



Financial Planning Education Course Catalog

15 June 2006

Competitive Advantage

It takes much more than product knowledge to be a successful advisor today—you must earn the trust of the client. What differentiates these “trusted advisors” from the rest?

- They focus on relationships, not transactions
- They understand the major wealth management strategies
- They understand the process and the steps involved in building a sound financial plan

Affiliated Computer Services, Inc. (ACS) has developed a powerful learning solution that will give your advisors a competitive edge, which will win new clients and increase your “wallet share” with current clients. We have created the premiere, web-based curriculum for financial planners and wealth management advisors.

Why ACS’s Financial Planning Education?

Our Financial Planning Education suite mirrors the core topics required by Certified Financial Planner (CFP) Board of Standards, Inc. This modular, web-based curriculum is available anytime, anywhere—a real advantage for your busy advisors. They take just what they need, just when they need it. And the topical access menu constitutes a job aid for review whenever the need arises. Web-based learning is also scalable, capable of supporting even the largest and most decentralized audiences.

More than Just Knowledge...

What truly separates this learning suite from all the rest is our meticulous instructional design, as well as the quality and depth of the content developed. Our performance-driven learning model delivers more than just knowledge of key topics. We put learning in a real-world context by providing guidance on how to identify opportunities and apply of financial planning knowledge. This real-world approach is further augmented by case studies and client interaction simulations. The result is a learning experience that is rich, engaging and highly interactive—actionable learning.

Continuing Education

Our web-based Wealth Management curriculum meets a wide range of professional continuing education requirements:

- The CFP Board of Standards—CE for CFPs
- NASBA and QAS—CPE for CPAs
- Insurance Continuing Education (CE)—State License Requirements
- Firm Element—SEC mandated programs

ACS Education –Flexible Learning Solutions That Elevate the Skills of Your Financial Advisors

- **Foundational Financial Planning**—9 courses for new Advisors and experienced Advisors needing a “refresher” on the basics. Also includes a Comprehensive Case Study challenging Advisors to apply what they have learned and a Final Assessment Test.
- **Continuing Education Financial Planning**—14 courses for experienced Advisors for ongoing education and who are ready to increase their skills and/or pursue a specialized learning track.

Complaint Resolution Policy

CPE customers are encouraged to call our national help desk to file complaints or make service inquiries. The help desk is available 24 hours a day, seven days a week. A support person initially handles all Level 1 service inquiries. If a CPE inquiry is not resolved at that level, it is escalated to a designated CPE specialist in the ACS CPE Level 2 Help Desk, who will immediately investigate the issue and resolve it with the customer.

Refund/Cancellation Policy

We are committed to the quality of our products and customer satisfaction. If a customer becomes dissatisfied with any of our off-the-shelf products, he or she should report the issues and concerns immediately to the local ACS representative, or our service group at 216-685-6000. ACS may grant refunds or product exchanges based upon our review of the customer's circumstances.

Since our products are licensed to organizations and not to individuals, refunds and exchanges are made only to the organization, not to an individual learner.

Who Do I Contact for Further Information?

For further questions or clarifications, please contact your local ACS representative or Tom Kupetis at:

Tom Kupetis
630-845-9840
thomas.kupetis@acs-inc.com

Financial Planning Education Table of Contents

Foundational Financial Planning Education.....	4
Introduction to Financial Planning.....	5
Education Planning.....	6
Estate Planning.....	7
Income Taxes.....	8
Investment Planning.....	9
Retirement Planning.....	10
Risk Management.....	11
Stock Options and Compensation Planning.....	12
Comprehensive Case Study.....	13
Basic Final Assessment Test.....	14
Continuing Education Financial Planning	15
Advanced Education Planning—The Use of 529 Plans.....	16
Advanced Estate Planning I.....	17
Advanced Estate Planning II.....	18
Advanced Equity Investment Planning.....	19
Advanced Income Tax Planning.....	20
Advanced Income Tax Planning—Taxation of Financial Instruments I.....	21
Advanced Income Tax Planning—Taxation of Financial Instruments II.....	22
Advanced Insurance Planning I.....	23
Advanced Insurance Planning II.....	24
Advanced Retirement Planning—Minimum Distributions.....	25
Advanced Stock Option Planning—Incentive Stock Options.....	26
Gifting Techniques.....	27
Recap of 2003 and 2004 Tax Legislation.....	28
Year-End Financial Planning for Individuals.....	29

