

Area of Interest: Business

Financial Services

Ontario College Graduate Certificate
1 Year
Ottawa Campus

Program Code: 1308X01FWO

Our Program

Thrive in the financial services industry.

- Banking
- Insurance
- Financial planning
- Wealth management

In this program, you build on your pre-existing business skills, financial knowledge and professional experience. You are introduced to financial products and services and financial advising. You learn how to create and present financial plans. As well, you practise collecting and analyzing client information and providing financial advice based on that information.

Students are eligible to write the Canadian Securities Course Exams upon successful completion of their CSC Courses. Algonquin College collaborates with the Canadian Securities Institute (CSI) and the Canadian Institute of Financial Planning (CIFP) to offer the Financial Services Graduate Certificate Program, which meets FP Canada's Core and Advanced Curriculum educational requirements. The program provides a pathway to the following credential and designations upon completion of their additional requirements and exams:

- Canadian Securities Course (CSC credential)
- Qualified Associate Financial Planner (QAFP) designation (see FP Canada website for additional requirements)
- Certified Financial Planner(CFP) designation. (See FP Canada website for university degree and additional requirements)

The CSC QAFP and CFP are not awarded by Algonquin College. For more information, refer to the websites: <https://fpcanada.ca/become-a-financial-planner> , <https://www.fpcanada.ca/certifications/cfp-certification> and https://www.csi.ca/student/en_ca/courses/csi/csc.xhtml .

You may find employment as a personal financial or investment advisor in a broad range of financial institutions. These might include:

- Banks
- Credit unions
- Financial planning offices
- Insurance companies
- Brokerage firms

SUCCESS FACTORS

This program is well-suited for students who:

- Possess customer-focused communication skills, both written and oral.
- Thrive in a dynamic team-based work environment.
- Possess an analytical and mathematical aptitude.
- Are detail-oriented and able to follow complex instructions.
- Are outgoing and have strong interpersonal skills.

Employment

Graduates may find employment as financial advisors or associates, financial service representatives, account managers or investment specialists in a broad range of financial institutions including retail banks, credit unions, financial planning offices, insurance companies, brokerage firms and other businesses dedicated to providing personal financial advice and services.

Learning Outcomes

The graduate has reliably demonstrated the ability to:

- Integrate ethical decision-making processes into all aspects of the financial planning profession.
- Apply recognized financial planning principles and industry standards to the systematic analysis of financial position and requirements.
- Prepare accurate and relevant financial plans manually and electronically.
- Integrate economic and personal information necessary for effective financial planning decisions.
- Compare, contrast, and select, from appropriate financial products and services, investment planning and counseling services for the public according to industry standards, including taxation counseling.
- Effectively market financial products through the development of an inventory of prospective clients, following up with individual sales strategies in pursuit of new and renewal business.
- Identify potential tax and legal implications within a financial planning situation.
- Apply written and verbal client-focused communication styles and strategies and model professional practice in all communication according to industry standards.
- Research market opportunities and design a financial plan in support of client needs.
- Provide recommendations and options to the public for managing risk involving life and health insurance products.
- Design an ongoing professional development and career plan related to the financial industry.
- Identify and apply discipline-specific practices that contribute to the local and global community through social responsibility, economic commitment and environmental stewardship.

Program of Study

Level: 01	Courses	Hours
FIN2302	Registered Savings and Retirement Planning	56.0
FIN2311	Financial Planning Fundamentals	42.0

FIN2313	Canadian Securities Course 1	56.0
FIN2314	Behavioural Finance	42.0
FIN2327	Insurance and Estate Planning	56.0
Level: 02	Courses	Hours
FIN2111	Consumer Credit	56.0
FIN2319	Income Tax Planning	56.0
FIN2323	Professional Competencies Portfolio	56.0
FIN2326	Canadian Securities Course 2	56.0
FIN2328	Advanced Financial Planning	56.0
MKT2111	Relationship Selling	42.0

Fees for the 2023/2024 Academic Year

Tuition and related ancillary fees for this program can be viewed by using the Tuition and Fees Estimator tool at <http://www.algonquincollege.com/fee-estimator>

Further information on fees can be found by visiting the Registrar's Office website at <http://www.algonquincollege.com/ro>

Fees are subject to change.

