Advanced Certificate Program

Comprehensive Financial Plan Construction (CFPC)

Using Integrated Excel-based Financial Planning Tool (XLFP)

CFPC - XLFP Program by Network FP

Program Objective

The objective of CFPC - XLFP program is to train financial advisors and distributors on how to construct a comprehensive financial plan / blueprint for their clients using Network FP's proprietary integrated excel based tool and templates called XLFP.

This powerful training along with tool / templates is a combination of financial advisory & distribution concepts, excel functions and formulas, dealing with client situations, constructing a 30+ page financial plan / blueprint and learn how to have deep value-driven relationships with clients for life.

What Participants Get?

1. **Live Training** – Next Batch - September 28/29/30 – 9 am to 2 pm
2. **Recordings** – for 1 year after live training
3. **Tool & Templates** - XLFP Tool / Templates and authorization / license to use it
4. **Case Studies** - 3 Case Studies to Practice after training
5. **Certificate** – after successful submission of 3 financial plans / blueprints
6. **Support** – Query solving for 3 months after the program

Eligibility Criteria for Registration

CFPC – XLFP Program is an advanced level training and hence the following eligibility criteria is mandatory to attend the program & get the certificate after successful completion;

1) Formal Education – Completed graduation in any stream
2) Industry Education – Completed any one industry exam as directed by SEBI / IRDA / PFRDA / RBI / AMFI. i.e. NISM VA/VB, XA/XB, NSE/BSE Exams etc.
3) Professional Education – Completed any one professional qualifications like QPFP / CFP / CFA / CA / MBA or PG in Related Areas

ProMembers & QPFP Certificants are exempted from submitting any proof of eligibility as they already meet the required eligibility criteria and NFP has the required documents. Others will be required to submit the documents.

Sample of Certificate Issued

network FP
The Network of Personal Finance Professionals

Certificate of Completion

awarded to

Your Name Here

for successfully completing the training & assessment of

Advanced Certificate Program

Comprehensive Financial Plan Construction

on September 28-29-30, 2022 conducted by

Network FP

Advanced Certificate Program

Sadique Neelgund
Director, Network FP

Criteria for Issuing Certificate

Participants after completion of live training / recordings have to prepare and submit 3 live comprehensive financial plans / blueprints. (within 1 month from the live training date). The assignments will be assessed and approved by Network FP before issuing the certificate.

Program Fees

CFPC Program & XLFP Tool Fees - ₹24,000 + gst

Introductory discount for existing Members & Certificants for September Batch Only

For ProMembers – ₹12,000 + gst (50% off)
For XLFP Past Batches Candidates – ₹8,450 + gst
For QPFP Past Batches Candidates – ₹8,450 + gst
For QPFP Candidates of Next Batch – Complimentary (if making lumpsum fee payment). The training for QPFP Candidates will be conducted after the final exams are over.

Get your discount codes from Ruchika on ruchika@networkfp.com / 9892047452

Program Curriculum & Templates

Part 1 - Data Gathering

1. Major Goals - Children's Future, House Purchase, Retirement, Car, Vacations
2. Other Goals, High-end Goals & Financial Well-being
3. Income - Salary, Bonus, Business, Rental etc
4. Expenditures - Household & Lifestyle Expenses, Insurance Premiums etc
5. Regular Investments - RDs, SIPs, Insurance Premiums, PPF/EPF
6. Insurance Policies - Life Insurance, General Insurance
7. Employment Benefits - EPF, Gratuity, Group Insurance etc
8. Investment Assets - Liquid, Debt, Equity, Gold, Real Estate
9. Personal Assets - House, Car & Jewellery
10. Personal Liabilities - Home Loan, Vehicle Loan, Personal Loan
11. Risk Profiling Questionnaire
12. Assumptions - Inflation, Income Growth, Returns, Loan Rates etc

Part 2 - Organizing Current Financials

1. Income Expenditure Statement (Cashflows)
2. Assets & Liabilities Statement (Networth)
3. General Insurance Policies
4. Life Insurance Policies
5. Fixed Deposits & Debt Instruments
6. Mutual Funds
7. Equity Shares