Foundational Financial Planning Education

Introduction to Financial Planning

<p>Description</p> <p>The Introduction to Financial Planning course discusses the financial planning process, including planning approaches, gathering the necessary financial information, and setting financial goals.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Define personal financial planning. • Describe how personal financial planning is an evolving process that is specific to each individual. • Identify the trade-offs and how to balance the financial plan. • Explain Life Stages approaches to personal financial planning. • Explain Specific Financial Need approaches to personal financial planning. • List the steps of the financial planning process. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • What Is Personal Financial Planning? • Gathering Information • Setting Goals • Examining Resources • Developing a Plan • Monitoring the Plan • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>3 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1.5 CPE Credit Hours 3</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Education Planning

<p>Description</p> <p>The <i>Education Planning</i> course looks at how a family can plan for its children's education. It focuses on several education-planning issues, including the education funding process, estimating education costs, identifying available resources to help a family meet education costs, saving money, and developing an investment strategy.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Identify education costs. • Describe various funding sources. • Describe appropriate funding strategies. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Education Planning • Planning Process • Savings and Investing • Other Education Funding Vehicles • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>3 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1.5 CPE Credit Hours 3</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Estate Planning

<p>Description</p> <p>The <i>Estate Planning</i> course discusses estate-planning strategies that are useful when planning for incapacitation or death. This course discusses both the financial and non-financial aspects of estate planning, the tools necessary to accomplish one's objectives, and the implication of federal estate taxes and ways to minimize their impact.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Explain the non-financial aspects of estate planning. • Explain the financial aspects of estate planning. • Identify the tools available to accomplish estate-planning goals. • Recognize appropriate estate-planning opportunities. • Calculate federal estate and gift taxes. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Non-Financial and Financial Aspects of Estate Planning • Non-Financial Planning • Quantifying the Estate • Estate Taxation • Estate- and Gift-Planning Opportunities • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>5 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 2.5 CPE Credit Hours 5</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Income Taxes

<p>Description</p> <p>The <i>Income Taxes</i> course discusses tax-saving strategies that can be used to reduce income tax. First, it looks at some of the basic nuts and bolts of the tax system, such as gross income, taxable income, capital gains and losses tax, and itemized deductions. After it reviews the basics, the course describes the tax-planning process and how the process can be applied to reduce a taxpayer's tax bill, and identifies financial planning opportunities.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Distinguish between various types of income. • Distinguish between various types of deductions. • Identify tax-planning opportunities. • Identify financial planning opportunities from an analysis of an individual's tax situation. • Articulate other tax and residency issues. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Income Tax System • Adjusted Gross Income • Deductions • Taxable Income • Tax-Planning Opportunities • Other Tax Issues • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>5 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 2.5 CPE Credit Hours 5</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Investment Planning

<p>Description</p> <p>The <i>Investment Planning</i> course describes how an individual can develop a lifelong investment and savings process. Its topics include developing an investment policy statement, asset allocation, investment strategies, and monitoring and rebalancing practices.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Identify elements of an Investment Policy Statement. • Describe various investment approaches and their corresponding strategies. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Develop an Investment Policy Statement • Determine Asset Allocation • Investment Strategy Implementation • Monitoring and Rebalancing • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>4 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 2 CPE Credit Hours 4</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Retirement Planning

<p>Description</p> <p>The <i>Retirement Planning</i> course shows how to use the retirement process to meet retirement goals. It explains how to recognize changes in key variables that impact meeting your clients' goals, to identify appropriate actions to achieve the required retirement goal, to identify issues and opportunities during the retirement distribution phase, and to forecast the estate-planning impact of retirement-planning decisions.</p> <p>Objectives</p> <p>Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Define various retirement-planning goals. • Explain how to use the retirement-planning process to meet retirement goals. • Recognize how changes in key variables affect meeting retirement goals. • Identify appropriate actions to achieve required retirement goal. • Identify issues during the Retirement Distribution Phase. • Identify opportunities during the Retirement Distribution Phase. • Recognize estate planning's impact on retirement-planning decisions. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Goals and Objectives • The Planning Process • Retirement-Planning Vehicles • Retirement Plan Distribution Vehicles • Planning During Retirement • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>5 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 2.5 CPE Credit Hours 5</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Risk Management

