Fundamentals of Financial Planning

Course Description:

Fundamentals of Financial Planning is the introductory course in the ASM- Executive and Professional Education Center (EPEC) – Greene Consulting Hybrid Format of the CFP® Certification Professional Education Program. This course provides an overview of the basics of financial planning and the functions of the financial planner. As a prerequisite for other courses in the program, it covers financial planning tools and techniques, including financial statement analysis, basic economics, funding for education needs, and dealing with clients. The HP 12-C calculator is used to analyze time value of money problems.

Grading:

Successful completion of this course requires two elements: attendance at all live, instructor-led course sessions, and a passing score of 80% or better on the 25-question midterm and a passing score of 80% or better on the 25-question final exam.

Course Schedule:

The live, instructor led sessions meet every other Saturday from 8:00 AM – 12:00 PM. It is expected that the students participate in the online lessons for each program according to their pace and schedule, provided that their assignments are aligned with the discussion/review in the instructor led sessions.

Learning Objectives:

By the end of this course, you will be proficient in the Fundamentals of Financial Planning. You will:

1) Be able to describe the personal financial planning process, and the CFP Board Code of Ethics, Financial Planning Practice Standards, and Disciplinary Rules and Procedures
2) Be proficient in differentiating applying economic concepts and consumer protection laws such as:
   a. Supply and Demand
   b. Monetary versus Fiscal policy
   c. The Business Cycle
   d. Inflation, Deflation, and Stagflation
   e. Economic Indicators
3) Be able to develop and evaluate personal financial statements
4) Be able to identify strengths and weaknesses regarding client cash flow and debt management, and help clients develop a proper strategy for debt management
5) Master the use of a financial calculator to perform time value of money calculations, including NPV and IRR calculations
6) Demonstrate proficiency in the knowledge of the various educational savings techniques, and when to appropriately apply the techniques
7) Be able to apply appropriate forms of educational aid dependent on client background and needs

Be able to describe various ways financial advisors are regulated by agencies such as the SEC, FINRA, and others

**Prerequisites:**

As the first course in the program, there are no prerequisites for this course.

**Lessons:**

Lesson 1: The Personal Financial Planning Process
Lesson 2: Economic Concepts and Consumer Protection Laws
Lesson 3: Personal Financial Statements
Lesson 4: Managing Cash Flow and Debt
Lesson 5: Using the Calculator
Fundamentals of Financial Planning Midterm Exam (25 Questions)
Lesson 6: Educational Savings Techniques
Lesson 7: Educational Aid and Funding Calculation
Lesson 8: Regulation of Financial Planners
Lesson 9: Ethics and Business Law
Fundamentals of Financial Planning Final Exam (25 Questions)

**Textbook:**

Title: General Principles of Financial Planning
Publisher: Keir Educational Resources
Edition/Year: 2016 Edition

**Instructor:**

Doug Lindsey, CFP®
Bio attached.