

Practical Financial Counselling

A Practical Approach in Leading Others to Financial Wellness

marketing partner



Insurance and Financial Practitioners
Association of Singapore
Advancing professional excellence since 1978

Features

In this two-day course, you will

- + Understand key differences between financial counseling and other forms of financial professionals and services.
- + Know about lending organisations, how they work and who governs them.
- + Understand the implications and consequences of financial distress including bankruptcy.
- + Develop the skills to help clients identify, clarify, explore, evaluate, decide and take appropriate actions in their financial situation.
- + Learn how to respond to common client questions and the language needed for successful communication.
- + Learn to work with other agencies to facilitate successful financial counselling.
- + Participate in role play to enhance effectiveness in engagement.

Based on the immense experience and successful work of award-winning (Association for Financial Counseling and Planning Education, USA) financial counsellor, Dr Ronald W Wall, this course will equip you to serve a dire need in our society today.

Profile of trainer

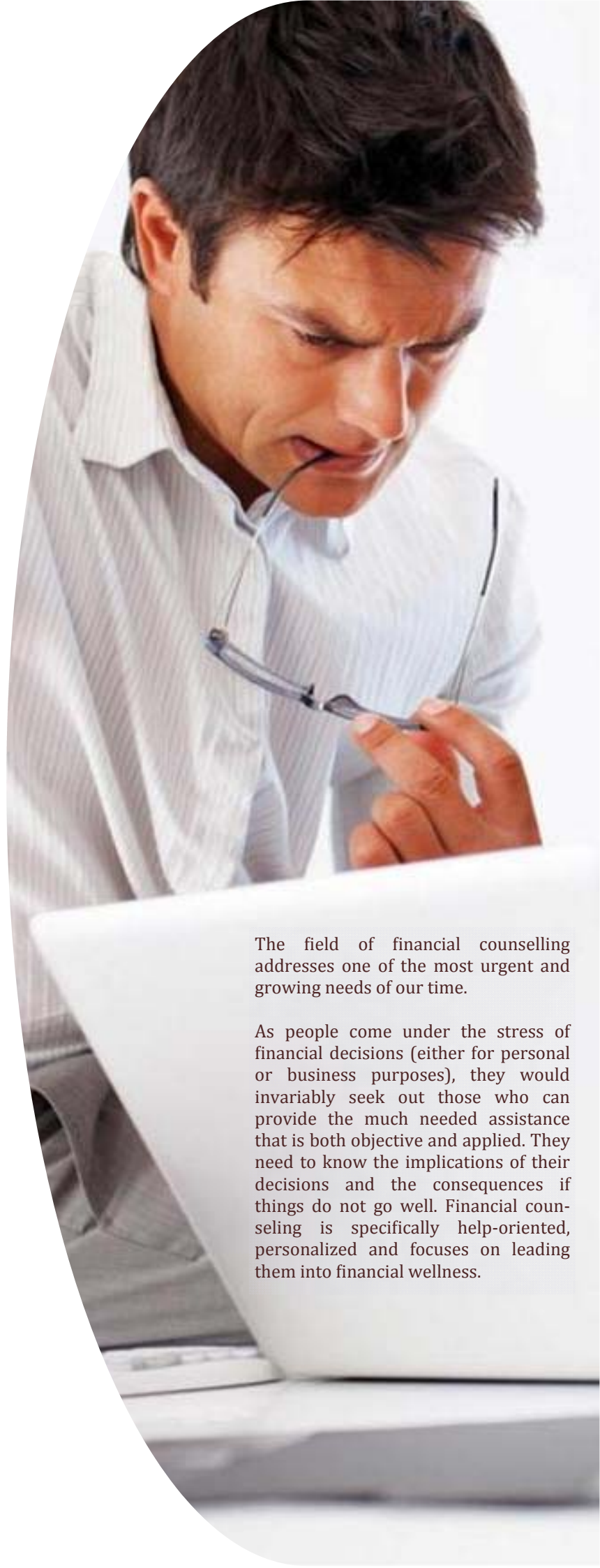
Bernard Lim is a Certified Financial Planner (CFP®), Certified Financial Educator (CFEd®), Certified Professional Behavioral Analyst (CPBA) and Accredited Financial Counsellor™. He is the founder of Wealth College (division of Wealth Hub Pte Ltd) established in 2007. He is the author and developer of the highly rated estate planning courseware cum starter kit; and the critically-acclaimed financial education programme - Living in Financial Excellence (L.i.F.E.™) courseware.

A much sought-after speaker and trainer, Bernard regularly conducts trainings for the civil service sector, private corporations (leading banks and insurers), non-profit organisations and professional counsellors in the social services sector. He is an adjunct trainer with the Singapore Management University's (SMU) Financial Training Institute.

Bernard is the driving force behind the financial industry's community service initiative, FinCARE™. He is a financial services professional in practice and volunteers as a financial counsellor.