<p>Description</p> <p>The <i>Risk Management</i> course describes insurance planning and risk management, identifies the features and applications of common types of insurance, examines specific insurance needs, and explains how to create suitable ownership and beneficiary designations.</p> <p>Objectives</p> <ul style="list-style-type: none"> • Identify risks. • Identify choices of funding for risk-mitigation strategies. • Quantify risks. • Determine insurance needs. • Identify common types of insurance. • Identify other funding sources. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Areas of Risk • The Planning Process • Life Insurance • Disability Insurance • Long-Term Care • Property, Casualty, and Other • Case Study
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>3 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1.5 CPE Credit Hours 3</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Stock Options and Compensation Planning

<p>Description The <i>Stock Option and Compensation Planning</i> course looks at financial and tax consequences of receiving and exercising stock options and other types of compensation.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Recognize the potential value of stock options. • Explain the types of options and income tax consequences of exercising these options. • Recognize strategies that apply to exercising options. • Identify benefits of other compensation programs. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Defining Stock Options • Taxation and Incentive Stock Options (ISO) • Methods of Exercise • Stock Option Planning Techniques • Other Compensation Programs • Case Study
<p>Target Audience Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites None</p> <p>Estimated Completion Time 4 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 2 CPE Credit Hours 4 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Comprehensive Case Study

<p>Description The <i>Comprehensive Case Study</i> provides a thorough review of the important lessons in each course and challenges you to integrate what you have learned.</p> <p>Objectives After completing the case study, you will have experience in:</p> <ul style="list-style-type: none"> • Gathering financial information from clients. • Preparing a financial plan. • Developing a plan for each area of financial planning discussed in the program. • Prioritizing alternatives to help clients reach their goals. • Developing an implementation plan. • Identifying the circumstances that cause a client to change his or her plan. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Gathering Information • Setting Goals and Examining Resources • Developing a Plan for Income Taxes, Retirement Planning, Risk Management, and Investment Planning • Developing a Plan for Stock Options, Estate Planning, and Education Planning • Monitoring the Plan
<p>Target Audience Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites None</p> <p>Estimated Completion Time 2 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1 CPE Credit Hours 2 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Basic Final Assessment Test

<p>Description</p> <p>The comprehensive final assessment test consists of 76 questions about the preceding nine courses. A passing score is 70 percent or higher.</p>	
<p>Target Audience</p> <p>Financial advisors (brokers, agents, consultants, managers)</p>	<p>Prerequisites</p> <p>None</p> <p>Estimated Completion Time</p> <p>4 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 2 CPE Credit Hours 0</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Basic</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study N/A</p>

Continuing Education Financial Planning

Advanced Education Planning—The Use of 529 Plans

<p>Description</p> <p>Although there may be little that individuals can do to stem the rising tide of college costs, the federal government has provided a number of investment incentives designed to encourage them to save for education. This course will discuss one such vehicle, the 529 Plan.</p> <p>Objectives</p> <p>In this course, you will learn what a 529 Plan is, and be able to:</p> <ul style="list-style-type: none"> • Identify the difference between Prepaid Tuition and Saving Plans. • Explain the benefits of 529 Savings Plans. • Explain how a 529 Plan works. • Explain how a 529 Plan compare with other education savings alternatives. • Identify other planning issues and strategies. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Introduction • Benefits of 529 Savings Plans • How Does a 529 Plan Work? • 529 Plan Comparison • Planning Opportunities and Other Considerations • Post Test
<p>Target Audience</p> <p>Financial advisors with at least one year of experience</p>	<p>Prerequisites</p> <p>Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time</p> <p>1 hour</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1 CPE Credit Hours 1</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Advanced Estate Planning I

