



PRIVATE CLIENT INVESTMENT ADVICE & MANAGEMENT A STAND-ALONE HIGHER-LEVEL QUALIFICATION

The Chartered Institute for Securities & Investment (CISI)

Based in the City of London, at the heart of the world's leading international market-place, the CISI offers a range of investment qualifications that enable financial service practitioners to achieve competence and high-level expertise in order to foster strong and sustainable careers.

Building and maintaining professionalism and trust underpin all the activities that the CISI provides for its students and members.

Who should study for the Certificate in Private Client Investment Advice & Management?



The **Certificate in Private Client Investment Advice & Management (PCIAM)** has been designed to enable existing Financial Services Authority (FSA)-authorised practitioners to demonstrate their broad understanding of the principles of private client investment advice, within the context of the current regulatory environment. Successful candidates will be able to structure a suitable portfolio, selecting from a range of financial products, which meets client objectives and is based on the key principles of Know your Customer. They will also be able to undertake regular portfolio reviews and evaluations to ensure continued adherence to client objectives.

Benefits for individuals

- ✓ Meets FSA step-change requirements announced as part of the RDR review
- ✓ One exam which enables existing practitioners to demonstrate a higher level of professional competence rather than taking a combination of new level 4 exams
- ✓ The syllabus reflects real situations and issues encountered by practitioners on a daily basis

Benefits for employers

- ✓ Enables compliance with new step-change requirements, while retaining existing staff expertise and experience
- ✓ One narrative exam covering the core areas such as regulation and ethics, investment principles and risk, taxation and planning
- ✓ Allows more lead-in time for compliance with step-change requirement deadline (end of 2012)
- ✓ Avoids the need to take a combination of new appropriate lower level exams

Retail Distribution Review (RDR)

Under the FSA's Retail Distribution Review (RDR), investment advisers are required to have a level 4 or higher qualification.

The **Certificate in Private Client Investment Advice & Management** meets the step-change requirements to Ofqual benchmark level 4 qualifications proposed in the FSA's RDR Feedback Statement. Accredited by Ofqual as a level 6 qualification, the **Certificate** covers the four core areas required by the FSA which are: regulation and ethics; personal taxation; investment principles and risk; and the practical application of technical knowledge.

The **Certificate in Private Client Investment Advice & Management** is supported by the Financial Skills Partnership and endorsed by the FSA as an appropriate qualification. The FSA has stated that those who hold a qualification at current level 4 or above, such as this stand-alone certificate, will be able to bridge any gap between the current and the new exam standards through appropriate continuing professional development.

Want to know more about the RDR and how it will affect you? Go to cisi.org/rdr

“**PCIAM** is the most comprehensive exam available to those engaged in advising high net worth individuals”

Mark Stone, Chartered MCSI, Senior Associate, Quilter and CISI PCIAM Award Winner

Summary syllabus

FINANCIAL ADVICE WITHIN A REGULATED ENVIRONMENT

Assess the implications of the UK legal and regulatory framework as they apply to the provision of private client investment advice.

- ✓ FSMA 2000
- ✓ MiFID and CRD
- ✓ The FSA's Principles and Conduct of Business Rules
- ✓ Treating Customers Fairly

INVESTMENT TAXATION

Assess the impact of taxation on the evaluation of investments and the provision of investment advice.

- ✓ Income tax
- ✓ Capital gains tax
- ✓ Inheritance tax
- ✓ Offshore tax

FINANCIAL MARKETS

Evaluate the relevance of market-related factors that can influence investment decisions, processes and advice.

- ✓ World financial markets
- ✓ UK financial markets

TRUSTS AND TRUSTEES

Understand the principles and key features of trusts and the law governing their creation and management.

- ✓ Trusts and trust legislation
- ✓ Taxation of trusts

PRINCIPLES OF FINANCE ADVICE

Recommend suitable investment products for individual customers.

- ✓ Fiduciary, ethical and regulatory responsibilities
- ✓ Client objectives and constraints
- ✓ Investment strategies

FINANCIAL INSTRUMENTS AND PRODUCTS

Differentiate between the investment asset classes, financial instruments, products and schemes that are available in the UK in terms of key features, potential risk and reward, pricing and market availability.

- ✓ Bank and building society savings accounts
- ✓ National Savings & Investments
- ✓ Government and corporate debt
- ✓ Share capital
- ✓ Financial derivatives
- ✓ Unit trusts and OEICs
- ✓ Exchange-traded funds
- ✓ Investment trusts
- ✓ ISAs and child trust funds
- ✓ Private equity schemes
- ✓ Life assurance and protection products
- ✓ Pensions provision and eligibility

How is the qualification assessed?