Additional program related expenses include:

Books and supplies cost approximately \$1,500 and can be purchased at the campus store and online. Canadian Securities Institute (CSI) resources can be purchased online.

Fees paid to CSI cover the cost of the text, online supplemental material and one CSI industry exam attempt.

Admission Requirements for the 2024/2025 Academic Year

Program Eligibility

- Ontario College Diploma, Ontario College Advanced Diploma, Degree or equivalent in areas of finance, economics, business, marketing, social services, communications.
- Applicants without the required diploma or degree will be assessed individually and will be required to complete an Eligibility Package.
Eligibility Package submission details can be found on the Algonquin College Additional Admission Requirements website: <http://www.algonquincollege.com/admissionspackages>. Please contact the Program Coordinator for more information.
- Applicants with international transcripts must provide proof of the subject specific requirements noted above and may be required to provide proof of language proficiency. Domestic applicants with international transcripts must be evaluated through the International Credential Assessment Service of Canada (ICAS) or World Education Services (WES).
- IELTS-International English Language Testing Service (Academic) Overall band of 6.5 with a minimum of 6.0 in each band; OR TOEFL-Internet-based (iBT)-overall 88, with a minimum of 22 in each component: Reading 22; Listening 22; Speaking 22; Writing 22; OR Duolingo English Test (DET) Overall 120, minimum of 120 in Literacy and no score below 105.

Application Information

FINANCIAL SERVICES

Program Code 1308X01FWO

Applications to full-time day programs must be submitted with official transcripts showing completion of the academic admission requirements through:

ontariocolleges.ca
60 Corporate Court
Guelph, ON
N1G 5J3
1-888-892-2228

Applications are available online at <http://www.ontariocolleges.ca> .

Applications for Fall Term and Winter Term admission received by February 1 will be given equal consideration. Applications received after February 1 will be processed on a first-come, first-served basis as long as places are available.

International Student Application Form at <https://algonquincollege.force.com/myACint/> or by contacting the Registrar's Office.

For further information on the admissions process, contact:

Registrar's Office
Algonquin College
1385 Woodroffe Ave
Ottawa, ON K2G 1V8
Telephone: 613-727-0002
Toll-free: 1-800-565-4723
TTY: 613-727-7766
Fax: 613-727-7632
Contact: <https://www.algonquincollege.com/ro>

Course Descriptions**FIN2111 Consumer Credit**

Financial freedom for most clients comes from understanding, then leveraging and managing household debt. Professionals must develop marketable skills in credit application processing and analysis. Students examine complex consumer lending products and services available to clients. Using interviewing skills, students can make a decision to lend for a consumer loan or a residential mortgage based on a completed application and financial statements. Students develop and use assessment tools to identify client needs and match needs with products and recommendations.

Prerequisite(s): none
Corerequisite(s):none

FIN2302 Registered Savings and Retirement Planning

The Federal Government provides tax-sheltered options for Canadians to save for a child's education, major purchases and retirement. Students explore the principles and applications related to the concepts of long-term financial planning. Students examine products, issues and practices for registered and tax-sheltering strategies and benefits. Students map the retirement planning life cycle, moving through the wealth accumulation phase into retirement.

Prerequisite(s): none
Corerequisite(s):none

FIN2311 Financial Planning Fundamentals

The thought of managing savings, selecting the right insurance, planning for a major purchase, as well as preparation for retirement can often be intimidating. Focus is placed on these important fundamentals to the discipline of financial planning. Students examine the concepts and applications associated with financial calculations and the analysis of financial statements. Students explore the basic concepts of contracting and family law and analyze government benefit programs.

