

WEALTH MANAGEMENT LEVEL 5

Distance Learning

R24 750 Vat Inclusive

Obtain a full qualification completing 3 modules

Any person may enrol for an insurance related qualification on NQF Level 5, however, Matric or another NQF Level 4 qualification is a requirement. It would be preferable if the learner has completed the NQF Level 4 qualification in Long Term Insurance or Wealth Management.

In short, we will send you a learner guide, a workbook and an integrated mock exam per module. You will complete all the admin, sign, add your naturally workplace evidence (if applicable) and complete the workbook.

This is followed by a final formative assessment (mock exam) which will show you what, and how, we will assess you in the final summative assessment. It provides us both with the opportunity to identify any gaps that might exist. This process is repeated for all 3 modules. At the end of the 3rd module, you will write one (1) integrated, closed book summative assessment on the full qualification. This needs to be invigilated and written under exam conditions.

Our assessments are practical in nature. We are experts in insurance, assessment and RPL, and you will benefit from our expertise.



The Process

Herewith the step-by-step process that we will follow to register you & how you will complete your qualification

1. Enrolment

Complete the learner registration form, POPI agreement and send this with a certified copy of your ID and Matric Certificate.

2. Getting you started

Once we have received payment, enrolled and registered you, we will send you all of the documents, instructions and due dates via e-mail.

3. Completing the 3 modules

You will use the learner guide and conduct your own personal research to complete the workbook, which you can complete electronically and e-mail back to us. Then you will complete the mock exam (final formative assessment) and e-mail it as well, which we will assess and send back to you so you may see what errors you made, if any.

4. Writing the final summative assessment

Once you have completed all 3 modules and received

feedback on all 3 mock exams, you will schedule the writing of the final summative assessment. This assessment must be completed in writing, under exam conditions. You may not use any resources of any kind, except a calculator, and this assessment must be invigilated.

5. INSETA verification

Once all 3 modules have been completed, we will get your qualification verified with INSETA. Once awarded, they will issue a certificate (which could take some time). We will issue you with a statement of results once verified, whilst we await the official INSETA statement of results and certificate.

6. Class of Business Included

We have included the Class of Business outcomes for the respective line of insurance in the summative assessment. You are welcome to write other Class of Business assessments in addition to the one that will be included.

7. Duration

On average, each module takes around 3 - 4 months to complete. Therefore, on average, the qualification takes around 9 - 12 months to complete, but you are welcome to complete all of it much sooner. It all depends on your commitment, discipline and available time that you have to complete the 3 modules and assessments.

8. Other great news!

We are insurance experts and therefore we give you integrated, practical assessments that make sense! The mock exams show you on what, and how, we will assess you, so there are no nasty surprises when it matters most.



Why choose us?

We are easy to deal with

Life is complicated enough. We are flexible, easy to deal with and just *lekker* people. Enrol any day, write exams at your choosing. We help you get it done as simple as possible and our TAT (turnaround time), is phenomenal!

We care

We genuinely care about you! We understand the pressures, the obstacles and the importance of what you need to do, and we are there for you, and will help where we can.

Help is only one click, or call, away

You will receive links of free videos on YouTube in which we explain what needs to be done and you are welcome to contact us for clarification at any time. Just send a whats app voice-note if we cannot take your call, and we will reply as soon as we can.

We've got you

As a valued learner, we will be there to help you with other requirements further down the line. And apart from us being loyal and dependable, we never leave a soldier behind. If you need RE or Class of Business, or a further qualification, we've got your back! Our RE material and videos are available free of charge on our website, as one of the way in which we show our commitment to the industry and everyone that wants to work in it



Curriculum

National Certificate: Wealth Management

SAQA Qualification ID 66611. NQF Level 5. 120 credits

Last Date for Enrolment: 30 June 2026

Last Day for Achievement: 30 June 2029

1. Purpose of the Qualification

The purpose of the Qualification is to build knowledge and skills required by employees in Wealth Management who have achieved a qualification equivalent to NQF Level 4, preferably in Financial Services, ready to study at level 5. It is intended to empower learners to acquire knowledge, skills, attitudes and values required to operate ethically and responsibly in the highly regulated Financial Services environment and to respond to the challenges posed by the changing nature of the Financial Services Industry.

2. What it offers

The qualification provides a framework for learners to develop competencies related to the Long Term Insurance Sub-Sector, which includes Life Benefits, Retirement Funds and Medical Scheme Administration, as well as the Collective Investment Sub-Sector, Wealth Creation and Wealth Management. It provides a balanced learning experience and an opportunity for learners to apply academic skills in relation to the workplace. The Qualification has relevance for

learners in Retirement Funds and Medical Schemes, Intermediaries including, but not limited to, Financial Advisors, Personal Financial Planners, Financial Services Call Centre Agents, Client Service Providers, Brokers, Broker Consultants, Retirement Fund Consultants, Retirement Fund Administrators, Trust Fund Officers, Product Developers, Consultants who advise on product structure of Retirement Funds, Principal Officers, Trustees, Medical Scheme Consultants, Senior Administrators, Retail Managers who support Advisors, Collective Investment Scheme Managers, Account Executives and Compliance Officers.

