THE AMERICAN COLLEGE

Stand out from the crowd...

LUTCF & FSS

Sales Training and Development Designations

Take advantage of the strategic partnership between Insurance and Financial Practitioners Association of Singapore (IFPAS) and The American College to earn these valuable credentials.

Learn it, Live it

Why LUTC and FSS courses? Because you'll get:

- **Achievement.** Increase your production and income.
- **Interaction.** Benefit from live coaching, mentoring, and networking.
- **Relevance.** Learn from up-to-date study materials written by industry experts.
- **Practical.** Supplement knowledge with experience.
- **Essential.** Get the basics of prospecting, meeting client needs, business insurance, estate planning, and more.

For new financial planning and insurance professionals and support staff:

- Helps get your career off to a fast and productive start.
- Fine-tunes your marketing and prospecting skills.
- Improves the quality of service from sales support professionals.

For Experienced professionals:

- Sharpens your sales skills.
- Enhances your technical product knowledge.
- Increases your understanding of planning and insurance applications.

Designed for students who like face-to face interaction with moderators and peers.

<table>
<tr><th>MODULES</th><th>LUTCF DESIGNATION</th><th>FSS DESIGNATION</th><th>LUTCF & FSS DESIGNATIONS</th></tr>
<tr><td>FA 200</td><td rowspan="6">Choose any 5 Modules</td><td rowspan="6">Choose any 3 modules from FA 200 to FA 261& 264</td><td>Y</td></tr>
<tr><td>FA 201</td><td>Y</td></tr>
<tr><td>FA 202</td><td>Y</td></tr>
<tr><td>FA 251</td><td>Y</td></tr>
<tr><td>FA 261</td><td>Y</td></tr>
<tr><td>FA 264</td><td>Y</td></tr>
<tr><td>FA 290</td><td>Y</td><td>Y</td><td>Y</td></tr>
<tr><td>FA 262</td><td></td><td>Y</td><td>Y</td></tr>
<tr><td>FA 263</td><td></td><td>Y</td><td>Y</td></tr>
<tr><td>Total Modules required*</td><td>6 modules</td><td>6 modules</td><td>9 modules</td></tr>
</table>

**** To complete modules within a 5 year time frame.***

**** Y - Compulsory/Mandatory***

Your LUTC and FSS programs of study

Course	
FA 200 - ***Techniques for Prospecting (Prospect or Perish)***	**FA 262** - ***Foundations of Financial Planning (An Overview)***
Identifying, selecting & approaching prospects	Six-step financial planning process
Creating prospect awareness, target marketing concepts & qualifying prospect	Insurance, investment & risk management planning
Overcoming psychological barriers to prospecting	Income tax, retirement & estate planning
Strategic, tactical & operational business planning processes	Employee benefits, CPF and MediShield
FA 201 - ***Techniques for Exploring Personal Markets***	**FA 263** - ***Foundations of Financial Planning (The Process)***
Penetrating the personal markets using life-cycle marketing strategy	Eight-step selling/planning process
Market segmentation	Identifying markets & prospects
Recognising the common insurance and financial needs of your clients	Time-value of money, asset allocation, financial planning application
Application of the life-cycle marketing strategy into practice	Effective communication skills
FA 202 - ***Techniques for Meeting Client Needs***	**FA 264** - ***Foundations of Investment Planning***
Introduction of sales/planning process	Overview of investment planning process
Total-needs selling, consultative selling process & the needs for personal cover	Securities markets, regulations & tax issues
Fact finding process, implementation & servicing	Investment returns & investment risk
Relationship building	Examining the various types of investment products
FA 251 - ***Essentials of Business Insurance***	**FA 290** - ***Ethics for the Financial Services Professional***
Business continuation upon the death of business owner	Ethical business decisions in the financial services industry
Buy-sell agreements planning	Legal, compliance and practice standards
Key-man insurance planning	Ethical approaches to placement, suitability & risk of financial products
Basic estate planning for business owner	Continuing education credits CPD
FA 261 - ***Foundations of Retirement Planning***	
Examining the retirement planning process	
Discusses the role of CPF, SRS, MediShield & ElderShield	
Accumulation of retirement fund using various vehicles	
Estate planning and distribution needs	

Course Fee

Tuition fee for IFPAS members are $800 (excluding GST) per Module except for FA 290 which is at $299. This includes all study materials, and the final examination. Non-members are to pay a surcharge of $180 per module.

Each module is equivalent to 8 sessions of 2.5 hours per session.

CPD hours will be advised.

Ready to drive your income higher?

Act Now!

Call the Education Department @ IFPAS (65) 6535 1221 or email at Education@ifpas.org.sg for more details.