The qualification consists of one unit which is assessed by a three-hour written exam comprising:

- Section A: Ten compulsory short-answer questions; 40% of the marks
- Section B: One essay from a choice of three; 20% of the marks
- Section C: One compulsory question based on a case study; 40% of the marks

Are there any entry requirements?

Yes, for new advisers or returners to the sector there are entry requirements. There are no entry requirements for existing authorised advisers. Please visit cisi.org/pciamp for more details. New entrants to the sector should complete a qualification from the appropriate exam list in the normal way, such as the **CISI Masters in Wealth Management** or the **CISI Investment Advice Diploma**.

Ofqual Accredited

The CISI has been recognised as an Awarding Body by the Office of Qualifications and Examinations Regulation, so both individuals and firms can be assured that the CISI's processes, policies and systems meet rigorous quality assurance standards. **Private Client Investment Advice & Management** has been accredited by Ofqual as a stand-alone qualification at level 6. Success in this qualification carries with it 20 credits. On the European Qualifications Framework this equates to a level 6 qualification. For further information visit cisi.org/eqf

How can I study for the qualification?



Many successful candidates for CISI qualifications take a self-study route, using the CISI's study aids. Designed in conjunction with industry practitioners, the CISI's **Private Client Investment Advice & Management** workbooks support candidates in successfully obtaining the qualification.

Formal training is available through CISI accredited training providers (ATPs). The CISI accredits providers that demonstrate that they can deliver high quality training and support candidates preparing to sit CISI exams.

The recommended study time for the **Certificate in Private Client Investment Advice & Management** is 200 hours. Special revision briefings are arranged by the CISI for candidates who have not taken an exam for some time. They focus on exam technique and preparation rather than the subject matter of **Private Client Investment Advice & Management**. Please email simon.walker@cisi.org for further details.

Where can I sit the exam?

Exam centres are in Birmingham, Bournemouth, Bristol, Edinburgh, Glasgow, Guernsey, Isle of Man, Jersey, Leeds, London and Manchester. The exam is also available overseas.

For a list of exam centres visit cisi.org/p&p

Prices

Visit cisi.org/prices to ascertain current prices.

How do I register for the Certificate in Private Client Investment Advice & Management?

- Step 1: Pay a one off qualification registration fee
- Step 2: Book your exams
- Step 3: Complete a Qualifications Registration Form (QRF) at cisi.org/qrf

The exam dates are shown on the narrative exam timetable - cisi.org/examtimetable

Please note exam booking closes approximately eight weeks before the exams.

Because **Private Client Investment Advice & Management** deals with real issues and likely scenarios, passing the exam increased my competence and developed my confidence. The format of the qualification really tested my knowledge; passing proved to me that I know the subject.

*Chris Harris-Deans, Chartered FCSI
Senior Branch Director, Charles Stanley & Co*

CISI membership

Candidates automatically receive free membership for 12 months from the date of completion of the QRF. This is extended at no extra cost if a candidate does not complete the qualification within 12 months.

Student membership benefits include:

- ✓ *Securities & Investment Review* online
- ✓ discounts on conferences and training courses
- ✓ an online dictionary of securities & investment terms
- ✓ four free CPD events per year

Candidates successfully completing the **Certificate in Private Client Investment Advice & Management** are eligible to become CISI Members (MCSIs).

CISI membership enables you to develop your career, increase your competence and maintain the highest standards of personal integrity. The programme of free professional benefits assists you to keep up to date with the industry.

For more information on membership visit cisi.org/membership

CISI CPD Scheme

With ever-increasing regulatory focus on firms' commitment to competence and compliance, firms need to demonstrate that their staff not only achieve initial competence though the acquisition of knowledge but also the refinement and development of existing skills to maintain their competence. The CISI provides the perfect platform from which companies as well as practitioners can demonstrate their commitment to maintaining staff competence.

The CISI has a formal scheme which enables members to log appropriate learning that they carry out in order to achieve a recommended 35 hours CPD a year. Members who register for a CISI exam will automatically have their CPD hours added to their log. The scheme is open to all non-student categories of membership.

CISI members demonstrate their commitment to professionalism and ongoing learning with free use of the scheme.