3. Outcomes

- Learners who engage in Wealth Management at this level require knowledge and understanding of key terms, concepts, facts, principles, rules, theories, and practices of the main areas of Wealth Management and an ability to select and apply standard methods, procedures and techniques in the context of managing and creating wealth.

- They are required to use their knowledge to evaluate and solve defined, routine and new problems within a familiar context, and to apply solutions based on relevant evidence and procedures in accordance with prescribed organisational and processional ethical codes of conduct, valued and practices.
- They are required to gather, analyse, interpret, evaluate and synthesise information from a range of sources, to select information appropriate to the task or situation and to communicate information reliably, accurately and coherently, in writing and verbally with due regard for conventions around intellectual property, copyright and plagiarism.
- Learners should have the capacity to take responsibility for their own learning and promote the learning of others.
- To gather, analyse, synthesise and evaluate information, manipulate and interpret data and identify needs, communicate information coherently in writing and verbally, and show insight

into current affairs in the sector

- Apply knowledge of economics, investment practices, tax and other financial information to match the needs of the clients to financial products
- Apply knowledge of legislation, ethics, and compliance in the context of the financial services sector in South Africa

4. Entry Level Requirements

Our minimum entry requirements are

- Numeracy, literacy and computer literacy at NQF Level 4

4.1 RPL

Candidates must have a Level 4 qualification and have 5 years' hands-on, active insurance experience and possess technical knowledge in the outcomes of this qualification. It is preferable that learners should first complete the Long-Term Insurance or Wealth Management qualifications at NQF Level 4, before accessing this qualification.

5. Qualification Rules

The Qualification consists of 3 components, namely **Fundamental, Core and Elective**. To be awarded the qualification, learners are required to obtain a minimum number of 120 credits as follows:

Fundamental Component:

The Fundamental Component consists of 39 credits in total which includes communication, research skills, economics and industry knowledge that are generic across all sub sectors in general insurance and investment in particular. All the fundamental unit standards are compulsory.

Core Component:

The Core Component consists of unit standards to the value of 40 credits, all of which are compulsory to complete. These unit standards provide the financial services related, insurance and investment knowledge and skills needed in Wealth Management and Creation including issues of ethics and compliance. They provide an opportunity to develop industry knowledge through research and the application of study skills and ensure that the qualification has a definite Wealth Management focus.

Elective Component:

The Elective Component consists of various different unit standards that reflect the variety and nature of the work roles in Wealth Management, provides for maximum flexibility, allows learners to achieve a qualification that is relevant to the work that they do and enables intermediaries to meet the requirements of the FSCA for licensing and the international requirements of the ISO standards. Application of knowledge of legislation has been included in the unit standards wherever

it is relevant so that the knowledge about legislation is integrated rather than taught in isolation. Learners are required to complete a minimum of 41 credits from the elective component.

8. Exit Level Outcomes and CCFO's (Critical Cross Field Outcomes)

In addition to the outcomes discussed on the previous page, learners should also demonstrate their ability to:

- Identify and solve well-defined problems within the context of Wealth Management
- Work effectively with others
- Organise and manage self
- Collect, organise and critically evaluate information.
- Communicate effectively using visual, mathematics and language skills in the modes of oral and/or written presentations.
- Use science and technology effectively and critically.
- Demonstrate an understanding of the world as a set of related systems.
- Current events and developments that could impact the sector.
- Analyse the needs, wants and risk profile of clients, knowledge of different asset classes, essential methods, procedures and techniques of the financial services industry within the legislated environment to make financial recommendations.

Qualification unit standards

Core Unit Standards

- Apply a researched trend to individual financial risk
- Apply knowledge of the different asset classes in order to give financial advice
- Apply scenario planning to explain potential risk in a specified financial services context
- Determine the needs and wants of an entity in order to propose an appropriate financial solution
- Present a proposal to optimise tax aspects of the wealth management of an entity
- Research information in order to assist in conducting a financial risk assessment
- Apply the principles of ethics to a business environment

Fundamental Unit Standards

- Apply basic economic principles to the financial services sector
- Demonstrate insight into current affairs in the Financial Services Sector

- Demonstrate knowledge and insight into the changing nature of the financial services industry and its consumers
- Demonstrate knowledge and understanding of risk in a Financial Services environment
- Describe the financial life cycle of an individual and how this influences financial decisions
- Present an informed argument on a current issue in a business sector

