

## FINANCIAL PLANNER ABILITIES MATRIX

Financial Planning Function		<b>COLLECTION</b> Collects the information required to develop a financial plan	
Fundamental Financial Planning Practices		1.001 Identifies the client's objectives, needs and values that have financial implications 1.002 Identifies the information required for the financial plan 1.003 Identifies the client's legal issues that affect the financial plan 1.004 Determines the client's attitudes and level of financial sophistication 1.005 Identifies material changes in the client's personal and financial situation 1.006 Prepares information to enable analysis	
Core Financial Planning Competencies		1.1 Collects the quantitative information required to develop a financial plan	1.2 Collects the qualitative information required to develop a financial plan
FINANCIAL PLANNING COMPONENTS	Financial Management	1.101 Collects information regarding the client's assets and liabilities 1.102 Collects information regarding the client's cash flow, income and/or obligations 1.103 Collects information necessary to prepare a budget 1.104 Prepares statements of the client's net worth, cash flow and budget	1.201 Determines the client's propensity to save 1.202 Determines how the client makes spending decisions 1.203 Determines the client's attitudes toward debt
	Asset Management	1.105 Collects information necessary to prepare detailed statement of investment holdings 1.106 Determines the client's current asset allocation 1.107 Identifies cash flows available for investment	1.204 Determines the client's experience with and attitudes and biases toward investments 1.205 Determines the client's investment objectives 1.206 Determines the client's tolerance for investment risk 1.207 Identifies the client's assumptions and return expectations 1.208 Identifies the client's time horizon
	Risk Management	1.108 Collects details of the client's existing insurance coverage 1.109 Identifies potential financial obligations	1.209 Determines the client's risk management objectives 1.210 Determines the client's tolerance for risk exposure 1.211 Determines relevant lifestyle issues 1.212 Determines health issues 1.213 Determines the client's willingness to take active steps to manage financial risk
	Tax Planning	1.110 Collects the information necessary to establish the client's tax position 1.111 Identifies taxable nature of assets and liabilities 1.112 Identifies current, deferred and future tax liabilities 1.113 Identifies parties relevant to the client's tax situation	1.214 Determines the client's attitudes toward taxation
	Retirement Planning	1.114 Collects the details of potential sources of retirement income 1.115 Collects the details of estimated retirement expenses	1.215 Determines the client's retirement objectives 1.216 Determines the client's attitudes toward retirement 1.217 Determines the client's comfort with retirement planning assumptions
	Estate Planning	1.116 Collects legal agreements and documents that impact estate planning strategies	1.218 Identifies the client's estate planning objectives 1.219 Identifies family dynamics and business relationships that could impact estate planning strategies