

Financial planning practice

Purpose

This unit enables candidates to demonstrate their expertise in the application of the financial planning process through combining and applying learning content from **all the other units in the CII RQF level 4 Diploma in Regulated Financial Planning**:

- Financial services, regulation and ethics;
- Investment principles and risk;
- Personal taxation;
- Pensions and retirement planning;
- Financial protection.

Learning outcomes

At the end of this unit, candidates will be able to use technical knowledge and analysis to:

Summary of learning outcomes	
1.	Obtain appropriate client information and understand clients' needs, wants, values and risk profile essential to the financial planning process
2.	Synthesise the range of client information, subjective factors and indicators to provide the basis for financial planning assumptions and decisions
3.	Analyse a client's situation and the advantages and disadvantages of appropriate options
4.	Formulate suitable financial plans for action and explain and justify recommendations
5.	Implement, review and maintain financial plans to achieve the clients' objectives and adapt to changes in circumstances

Important notes

- Method of assessment: Two case studies with short answer questions. Three hours are allowed for this paper.
- This syllabus will be examined from 1 September 2025 to 31 August 2026.
- Candidates will be examined on the basis of English law and practice in the tax year 2025/2026 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
 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

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1. Obtain appropriate client information and understand clients' needs, wants, values and risk profile essential to the financial planning process

- 1.1 Establish and explain the client/adviser relationship and the importance of positive customer outcomes including Consumer Duty;
- 1.2 Establish clients' aims and objectives, their needs and wants, values and priorities;
- 1.3 Explain the different types of financial risk, and how the different types of risk apply to clients;
- 1.4 Establish the client's risk profile and explain what this means in terms the client will understand.

2. Synthesise the range of client information, subjective factors and indicators to provide the basis for financial planning assumptions and decisions

- 2.1 Recognise any potential inconsistencies in client information, subjective factors or indicators;
- 2.2 Identify where additional information is required and ask appropriate questions.

3. Analyse a client's situation and the advantages and disadvantages of appropriate options

- 3.1 Analyse a client's situation;
- 3.2 Identify gaps in a client's current financial provision and identify how the client's financial provision could be improved;
- 3.3 Examine the options available and their respective advantages and disadvantages.

4. Formulate suitable financial plans for action and explain and justify recommendations

- 4.1 Formulate a suitable financial plan and make recommendations;
- 4.2 Explain and justify your recommendations;
- 4.3 Explain any risks or limitations in the plan.

5. Implement, review and maintain financial plans to achieve the clients' objectives and adapt to changes in circumstances

- 5.1 Explain how the plan is to be implemented;
- 5.2 Conduct reviews at appropriate times using appropriate benchmarks and adapt to changes in circumstances.

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 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

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

Financial services, regulation 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.

Revision Courses, Audio Revision, Video Revision, Key Facts Booklet, and E-Learn are included with Enrolment plus (excluding Video Revision), or available at an additional cost (delivered via RevisionMate).

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/

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/

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** (ciigroup.org/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: www.cii.co.uk/learning/qualifications/assessment-information