Elective Unit Standards

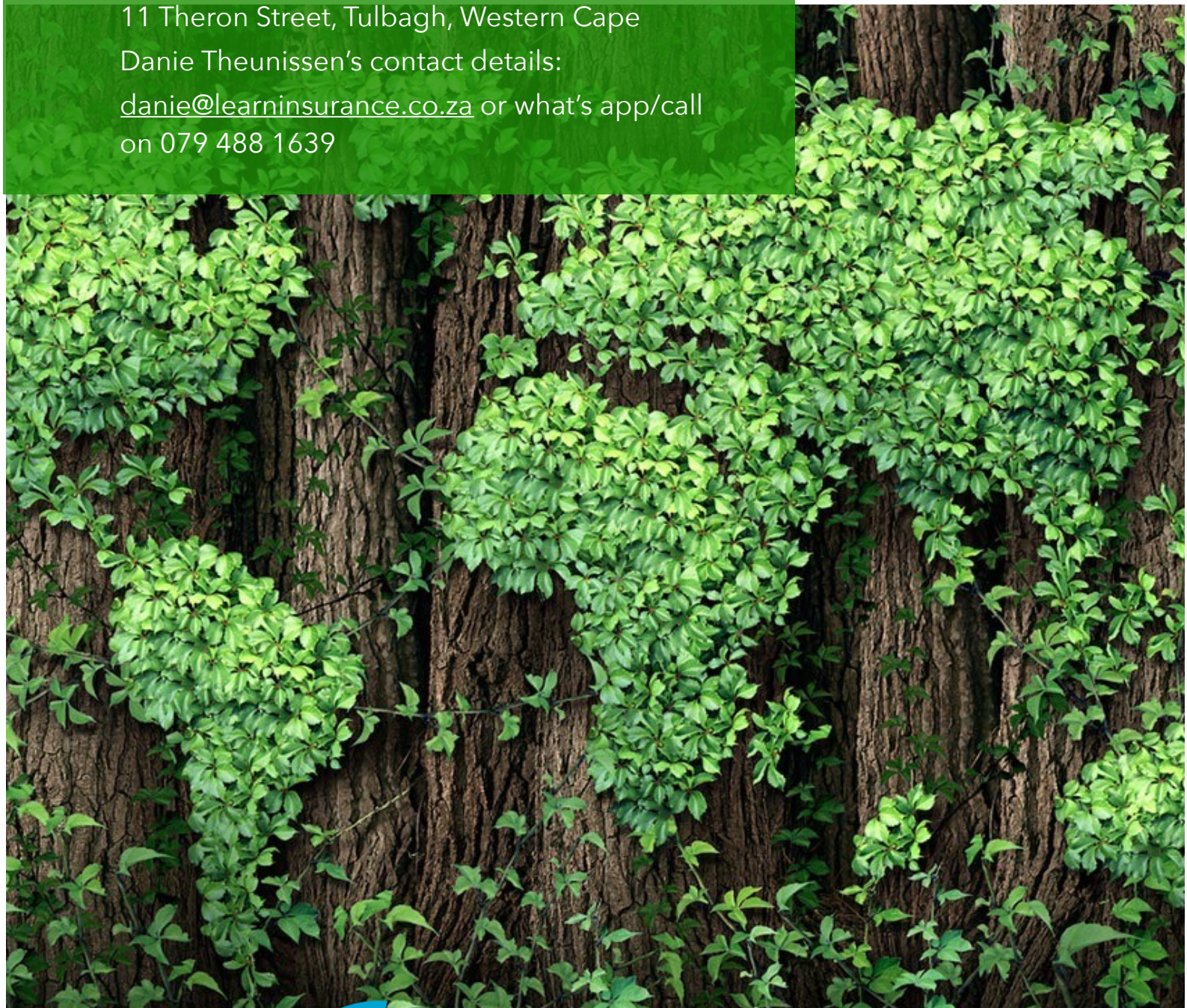
- Apply the regulations for disclosure that are required as part of the financial sales process
 - Demonstrate knowledge and understanding of the Financial Advisory and Intermediary Services Act 2002 (FAIS) Act 37 of 2002 as it impacts on a specific financial services sub-sector
 - Explain South African money laundering legislation and the implications for accountable institutions in transacting clients
- Demonstrate knowledge and understanding of the fundamental principles of risk finance in order to propose an insurance solution
 - Apply technical knowledge and skill to advise an individual on planning for retirement
 - Apply the risk management process to investigate alternatives for risk transfer
 - Apply technical knowledge to explain business risk and possible strategies to finance risk
 - Explain how the life cycle of a business entity affects investment and insurance decisions
 - Apply knowledge and insight to advise on the composition of a financial portfolio

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