Part 3 – Analysing Future Goals

1. Contingency Funding
2. Life Insurance Needs
3. Complete Insurance Portfolio
4. Children's Future – Education and Marriage
5. Retirement Planning
6. House Purchase
7. Car Purchase
8. International Vacation
9. Other Goals
10. Five Year Cashflows

Part 4 - Final Reporting to Clients

1. Family Financials – Current & Future
2. Client Goals & Objectives
3. Goal-Asset Funding Map
4. One Year Action Plan
5. Recommendations to Client

Part 5 – Others

1. Graphical Representation
2. Customizing templates
3. Linking of sheets
4. Excel Functions and Formulas to be used
5. Designing Pages for own brand

Frequently Asked Questions (FAQs)

1. Do I need to be good/expert in MS Excel?

To join CFPC - XLFP program, it is not mandatory that one needs to be good with Excel. For those who are not well versed with excel, we give pre-training assignment. This will help you come prepared to the training.

2. Will I be able to offer comprehensive financial advisory & distribution services?

Yes, the workshop and templates equip you to prepare comprehensive plans / blueprints and address all aspects of client's money issues. It also gives you the confidence and knowledge to offer a complete bouquet of services under the gamut of financial advisory & distribution.

3. Can I make a basic financial plan or specific goal plans?

XLFP templates are completely flexible. You can always pull out templates/sheets as per client requirements or your service offerings. So you can make goal specific plans or basic plans if you tweak around the templates or pull out just the sheets that are relevant.

4. Can we make the changes as per the client need or address specific situations?

Yes very much. That is the beauty of XLFP templates. It is very flexible and during these 3 days, we will train you what are the formulas & linking has been used in these templates. So there is option for complete customization of financial plan as per client needs.

5. Can I make my own financial plan after this program?

Yes you can and you must do it. We strongly encourage this to all participants. We believe that every individual should have his/her Financial Plan including Financial Advisors / Distributors. This also gives you a lot of confidence to offer it to clients.

6. Can I customize these templates to my brand colours, logo and name?

Yes you can. When you are presenting plan to your clients you want your clients to see your company logo & your brand colour. Taking this into consideration we will train you on how to put your company logo, use your brand colour & insert your name.

7. If I use XLFP, will I not need financial planning softwares?

XLFP is easy, flexible, powerful and affordable. It's an excellent tool to kick-start your practice. However we encourage all the participants to be open to financial planning softwares currently in the marketplace and evaluate new ones as and when they come. Do adopt software that suits your requirement and budget.

8. Can I just buy the XLFP tool and templates? And not attend the training?

We don't give or sell XLFP on a standalone basis. And there is reason to it. We strongly believe that the education component associated with the XLFP tool is very important for the effective use of templates and delivery of services to your clients. This is a very conscious decision we have taken after evaluation and feedback from past participants.

9. Can Mutual Fund Distributors make Financial Plans / Blueprint?

Yes, MFDs can prepare financial plans / blueprint to understand client objectives and needs, analyse their situation, give right asset allocation and then recommend the right mutual funds considering the product suitability. However MFDs should not charge fees as they would be earning commissions on investments made as per the recommendation. The XLFP templates have been designed so that both MFDs & RIAs can use them in their practice.

10. Will Registered Investment Advisors (RIAs) benefit from CFPC - XLFP Program?

Yes, RIAs can offer comprehensive financial planning and wealth management services using XLFP tool & templates. And also charge fees for such services. Many RIAs currently in the marketplace already use XLFP for delivering comprehensive reports and services.

11. Who will be the trainers?

Sadique Neelgund, Founder of Network FP and creator of initial versions of XLFP templates will be the trainer along with 2 more senior practitioners who are actually using XLFP in day-to-day practice and making comprehensive financial plans / blueprints for their clients.

You can expect trainers bring in practical usage of XLFP templates in day-to-day practice in serving your clients with comprehensive financial planning solutions.

Registrations and Assistance

For further assistance, information & registrations, kindly contact Ruchika Mohite on ruchika@networkfp.com / 9892047452. Registrations on first come first serve basis for eligible candidates. Registration & Payment on NFP platform https://learn.networkfp.com