

# Financial planning process

## Purpose

This unit enables financial planning professionals to demonstrate advanced technical understanding and skills in providing financial planning advice to clients.

## Learning Outcomes

At the end of this unit, we be able to research and construct a financial plan that demonstrates:

Summary of learning outcomes	
1.	Understanding of the relationship and responsibilities throughout the advice process and the need to establish the scope of the planning brief along with an agreed remuneration strategy, to ensure fair client outcomes;
2.	Understanding and evaluation of the client's personal circumstances and financial status, taking into consideration any vulnerabilities;
3.	Understanding and evaluation of the client's financial objectives, including the importance of prioritising those financial objectives;
4.	Understanding of what is meant by risk (including capacity for loss), the various risks faced by the client and the importance of the client risk profile in formulating a financial plan;
5.	Identifying appropriate assumptions underlying the financial plan;
6.	Evaluation of the different options available to the client with relevant evidence to support suitability;
7.	The ability to formulate an appropriate financial plan based on analysis of client objectives, circumstances and options, taking into consideration the importance of achieving positive and suitable outcomes for the client;
8.	The ability to explain the meaning of any technical terms, the features, benefits and any possible drawbacks of the proposed solutions and the potential consequences of the proposed course of action;
9.	Understanding of the importance of documenting any changes required to the plan and how to document any changes;
10.	Understanding of the review process and its significance in the overall financial planning process.

## Entry guidance

Candidates are recommended to have taken three units at advanced level before progressing to this unit. Advanced technical knowledge across taxation, trusts, pensions and investments is usually required. Depending upon the client scenario, some business planning knowledge might also be required.

## Important notes

- This syllabus will be examined from 1 September 2026 to 31 August 2027.
- Candidates will be examined on the basis of English law and practice in the tax year unless otherwise stated.
- The general rule is that exams are based on the English legislative position three months before the date of the exams.
- Candidates should refer to the CII website for the latest information on changes to law and practice and when they will be examined:
  1. Visit [www.cii.co.uk/learning/qualifications](http://www.cii.co.uk/learning/qualifications)
  2. Select the appropriate qualification
  3. Select your unit from the list provided
  4. Select qualification update on the right hand side of the page

This PDF document has been designed to be accessible with screen reader technology. If for accessibility reasons you require this document in an alternative format, please contact us on [online.exams@cii.co.uk](mailto:online.exams@cii.co.uk) to discuss your needs.

## Available Resources

The following list provides details of further resources which may assist you with your studies.

**Note: The examination will test the syllabus alone.**

The resources listed here: [www.cii.co.uk/learning](http://www.cii.co.uk/learning) will help you keep up-to-date with developments and provide a wider coverage of syllabus topics.

Additional reading material can also be found referenced in an appendix within the study text(s).

## Learning support

There are no case study workbooks for AF5.

Financial planning practice. London: CII. Study text R06.

Regulations and ethics. London: CII. Study text R01.

Investment principles and risk. London: CII. Study text R02.

Personal taxation. London: CII. Study text R03.

Pensions and retirement planning. London: CII. Study text R04.

Financial protection. London: CII. Study text R05.

Trusts. London: CII. Study text J02.

Pension income options. London: CII. Study text J05.

Personal tax and trust planning. London: CII. Study text AF1.

Investment planning. London: CII. Study text AF4.

Pensions transfers. London: CII. Study text AF7.

Retirement income planning. London: CII. Study text AF8.

Revision Courses and Video Revision Training courses.

## Exam papers and test specifications

The last two exam papers and test specifications for review and practice can be found: [www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/exam-papers-and-test-specifications/](http://www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/exam-papers-and-test-specifications/)

## Supporting exam documents

Additional information which is provided in your exam can be found here:

[www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/supporting-exam-documents](http://www.cii.co.uk/learning/qualifications/assessment-information/before-the-exam/supporting-exam-documents)

## Examination guide

The examination guide is available on the unit page via the CII website.

If you have a current study text enrolment, the current examination guide is included and is accessible via **RevisionMate** ([www.cii.co.uk/login](http://www.cii.co.uk/login)). Details of how to access RevisionMate are on the first page of your study text.

It is recommended that you study from the most recent versions of the examination guide.

## Exam preparation

Exam preparation guidance and supporting exam documentation are available via the CII website: <https://www.cii.co.uk/learning/qualifications/assessment-information>.