

FINANCIAL PLANNER PROFESSIONAL SKILLS

The Professional Skills described in FPSB's Financial Planner Competency Profile identify the skills that a financial planning professional must be able to draw on to deliver advice to clients in financial planning engagements that involve a high degree of trust, uncertainty, complexity and mutual agreement with clients of varying circumstances, or when interacting with colleagues or others in a professional capacity.

Central to FPSB's concept of professionalism is the need for a financial planning professional to use his or her Professional Skills to work in the interest of clients and to uphold and promote the interests of the financial planning profession for the benefit of society.

FPSB categorized the Professional Skills required of a financial planning professional into four areas:

1. Professional Responsibility
2. Practice
3. Communication
4. Cognitive

Within each Skill category, FPSB identified various components that indicate the practitioner has delivered financial planning at an appropriate level of competence and professionalism.

A financial planning professional needs to be able to seamlessly integrate one or more of the Professional Skills with appropriate knowledge and abilities into each of his or her professional actions and interactions, and commit to continually updating his Professional Skills to maintain competency in the field of financial planning.

A financial planning professional can use one or more of the Professional Skills to competently perform any Financial Planner Ability.

While some of the Professional Skills are specific to financial planning, many are common to all professions.