The field of financial counselling addresses one of the most urgent and growing needs of our time.

As people come under the stress of financial decisions (either for personal or business purposes), they would invariably seek out those who can provide the much needed assistance that is both objective and applied. They need to know the implications of their decisions and the consequences if things do not go well. Financial counselling is specifically help-oriented, personalized and focuses on leading them into financial wellness.



Course contents

• Lesson 1 : Financial Counseling Overview

- Myths and Truths about Financial Counseling
- Hallmarks of Financial Counseling
- Basic Approaches and Comparison
- Role Play in Explaining Financial Counselling

• Lesson 2: Regulating Lenders in Singapore

- Types of Legalized Lenders in Singapore
- Government Bodies that Regulated Lenders
- Non-Government Self-Regulating Bodies
- Laws that govern Lending in Singapore

• Lesson 3: The Business of Lending

- The Role of Consumer Credit Reporting and its Implications
- Access to and Importance of Credit Information
- Maintaining a Good Credit Report
- Case Study of Significance of a Credit Report

• Lesson 4: Credit Reporting

- Implementing Counselling Skills in Financial Planning
- Leadership issues in Counselor-Client Relationship
- Types of Critical Skills as a Counselor
- Establishing Financial Counselling in Practice
- Exercise & Role Play in Developing a Practice

• Lesson 5: Borrowing – When Things Go Wrong

- Implications and Consequences of Defaults on Loans
- Impact of Bankruptcy and Role of Insolvency & Public Trustees Office
- Rights, Duties and Responsibilities of Bankrupts (e.g. asset protection, discharge)
- Role Play on Explaining Journey to Bankruptcy

• Lesson 6: Legal and Illegal Assistance to Borrowers

- Comparing Public (e.g. Credit Counselling Singapore) and Private programs
- Dealing with Creditors (do's and don'ts)
- Illegal Money Lending Activities and their Consequences
- Role Play on Presenting Options and Dealing with Creditors

• Lesson 7: Rules of Engagement in Financial Counselling

- 5 Do's and Don'ts in Financial Counselling
- Basic & Alternative Approaches to Financial Counselling
- Working with External Agencies to facilitate successful Financial Counselling
- Case Study of a Financial Counselling Situation

• Lesson 8: Processes and Tools in Financial Counselling

- 6 Steps from Financial Distress to Financial Wellness
- Renewing the Mindset of a Counsellee (using the right language and tools)
- Creative Ideas in Reducing Expenses, Restructuring Debts, Reinventing Income Streams
- Exercises & Role Plays on Real-life cases in Financial Counseling Applications

TARGET AUDIENCE

Suitable for financial services practitioners, educators, counsellors and social services practitioners who work with individuals or groups in helping them to achieve overall wellness in financial and monetary affairs.

TRAINING, EXAM, CERTIFICATION INSTITUTION

Insurance and Financial Practitioners Association of Singapore (IFPAS) is the strategic marketing partner and Certification body. **Wealth College** is the training provider and examination institution.

ENTRY CRITERIA

- 1) Course applicants should ideally have more than one year of practical experience in the financial services industry and have passed mandatory licensing examinations set by the Monetary Authority of Singapore (MAS).
- 2) Possess the Associate Financial Consultant (AFC) title, or completed ChFC® Module 1 [Financial Planning: Process and Environment] conducted by Singapore College of Insurance (SCI), or its equivalent as pre-requisites.

Attendees will be awarded **12 CPD hours** accreditation from LIA.

Check out **IFPAS Education Roadmap** on how you can further enhance your professional development with various **Certification!** Visit www.ifpas.org.sg

OUR CLIENTS

Over the years, Wealth College has conducted courses, seminars and workshops for AXA Life Insurance, HSBC Insurance, Hongkong & Shanghai Banking Corporation, Income, Manulife, Maybank, Prudential Assurance, Standard Chartered Bank, United Overseas Bank; and other major corporations from the private and public sectors (e.g. Credit Counselling Singapore, National Healthcare Group, National Institute of Education, Singapore Press Holding, Singapore Police Force).

Social services professionals from the social services sector and non-government organisations (NGOs) have attended our financial counselling courses.

TALKBACK

We ask our participants how this course has benefited and/or impacted their lives. They say:

"Self-realization... to plan budget and set goals; financial wellness."

"Practical tools for me to seriously evaluate my priorities, and how to get out of crisis and re-establish wellness."

"Very informative, the examples and case studies are real happenings around us."

"Gave me a whole new idea on finance and planning and how to assist others in need."

"To better managed my expenses and financial well being. I am glad I came for this very practical and useful course."

"I gain valuable insights and understanding of financial issues faced by others ...with practical tools to help them."

Additional feedback from our participants are published on www.wealthcollege.com.sg >>Testimonials

CONSULTATION

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Alternatively, visit www.wealthcollege.com.sg