<p>Description <i>Advanced Estate Planning I</i> is an advanced-level course that explores key estate-planning techniques, including changes resulting from the most recent tax act.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Understand the impact of the new tax law on estate planning. • Describe alternatives to gifts for transfers to family members. • Explain the use of the estate tax marital deduction. • Describe the use of charitable transfers. • Explain the use of life insurance in estate planning. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Estate-Planning Considerations After the 2001 Tax Act • Alternatives to Gifts for Transfers to Family Members • The Estate Tax Marital Deduction • Using Charitable Transfers to Reduce Estate Tax • Life Insurance—Estate Tax Considerations
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 4.5 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 2.5 CPE Credit Hours 5 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Estate Planning II

<p>Description <i>Advanced Estate Planning II</i> is an advanced-level course that addresses several sophisticated estate-planning strategies.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Explain the new required minimum distribution (RMD) rules for retirement plans. • Describe generation-skipping transfers and the generation-skipping transfer (GST) tax. • Discuss estate planning for non-citizens and non-residents of the United States. • Explain how state death taxes work. • Identify the importance of asset-protection planning. • Identify post-mortem estate-planning opportunities. • Understand the use of dynasty trusts. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Retirement Plan Distributions Under the New RMD Rules • Generation-Skipping Transfers in Estate Planning • Estate Planning for Non-Citizens and Non-Residents of the U.S. • State Death Taxes and Asset-Protection Planning • Post-Mortem Estate Planning • Dynasty Trusts
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 4.5 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 2.5 CPE Credit Hours 5 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Equity Investment Planning

<p>Description <i>Advanced Equity Investment Planning</i> is an advanced-level course that discusses ways to manage the risks associated with a large holding of a single stock, generally referred to as a concentrated equity position.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Understand the various strategies for managing the risks of a concentrated equity position. • Describe other diversification and liquidity strategies. • Explain how employee stock options work. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Introduction to Advanced Equity Investment Planning • Establishing Hedging Goals • Hedging Strategies with Options • Monetization Strategies • Other Diversification and Liquidity Strategies • Employee Stock Options
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 3 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 3 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Income Tax Planning

<p>Description <i>Advanced Income Tax Planning</i> is an advanced-level course that includes a comprehensive examination of the issues relating to personal income taxes, along with the latest tax law updates.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Describe the taxation of different types and sources of income; and explain the deductions, exemptions, and adjustments available to individual taxpayers. • Identify the tax treatment of retirement plan contributions and distributions. • Describe the tax treatment of stock options. • Understand the tax implications of capital gains and losses. • Determine the deductibility of charitable contributions. • Discuss other tax strategies related to income shifting, education planning, home ownership, and divorce/separation. • Understand the alternative minimum tax (AMT). 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Treatment of Income • General Deductions, Exemptions, and Adjustments • IRAs, 401(k) Plans, and Other Retirement Plans • Stock Options and Other Employer Stock Plans • Strategies for Capital Gains and Losses • Charitable Contribution Planning • Other Tax-Planning Strategies and Issues • The Alternative Minimum Tax
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 3 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 3 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Income Tax Planning—Taxation of Financial Instruments I

<p>Description This course examines the tax implications, to the individual investor, of buying, holding and selling various investment vehicles.</p> <p>Objectives Upon completing this course, you will be able to:</p> <ul style="list-style-type: none"> • Explain the tax treatment of investment income, including income from dividends. • Define OID, market discount, bond premiums and the tax treatment of those items. • Define capital assets and explain how to determine the character of the gain or loss upon disposition and understand the identification methods used to determine gain or loss. • Explain the various types of options and the tax treatment of each. • Define a Section 1256 contract and the application of general tax rules. • Explain the tax rules for gains and losses on foreign currency transactions. • Define margin interest and explain the tax limitation. • Explain the tracing rules associated with investment income and expense. • Define short dividends and the tax treatment. • Explain the deductibility of brokerage fees. • Explain foreign tax credit in regard to limitations, carryovers, and withholdings. • Describe the effects of JAGTRRA to the individual taxpayer. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Overview • Dividend Income • Capital Assets • Options • Section 1256 Contracts • Section 988—Foreign Currency Gain or Loss • Margin Interest • Investment Income • Short Dividends • Brokerage Fees • Foreign Tax Credit • Post Test
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 1.5 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 1.5 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Income Tax Planning—Taxation of Financial Instruments II

