted 20 credits through concession against the Communication Unit standards at levels 3 and 4. Students who passed an additional South African Language other than the language of business (English) as a first, second or third language as a subject in Grade 12 may be granted 20 credits through concession against the Communication Unit standards required as a second language at level 3.

Skills Programme 1 - Compulsory

(31 credits)

The majority of this Skills Programme mainly consist of legislation like FAIS, FICA, Law of contract, Long Term Insurance Act (LTIA) and compulsory statutory insurance. Students will learn to apply skills of customer care, client relationships, needs analyses and funeral insurance.

Skills Programme 2 - Compulsory

(32 credits)

Students will demonstrate knowledge and understanding of insurable risk, describe group insured benefits and disability insurance solutions, analyse long-term products and the benefits of each and how current events in the media, could impact wealth management.

Skills Programme 3 - Compulsory

(34 credits)

Students will have the knowledge to explain basic economics, capital markets and instruments, equity markets, basic investment principles, money markets and instruments. They will learn to investigate a range of options available for wealth management, describe and apply the basic principles.

Skills Programme 4 - Elective

Mathematics

(16 credits)

Students who have passed mathematics in grade 12 will possibly be granted exemption. If you are not granted exemption, you will learn to apply knowledge of statistics and probability as well as use mathematics to investigate and monitor the financial aspects of personal/ business issues.

Skills Programme 5 - Elective

Communication and additional SA Language

(40 credits)

Students who have passed two languages in grade 12 will possibly be granted exemption. If you are not granted exemption, you will learn to read, interpret and use information from texts as well as write and engage in oral communication.

ASSESSMENTS

After completion of the Portfolio of Evidence, the students will either courier the proof of evidence to the Assessor or upload on LMS for assessment. Once assessed and the students is found Competent in all the Skills Programmes, MBSE will contact the candidate to arrange for a closed-book Summative Assessment.

- Additional assignments will be handed in on the day of the Summative Assessment.
- Should the candidate be unsuccessful in the Skills Programmes on the Portfolio of Evidence, MBSE will contact the candidate to apply for a rewrite on these Skills Programmes.

Once Competent MBSE will arrange for the Summative Assessment.

HOW TO APPLY

Navigate to: www.mbse.ac.za to complete an online application.

ACCREDITATION AND CERTIFICATION

The Qualification consist of Fundamental, Core and Elective Components. To be awarded the Qualification, students are required to obtain a minimum of 150 credits in line with the component requirements. Certification will occur as soon as all the relevant unit standards toward the qualification have been completed, verified and endorsed by INSETA and uploaded onto the INSETA Indicium System.