equaliFi | ACADEMY

FPA

CERTIFICATE IN FINANCIAL PLANNING & ADVISORY

Session 10: Client Servicing

Content

Sr. No.	Coverage	Duration
1	Investment Scenarios	
2	Regulations	

Section

1. Case Scenario

Client Scenarios

- Scenario 1 - Not enough funds
  – Prioritise financial goals
  – Sell off Assets

- Scenario 2 - Enough assets
  – What to do with extra money
  – Asset Allocation
  – Capital Protection

- Scenario 3
  – Sufficient Funds
  – Risk averse client
  – Charity, Social Service

Section

2. Regulations

Regulations

- AMFI Mutual Funds Distributors = Commission Income
- SEBI Registered Investment Advisers = Fee based advisor
- IRDA License = Insurance Agents
- Post Office Agent
- Other Services

Thank You