<p>Description</p> <p>When a taxpayer makes a poor stock or mutual fund investment, a benefit is that they get to recognize a capital loss upon the sale of that investment. This course reviews wash sales, short sale, constructive sale, straddle transaction and charitable giving.</p> <p>Objectives</p> <p>Upon completion of this course, you will be able to:</p> <ul style="list-style-type: none"> • Understand the “wash sale rule,” how it applies and how to avoid it. • Understand the tax implications of a short sale. • Identify a constructive sale for tax purposes. • Recognize these concepts in the context of a straddle transaction. • Describe how charitable giving can yield substantial tax savings for your clients. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Overview • Short Sales • Constructive Sales • Straddles • Charitable Contributions • Post Test
<p>Target Audience</p> <p>Financial advisors with at least one year of experience</p>	<p>Prerequisites</p> <p>Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time</p> <p>1 hour</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1 CPE Credit Hours 1</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Advanced Insurance Planning I

<p>Description <i>Advanced Insurance Planning I</i> is an advanced-level course that explores the ways in which life insurance can be used to meet a client's financial objectives.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Explain how life insurance can be used to meet clients' objectives. • Understand different types of life insurance products and the product-selection process. • Describe the income, estate, and gift tax consequences of life insurance. • Discuss alternatives for funding an irrevocable life insurance trust. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • The Need for Life Insurance • Introduction to Insurance Products • Tax Essentials of Insurance Products • Funding the Irrevocable Life Insurance Trust (ILIT)
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 2.75 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 3 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Insurance Planning II

<p>Description <i>Advanced Insurance Planning II</i> is an advanced-level course that examines the uses of life insurance to address specific client situations.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Explain the uses of life insurance in executive compensation planning. • Identify ways that life insurance can be used in a closely held business. • Describe how key employee life insurance works. • Discuss the use of life insurance in charitable giving and charitable trusts. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Uses of Life Insurance in Executive Compensation Planning • Uses of Life Insurance in Closely Held Businesses • Key Employee Life Insurance • Use of Life Insurance in Charitable Giving • Life Insurance and Charitable Trusts
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 3 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 3 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Retirement Planning—Minimum Distributions

<p>Description The <i>Advanced Retirement Planning—Minimum Distributions</i> course explain the minimum distribution rules, as set forth in the final regulations issued in April 2002, and recommends planning strategies to lessen the tax impact of distributions.</p> <p>Objectives Upon completing this course, you will be able to:</p> <ul style="list-style-type: none"> • Explain the minimum distribution rules. • Identify and explain the planning opportunities. 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Overview of Minimum Distribution Planning for IRAs and Retirement Plans • The Minimum Required Distribution Rules • Planning Opportunities • Post Test
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 1.5 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 1.5 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Advanced Stock Option Planning—Incentive Stock Options

<p>Description</p> <p>The <i>Advanced Stock Option Planning—Incentive Stock Options</i> course looks at one of the various equity-based benefits companies can provide to executives—the favorable tax benefits of Incentive Stock Options under Internal Revenue Code Section 422.</p> <p>Objectives</p> <p>Upon completing this course, you will be able to:</p> <ul style="list-style-type: none"> • Define Incentive Stock Options and their benefits. • Discuss how the Alternative Minimum Tax is impacted by Incentive Stock Options. • Identify the ordinary income tax and Alternative Minimum Tax consequences of an ISO exercise. • Discuss the advantages and disadvantages of holding an option. • Describe the advantages and disadvantages of a Cash Exercise and holding the shares. • Describe the advantages and disadvantages of a Stock Swap and holding the shares. • Define the advantages and disadvantages of a Cashless Exercise. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Introduction • Types of Stock Options • Alternative Minimum Tax (AMT) • Exercise Methods • Other Considerations • Post Test
<p>Target Audience</p> <p>Financial advisors with at least one year of experience</p>	<p>Prerequisites</p> <p>Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time</p> <p>1.5 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1.5 CPE Credit Hours 1.5</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Administrative Practice</p>

