HNW

High Net Worth Certification

ifpas
INSURANCE AND FINANCIAL PRACTITIONERS ASSOCIATION OF SINGAPORE

KAPLAN PROFESSIONAL

About the Insurance and Financial Practitioners Association of Singapore

The Insurance and Financial Practitioners Association of Singapore (IFPAS) is proud to provide the highly-regarded High Net Worth (HNW) Certification in collaboration with our international education partner and course developer, Kaplan Professional Australia.

The HNW Certification combines the academic rigour of higher education theory with practical and relevant outcomes centred on financial planning best-practice. This professional certification represents the pinnacle of achievement, providing formal recognition of the highest standard of competence and skill within the financial advice discipline.

Since 1969, IFPAS has been the leading professional association for financial advisers. We represent the interests of our members on legislative, regulatory and policy-related matters. Our role is to advocate, innovate and inspire on behalf of our members to advance the financial advice profession's social contribution and positively shape consumers' perceptions of the financial services industry.

Renowned for the quality of its programmes, dedicated student support and flexible online learning, Kaplan Professional Australia is a leading provider of specialist financial services education and training. This progressive and customer-focused approach has cemented Kaplan Professional Australia's reputation as the trusted education partner to over 45,000 professionals annually.

Course Provider: Insurance and Financial Practitioners Association of Singapore
Course Developer: Kaplan Professional Australia

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Our Education Philosophy

The philosophy underpinning our executive education programmes is founded on the following principles.

Deep technical knowledge of the financial planning discipline combined with an advanced skill set leads to improved consumer outcomes.

Emotionally intelligent advisers are better equipped to understand their clients' needs and develop effective advice strategies.

Digital capability and engagement are essential skills for advisers to advance in today's online environment, especially post-COVID-19.

HNW Certification

The HNW Certification is designed for financial advice practitioners and executives looking to deepen their understanding of the rapidly expanding high net worth sector in Asia-Pacific. Across the region, there is a growing need for advisers to solve increasingly complex problems for their clients and family offices.

The HNW Certification combines international best practice and local market case studies in family wealth management to equip advisers with the knowledge and expertise to implement a step-by-step process for providing quality financial advice to high net worth individuals.

Through scenario-based assessments, you will emerge with the skills and confidence to design appropriate asset protection and wealth management strategies, and a marketing and communication plan to attract, advise and retain these clients.

Why the HNW Certification?

- Enhance your critical thinking and problem-solving skills to design and implement wealth management strategies for the high net worth sector
- Advance your technical knowledge and expertise to sharpen and expand your professional mindset
- Confidently and transparently develop client-centric advice strategies
- Gain formal recognition of the highest standard of competence and skill in the high net worth sector
- Designed and developed in Singapore for the Asia-Pacific wealth management market, leveraging local and international industry practitioners and adopting best practice
- Learn in a peer-driven digital environment, with direct access to first-class education resources and faculty

Programme Highlights

- Develop specialist financial planning strategies to solve complex problem scenarios for high net worth clients
- Apply behavioural finance and consumer decision-making insights in your high net worth client engagements
- Identify opportunities to provide advice to high net worth clients based on market trends and analysis
- Explore family office and trust structures, and new technical strategies for high net worth individuals and family offices
- Develop your own strategic marketing and communication plan to grow your business in the high net worth market

ASEAN is the world's 5th largest economy[1]

Asia-Pacific is the largest global HNWI region[2]

Asia-Pacific HNWI wealth will surpass US$42 trillion by 2025[2]

1. ASEAN Integration Report 2019
2. Capegemini, Asia-Pacific Wealth Report 2018

Online Learning Experience

This peer-driven programme is delivered through a sophisticated and blended learning approach. Lectures are delivered by international and local practitioners, and these are complemented by first-class online resources, case studies and access to international academic libraries and industry publications.

Live webinars

Interact with industry practitioners and ask questions in real time to complement your learning.

