

## **PROFESSIONAL STOCKBROKERS PROGRAM**

The Professional Stockbrokers Program is designed for stockbroking advisers and investment banking professionals. It is Australia's only professional qualification for securities and financial market participants.

The Professional Stockbrokers Program is the standard that employers, regulators, and the investing public expect from individuals who are employed within institutional and retail stockbroking firms and the investment banking community. For experienced practitioners, it offers the opportunity to formalise their knowledge, skills and industry experience with a recognised, professional qualification.

For new entrants, or those aspiring to become members of this industry, the Professional Stockbrokers Program provides the foundation for competent and ethical entry-level performance in the workplace. Graduates will develop detailed knowledge of the securities and derivatives industry, gain a broad understanding of the finance and investment sector and the products that are integral to it.

The Professional Stockbrokers Program is made up of a mandatory 'Core' Accreditation and one 'Elective' Accreditation. Upon successful completion of the Professional Stockbrokers Program, individuals will receive **The Stockbrokers And Financial Advisers Association Professional Diploma in Stockbroking™**. Further, individuals will receive Continuing Professional Development (CPD) points for completion of each Accreditation; thereby meeting ASIC's ongoing training requirements.

### **CORE ACCREDITATION:**

#### **Core 1: Securities & Managed Investments Accreditation**

The Stockbrokers And Financial Advisers Association Core 1 Securities & Managed Investments Accreditation provides candidates with the specialist knowledge and skills necessary to provide financial product advice to retail clients in Securities and Managed Investments. This accreditation focuses on the relevant market participants, product types, characteristics and applications. It looks in-depth at asset classes and their use in investment portfolios, reviews investment manager styles and the use of alternative investment strategies and benchmarks. Candidates are introduced to basic techniques for analysing product performance and making investment and trading decisions in relation to product types. The benefits and risks associated with the different securities and managed investment products are explored. The regulatory and taxation issues affecting the use of securities and managed investment products are outlined.

The Core 1: Securities and Managed Investments Accreditation also introduce candidates to the skills requirements for retail client advisers under ASIC RG146 requirements. Candidates learn techniques for identifying and analysing client needs and objectives, developing a client risk profile, conducting relevant research and developing appropriate investment strategies to meet client's needs using securities and managed investment products. For experienced client advisers, this section of the Core 1 Accreditation provides a useful refresher in preparation for the Statement of Advice to be completed as part of the assessment.

## **ELECTIVE ACCREDITATIONS:**

There are currently four elective accreditations available: Accredited Derivatives Adviser – Level 1 (ADA 1), Accredited Derivatives Adviser – Level 2 (ADA 2) Accreditation, Superannuation Accreditation and Margin Lending Accreditation.

### **Accredited Derivatives Adviser – Level 1 (ADA 1)**

The subject content in this accreditation examines in detail the derivatives sector of the finance and investment industry and the range of market participants and product types. The characteristics and uses of various derivative products are considered in-depth in order to determine their suitability and application in a wealth creation strategy. The regulatory and taxation environments affecting the use of derivatives products are outlined also.

The accreditation of advisers who advise on derivatives traded on the Australian Securities Exchange is a requirement set out in Part 2.4 of the ASIC Market Integrity Rules (ASX Markets) 2010. There are two levels of accreditation.

Advisers accredited at Accredited Derivatives Adviser – Level 1 (ADA 1) are allowed to advise on:

- taking options
- selling options to close out a taken position
- subscribing for and buying and selling warrants
- exercising warrants and options
- writing covered call options (i.e. where the client owns, or at the same time as writing the calls buys, the underlying shares and lodges those shares with ASX Clear.)

**Accredited Derivatives Adviser – Level 2 (ADA 2)** accreditation is required if an adviser advises on:

- writing options (other than for the purposes of closing out a taken position, or writing covered calls)
- taking or writing LEPOs.