For more information on CPD visit cisi.org/cpd

Progression

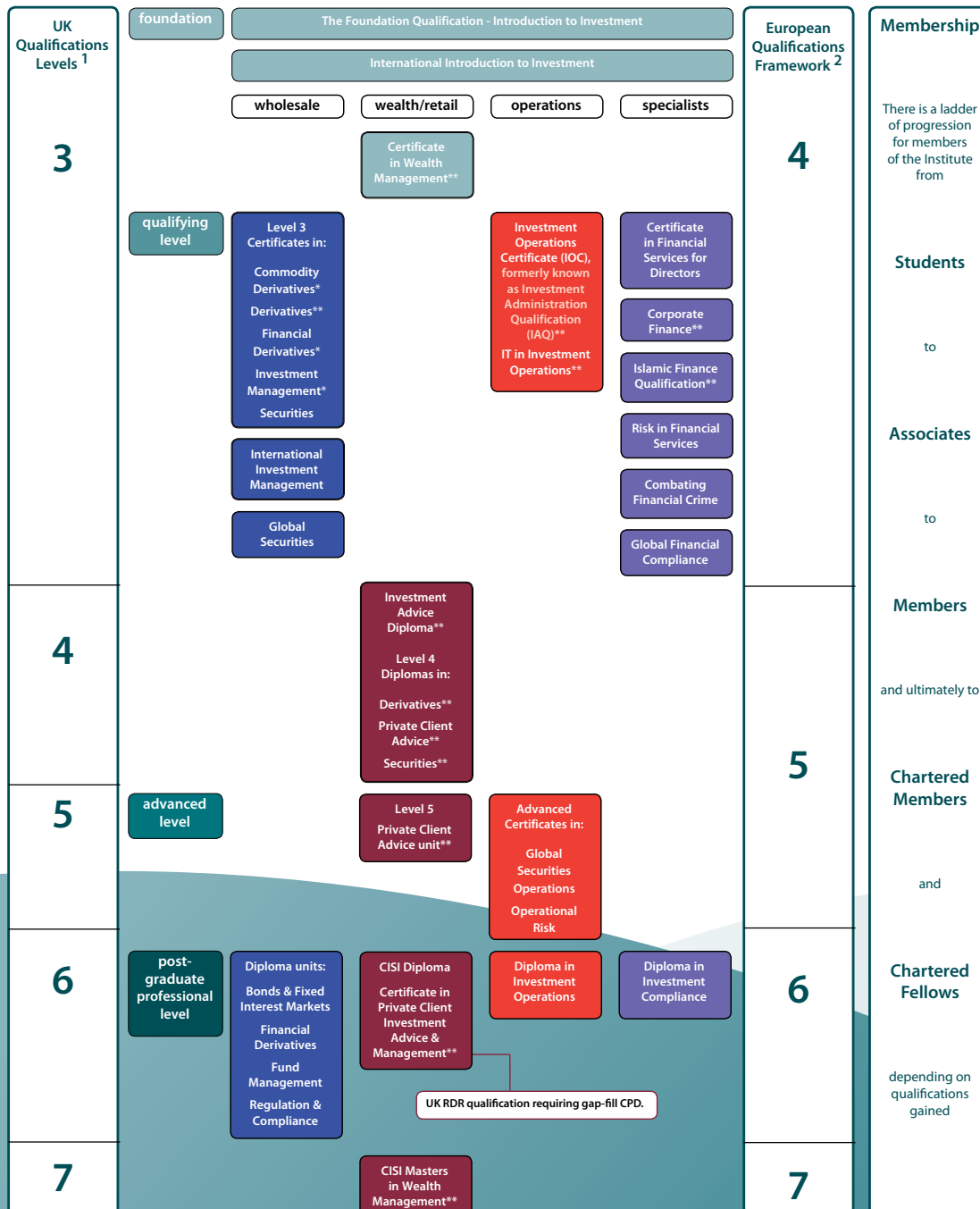
The **Certificate in Private Client Investment Advice & Management** is a professional qualification pitched at graduate level. Holders of the **Certificate in Private Client Investment Advice & Management** will be granted an exemption from unit 1 of CISIM, Financial Markets, and can progress straight to unit 2 of the CISIM, Portfolio Construction Theory.

For more information visit cisi.org/cisimasters

“ Since its launch, Brewin Dolphin has promoted **PCIAM** as a test of an individual’s ability to apply broad investment knowledge to practical scenarios in order to provide suitably tailored, narrated solutions. This is, after all, how the real world works.

Bruce Herrington ACSI, Senior Competency Manager Brewin Dolphin

The Qualifications and Credit Framework



1. This column is a guide only. Within the chart, National Qualifications Framework* and Qualifications and Credit Framework** accredited qualifications are marked accordingly.
 2. The European Qualifications Framework is an overarching qualifications reference framework that links the qualifications of different countries together.

CERTIFICATE IN PRIVATE CLIENT INVESTMENT ADVICE & MANAGEMENT