

**SKILLS FRAMEWORK FOR FINANCIAL SERVICES
TECHNICAL SKILLS AND COMPETENCIES (TSC) REFERENCE DOCUMENT**

TSC Category	Investment and Financial Management					
TSC	Wealth Planning Administration					
TSC Description	Manage, review and administer proposed wealth planning tools and/or structures, in accordance with the organisation's policies and procedures and wealth planning laws and regulations					
TSC Proficiency Description	Level 1	Level 2	Level 3	Level 4	Level 5	Level 6
			FSE-FIN-3028-1.1	FSE-FIN-4028-1.1	FSE-FIN-5028-1.1	
			Assist in managing and administering proposed wealth planning tools and/or structures	Manage administration of proposed wealth planning tools and/or structures	Oversee administration of proposed wealth planning tools and/or structures in adherence to wealth planning laws and regulations as well as perform ad-hoc client servicing activities to maintain client relationships	
Knowledge			<ul style="list-style-type: none"> Funding concepts of investment and bank accounts Account servicing strategies Wealth planning laws and regulations 	<ul style="list-style-type: none"> Wealth structure creation processes Wealth planning laws and regulations Roles and responsibilities of key stakeholders involved in structure creation Relationship management techniques 	<ul style="list-style-type: none"> Wealth structure creation processes Wealth planning laws and regulations Roles and responsibilities of key stakeholders involved in structure creation Relationship management techniques Organisation's policies and procedures in wealth planning 	
Abilities			<ul style="list-style-type: none"> Execute client acceptance and on-boarding procedures in accordance with the organisation's policies and procedures Perform periodic reviews and updates of customer accounts including ongoing due diligence Assist in the implementation of the proposed wealth and 	<ul style="list-style-type: none"> Identify business opportunities and design account plans Manage client acceptance and on-boarding procedures Perform quality assurance on periodic reviews and updates of client accounts Perform ongoing client due diligence 	<ul style="list-style-type: none"> Oversee client acceptance and on-boarding procedures to ensure evidence and relevant supporting information is obtained Oversee quality assurance on periodic reviews and updates of client accounts Manage ongoing client due diligence 	

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			<p>estate planning tools and/or structures</p> <ul style="list-style-type: none"> • Adhere to organisation's policies and procedures as well as wealth planning laws and regulations during implementation 	<ul style="list-style-type: none"> • Conduct implementation and periodic reviews related to the proposed wealth and estate planning tools and/or structures • Adhere to the organisation's policies and procedures as well as wealth planning laws and regulations while managing administration of proposed wealth and estate planning tools and/or structures • Build client relationships 	<ul style="list-style-type: none"> • Manage and oversee implementation and periodic reviews related to the proposed wealth and estate planning tools and/or structures • Monitor administration of proposed wealth and estate planning tools and/or structures in accordance with the organisation's policies and procedures, wealth planning laws and regulations • Build client relationships • Manage ad-hoc client servicing activities 	
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