### **Superannuation Accreditation**

The Superannuation Accreditation is designed to provide specialist knowledge on superannuation for advisors who provide advice on investments on superannuation, particularly in self-managed superannuation funds. It has been registered with ASIC for the purposes of meeting RG 146 specialist knowledge requirements in superannuation.

### **Margin Lending Accreditation**

Retail advisers who are **providing advice on margin lending facilities** need to be ASIC RG146 compliant. The Stockbrokers And Financial Advisers Association's Margin Lending Accreditation meets all ASIC requirements. The Margin Lending Accreditation covers: Gearing; Margin Lending; Alternative means of achieving geared exposure; Tax deductibility of the interest; Franked dividends; and Capital Gains Tax as well as Compliance topics.

## Foreign Exchange

Advisers who provide advice on foreign exchange must meet training requirements under Regulatory Guide 146 *Licensing: Training of financial product advisers* (RG 146). Foreign exchange is classed as a Tier 1 product in RG 146.

An adviser who provides advice on Tier 1 products to retail clients must undertake:

- training in generic knowledge of the environment in which the products operate, and
- specialist knowledge training on the financial products on which advice is provided.

The Stockbrokers And Financial Advisers Association's Foreign Exchange (FX) Accreditation is designed not only for advisers with retail clients, but advisory staff that also deal with wholesale clients – not institutions, but high net worth individuals who would be classed as sophisticated investors, and who deal in some of the products that would not normally be traded by retail investors – such as spot transactions, forwards and currency options. This is covered in the accreditation course.

The FX Accreditation covers FX markets, FX exchange products, taxation, and compliance.

Accreditation	Enrolment Fees*	Assessment details	Suggested Study Hours per Accreditation	Stockbrokers And Financial Advisers Association Continuing Professional Development (CPD) Allocation
<b>Core 1</b>	\$790 Ind. Member \$790 Org. Member \$990 Non-Member	1 x Assignment (70% passmark) 1 x Online Exam (Closed Book, 60 questions, 2hrs + 15 min reading time, 70% passmark)	Allow up to 150 Hours	20 hours of CPD (including 8 hours Compliance CPD)**
<b>Superannuation</b>	\$470 Ind. Member \$490 Org. Member \$520 Non-Member	1 x Assignment (70% passmark) 1 x Online Exam (Closed Book, 25 questions, 1hr + 15 min reading time, 70% passmark)	Allow up to 150 Hours	20 hours of CPD (including 8 hours Compliance CPD)
<b>Accredited Derivatives Adviser – Level 1 (ADA 1)</b>	\$370 Ind. Member \$380 Org. Member \$390 Non-Member	1 x Assignment (70%* passmark) 1 x Online Exam (Closed Book, 60 questions, 2hrs + 15 min reading time, 70%* passmark) <i>*Please note from 1 February 2015 the ADA1 exam pass mark is 80% and the ADA1 assignment pass mark is 80%</i>	Allow up to 150 Hours	20 hours of CPD (including 8 hours Compliance CPD)

<b>Accredited Derivatives Adviser – Level 2 (ADA 2)</b>	\$320 Ind. Member \$330 Org. Member \$340 Non-Member	1 x Online Exam (Closed Book, 50 questions, 2hrs + 15 min reading time, 80% passmark)	Allow up to 150 Hours	20 hours of CPD (including 8 hours Compliance CPD)
<b>Foreign Exchange</b>	\$470 Ind. Member \$490 Org. Member \$520 Non-Member	1 x Online Exam (Closed Book, 40 questions, 1.5hrs + 15 min reading time, 80% passmark)	Allow up to 90 Hours	10 hours of CPD (including 6 hours Compliance CPD)
<b>Margin Lending</b>	\$280	1 x Online Exam (Open Book, 40 questions, 1.5hrs + 15 min reading time, 70%* passmark) <i>*Please note: from 1 February 2015 the exam pass mark is 80%</i>	Allow up to 90 Hours	10 hours of CPD (including 6 hours Compliance CPD)
<b>Margin Lending + Skills</b>	\$370 Ind. Member \$380 Org. Member \$390 Non-Member	1 x Online Exam (Open Book, 40 questions, 1.5hrs + 15 min reading time, 70%* passmark) 1 X Assignment <i>*Please note: from 1 February 2015 the exam pass mark is 80%</i>	Allow up to 130 Hours	20 hours of CPD (including 8 hours Compliance CPD)

Candidates have three (3) months from enrolling to complete each accreditation or twelve (12) months to complete when enrolling for both ADA 1 and ADA 2 at the same time.