On-demand lectures

Watch lectures as often as you like, from anywhere and any time to suit your schedule.

Discussion groups

Interact with your peers and have your assessment queries answered by specialist faculty.

Private wealth client case studies

Apply your learnings to complex, real-world high net worth client examples.

Curriculum Overview

Subject 1

Private wealth and family office: environment, trends and client focus
Understand the needs and market trends of high net worth clients and family offices, and requirements for providing advice in Singapore and other jurisdictions.

Subject 2

Business structuring and tax considerations (including beyond borders advice)
Analyse legal, business structure and taxation implications for current and potential high net worth individual and family office scenarios.

Subject 3

Estate planning strategies for high net worth individuals and family offices
Establish estate planning objectives and risks, and determine appropriate estate planning strategies.

Subject 4

Insurance solutions and asset protection for high net worth individuals
Assess personal and business risks, and develop appropriate risk management and insurance strategies.

Subject 5

Private wealth investment strategies and portfolio construction
Analyse investment needs and objectives for high net worth individuals and family offices, and develop appropriate investment strategies.

Subject 6

Applied business strategy for high net worth individuals and family offices
Develop a marketing and communication plan to attract, advise and retain high net worth and family office clients.

Admission and Application

Admission Requirements

Experience requirement:

Minimum three years' relevant industry experience in insurance, wealth management and private banking roles within the financial services industry.

Shared values:

IFPAS believes practitioners should maintain the highest personal and professional behaviours to meet community expectations.

Our values of integrity, fairness, and honesty are the foundation of our objective to deliver positive consumer outcomes and enhance the reputation and credibility of financial advisers.

The practitioners and executives admitted to the HNW Certification share the same attitudes and commitments towards championing professional standards and higher education achievement.

Application Process

Multiple annual intake dates available.
Corporate cohorts are welcome and can be arranged to suit an organisation's requirements.

Apply online at **hnwcertification.com**.

Fees and Funding

Institute of Banking and Finance (Singapore) Accreditation

This programme is accredited Level 2 and 3 by IBF under the Skills Framework for Financial Services.

The HNW Certification is a purpose-built programme for experienced financial practitioners, who wish to further their professional career as a recognised Senior Financial Planner within the IBF Skills Framework.

Programme Fees

The total HNW Certification programme fee is $7,500, consisting of a one-time registration fee of $300 and six subjects at $1,200 per subject.

	Fees per subject without Enhanced IBF-STS Funding	*Course commencing from 1 July 2022 to 31 December 2022 Fees per subject with Enhanced IBF-STS Funding*			
		Self-sponsored		**Company-sponsored**	
		IBF-STS 70% funding ‹40 years of age[1]	*IBF-STS 90% funding ≥40 years of age[2]*	*IBF-STS 70% funding ‹40 years of age[1]*	*IBF-STS 90% funding ≥40 years of age[2]*
Registration Fee[3]	**$300.00**	**$300.00**	**$300.00**	**$300.00**	**$300.00**
Tuition Fee	$1,200.00	$1,200.00	$1,200.00	$1,200.00	$1,200.00
IBF Funding	-	($840.00)	($1,080.00)	($785.05)	($1,009.35)
Nett Tuition Fee	**$1,200.00**	**$360.00**	**$120.00**	**$414.95**	**$190.65**

[1] Singaporean Citizens and all Permanent Residents ‹40 years of age, physically based in Singapore.

[2] Singaporean Citizens ≥40 years of age, physically based in Singapore.

[3] A one-time non-refundable Registration Fee of $300 is payable at the commencement of the programme.

Prices are inclusive of 7% GST and in Singaporean Dollars.

IBF enhanced funding is for eligible Singaporean Citizens and Permanent Residents. Candidates must meet the IBF requirements for funding otherwise will be liable for the full tuition fees. For more information on funding eligibility please visit **ibf.org.sg**.