Gifting Techniques

<p>Description <i>Gifting Techniques</i> is an advanced-level course that describes various gifting strategies, such as using trusts to make gifts.</p> <p>Objectives Learning objectives for this course are:</p> <ul style="list-style-type: none"> • Explain the use of grantor retained annuity trusts (GRATS). • Describe a sale to an intentionally defective grantor trust (IDGT). • Identify when a qualified personal residence trust (QPRT) can be used. • Explain how stock options can be gifted. • Describe the use of a Family Limited Partnership (FLP). 	<p>Program Content Lessons:</p> <ul style="list-style-type: none"> • Treatment of Income • Grantor Retained Annuity Trust • Sale to an Intentionally Defective Grantor Trust • Qualified Personal Residence Trust • Gifting Stock Options • Family Limited Partnership
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 2.5 hours</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1.5 CPE Credit Hours 3 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Administrative Practice</p>

Recap of 2003 and 2004 Tax Legislation

<p>Description</p> <p>The <i>Recap of 2003 and 2004 Tax Legislation</i> course will review the major aspects of the 2003 and 2004 tax acts, as well as highlight potential implications and tax planning opportunities.</p> <p>Objectives</p> <p>Upon completion of this course, you will be able to:</p> <ul style="list-style-type: none"> • Define the highest marginal rate effective for 2003. • Describe the 2003 Tax Act sunshine provision. • Identify the withholding rate for supplement payments. • Describe the effect the reduction of income has on municipal bonds. • Describe the extended tax provisions provided by the <i>Working Families Tax Relief Act of 2004</i> (WFTRA) • Identify new tax planning opportunities from the individual provisions within the <i>American Jobs Creation Act of 2004</i> (AJCA) 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Overview of the 2003 Tax Act • Individual Tax Provisions • Reduction of Dividend and Capital Gains Tax Rate • Increase in AMT • Miscellaneous Tax Law Changes • Qualified Plans and IRAs • International Aspects of the 2003 Tax Act • Key Business Provisions • Overview of 2004 Tax Legislation • Post Test
<p>Target Audience</p> <p>Financial advisors with at least one year of experience</p>	<p>Prerequisites</p> <p>Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time</p> <p>1.5 hours</p>
<p>For CFP/CPE Learners:</p> <p>CFP Credit Hours 1.5 CPE Credit Hours 1.5</p> <p>Registration Requirements</p> <p>Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced</p> <p>Advanced Preparation None required</p> <p>Delivery Method Self-study</p> <p>Field of Study Taxes</p>

Year-End Financial Planning for Individuals

<p>Description The <i>Year-End Financial Planning for Individuals</i> course covers changes in the Jobs and Growth Tax Relief Reconciliation Act of 2003 and tax minimizing standards.</p> <p>Objectives Upon completion of this course, you will be able to:</p> <ul style="list-style-type: none"> • Understand important tax laws (including the Jobs and Growth Tax Relief Reconciliation Act of 2003 or JAGTRRA) that will affect your client this year and in the years to come. • Understand the importance of preparing a tax projection. • Identify AMT triggers, and identify income or deduction items to accelerate before year-end or defer until the coming year. • Help your clients make the most of their deductions. • Use tax strategies for investments, gifting, retirement planning, and estate planning. 	<p>Program Content</p> <p>Lessons:</p> <ul style="list-style-type: none"> • Overview • Tax Projection • IRA and Retirement Account Contributions • Education Incentives • Tax Strategies for Investments • Retirement Plan Distributions • Estate Planning Strategies • Post Test
<p>Target Audience Financial advisors with at least one year of experience</p>	<p>Prerequisites Successful completion of the <i>Foundational Financial Planning Education</i> courses</p> <p>Estimated Completion Time 1 hour</p>
<p>For CFP/CPE Learners: CFP Credit Hours 1 CPE Credit Hours 1 Registration Requirements Please note that your learning history for this event will expire one year after you begin it. You must complete and pass all of the scored portions of this event within this period or your related learning history will be removed.</p>	<p>Program Level Advanced Advanced Preparation None required Delivery Method Self-study Field of Study Taxes</p>