\*All Prices are quoted in Australian Dollars and are exempt of GST. Prices are current as of May 2014.

\*\*note, CPD hours can only be claimed once candidate is already RG146 compliant. CPD points may not be claimed if candidate is undertaking Core 1 Accreditation to become compliant.

#### **HOW WILL THE PROFESSIONAL STOCKBROKERS PROGRAM BE DELIVERED?**

The Professional Stockbrokers Program is delivered by DeakinPrime, the corporate education arm of Deakin University and is offered by distance education. Once candidates have enrolled they will receive (within 48 hours) an email from The Stockbrokers And Financial Advisers Association confirming their online registration. Candidates will then receive a confirmation email from DeakinPrime with full details of their enrolment. Materials will be dispatched to candidates from DeakinPrime's Geelong Campus (allow up to 10 working days). Students are supported via an Online Portal. The Welcome email contains a link to the Online Portal. Candidates use the Online Portal to download/upload assignments and access online examinations. Candidates have three (3) months to complete their assessment/s per Accreditation.

### **RE-SIT OR REMARK**

\$250.00 will be charged for candidates who require a re-sit or remark of any Accreditation, Exam or Assignment. Candidates must enrol for a re-sit within 14 Days of failing the exam. They are required to complete the exam within a maximum of 14 days from the date they receive confirmation of registration for the re-sit from the Stockbrokers And Financial Advisers Association. (All Prices are quoted in Australian Dollars and are GST Free).

### **EXEMPTIONS**

Candidates who have completed the former “SDIA Accreditation Program” (ceased 2008) will gain advanced standing in the Professional Stockbrokers Program. Candidates who have not completed the former SDIA Accreditation Program but have achieved RG 146 education compliance in any one or more of the securities, derivatives, managed investments or superannuation product areas may gain exemptions from the generic knowledge and skills components of the program. Exemptions will be granted only on the basis of verifiable evidence of generic knowledge, specialist knowledge and skills competency assessed by a provider. The accreditation of advisers who advise on derivatives traded on the Australian Securities Exchange is a requirement set out in Part 2.4 of the ASIC Market Integrity Rules (ASX Markets) 2010. There are two levels of accreditation (ADA 1 and ADA 2) which the Stockbrokers And Financial Advisers Association offer.

### **ADDITIONAL DOCUMENTS**

Please visit [www.stockbrokers.org.au](http://www.stockbrokers.org.au) to download the following documents:

- Advanced Standing Kit
- Professional Stockbrokers Program Supervisor Guidelines



**Stockbrokers  
And Financial Advisers  
Association Limited**

**TO REGISTER**

**Online:** at [www.stockbrokers.org.au](http://www.stockbrokers.org.au)

**Post:** Download the enrolment form from [www.stockbrokers.org.au](http://www.stockbrokers.org.au), complete and post to: Stockbrokers And Financial Advisers Association, PO Box R1461, Royal Exchange NSW 1225

**Fax:** Download the enrolment form from [www.stockbrokers.org.au](http://www.stockbrokers.org.au), complete and fax to Stockbrokers And Financial Advisers Association on: + 612 8080 3299

**All enquiries & applications should be directed in the first instance to:**

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Telephone: (02) 8080 3200

Fax: (02) 8080 3299

Email: [education@stockbrokers.org.au](mailto:education@stockbrokers.org.au)

Website: [www.stockbrokers.org.au](http://www.stockbrokers.org.au)