Prerequisite(s): none
Corerequisite(s):none

FIN2313 Canadian Securities Course 1

In-depth industry knowledge is highly regarded in the financial workplace. A framework for analyzing Canadian financial markets, institutions, securities and investment strategies is introduced. Students review capital markets and financial services, the Canadian economy, issuing, listing, and regulation of securities markets, corporations and their financial statements, fixed-income securities, equities, and derivatives.

Prerequisite(s): none
Corerequisite(s):none

FIN2314 Behavioural Finance

Behavioural finance is a growing area of study in the field of financial planning. Managing the client's emotions as well as their money is key to uncovering financial goals and challenges. Students discuss the importance of ethics and trust in developing customer relationships in financial services and practice interview skills to identify clients' social and demographic profile. Case studies, in-class discussions, and learning activities focus on client retention, referral and recovery by addressing the range of clients' needs. Students explore strategies to satisfy client needs, tailor a personalized product-service mix to specific needs, and deploy marketing efforts to influence customer behaviour. Finally, students make financial recommendations to address needs, build relationships, and improve client outcomes.

Prerequisite(s): none
Corerequisite(s):none

FIN2319 Income Tax Planning

A major concern for financial clients is minimizing the amount of tax payable to preserve wealth for the future. One way to gain peace of mind is through tax efficiencies in a financial plan. Students evaluate investment income sources and compare how they are viewed from a tax perspective. Employment relationships, and the tax implications of employment income and benefits are examined. Through analysis, discussion, and the completion of mock tax returns, students explore tax advantages, strategies for tax reduction, and tax planning.

Prerequisite(s): none
Corerequisite(s):none

FIN2323 Professional Competencies Portfolio

Professionals use reflection to identify gaps and develop strategies to bridge the gaps in pursuit of professional development and career advancement in the financial services industry. Students develop a portfolio illustrating their professional knowledge, skills, and practical experience towards the achievement of industry certifications. Self-assessment tools and role play are used to refine the process of documenting and presenting personal competencies to recognize strengths and opportunities. Students examine how competencies are assessed in employment interviews through examination of behavioral and critical incident questioning techniques. Students use the competencies documented in their portfolios, and participation in networking activities to develop an effective professional profile targeting the financial services industry.

Prerequisite(s): none
Corerequisite(s):none

FIN2326 Canadian Securities Course 2

The CSC designation is a highly sought credential in the financial workplace. The Canadian Securities Course (CSC) designation is a highly sought credential in the financial workplace. Students develop a framework for analyzing Canadian financial markets, institutions, securities, and investment strategies. Topics include analyzing markets and products, the portfolio approach, mutual funds, other managed accounts and products, hedge funds and financial planning and

taxation.

Prerequisite(s): none
Corerequisite(s):none

FIN2327 Insurance and Estate Planning

Advanced knowledge of retirement, risk, estate, tax, and investment strategies is required to remain relevant in the financial services industry. Students apply financial planning concepts to complex financial needs and problems. Through case studies and group work, students collect and analyze client information and provide advice related to their personal financial plan.

Prerequisite(s): none
Corerequisite(s):none

FIN2328 Advanced Financial Planning

The needs of clients evolve year over year, subject to personal circumstances and market conditions. Students apply financial knowledge and skills to evaluate customer situations and create professional financial plans that meet the highest industry standards and are ready for submission to clients. Students explore how personality profiles (including their own) impact financial planning. As a capstone project, students present financial plans to peers for critique and revision.

Prerequisite(s): none
Corerequisite(s):none

MKT2111 Relationship Selling

Developing a foundation and practice in sales and communications skills vital to an individual's success within the financial services industry. Students examine strategies for prospecting and marketing their services, building long-term business relationships, establishing and uncovering needs, handling objections and closing the sale. Through class discussions, and role-playing exercises, students explore strategies for effective client interviews.

Prerequisite(s): none
Corerequisite(s):none