

FINANCIAL PLANNING (FIP)

About the Program

This eight-month graduate certificate program prepares you to become specialized in one of the fastest growing sectors in financial services. The curriculum will equip you with a skillset for working in client-facing and behind-the-scenes roles with banks; trust companies; insurance companies; and investment, wealth management and financial planning firms. You will also learn to manage your personal finances, provide financial advice to the public and pursue industry-demanded certifications.

Credential Awarded

Ontario College Graduate Certificate

Duration

2 Semesters (8 Months)

Start

September, May

Program and Course Delivery

This program is offered in Seneca's flexible delivery format, with some courses delivered online. For courses offered in the flexible delivery format, professors use innovative learning spaces and technology to teach students in a classroom or lab and broadcast in real time to students attending remotely. In flexible courses, students have the choice of coming on campus or learning online.

Skills

Throughout this program you will develop the following skills:

- communication
- critical thinking
- financial planning
- interpersonal and relationship skills
- teamwork and collaboration

Work Experience

Field Placement

To support your learning, a field placement work experience must be completed. This experiential learning opportunity will provide you with the opportunity to apply the knowledge and skills you learned in a financial planning setting, while also gaining valuable work experience.

This experience requires you to engage in a minimum of 140 hours of financial planning-related employment activities during your studies. The field placement experience is an unpaid or paid position that is available to students who are in good academic standing with Seneca and who meet all identified requirements prior to participating in the field placement experience. While eligibility for participation does not guarantee that a field placement position will be secured, students are supported every step of the way by Seneca in locating, applying and obtaining a field placement experience with industry partners.

As an alternative to a field placement, you may complete an industry project that allows you to demonstrate your learning while gaining experience that will help you improve your employment opportunities.

Your Career

Graduates of the program can explore the following career options:

- employed and self-employed financial services professionals
- personal bankers
- financial advisers/planners
- investment representatives
- insurance agents/brokers
- financial planning support associates

Professional Certifications

Successful completion of this program is the first step in obtaining the following industry certifications and designations that are in high demand:

- Canadian Securities Course (CSC®)
- Certificate in Financial Services Advice (CFSA)
- Personal Financial Planner (PFP®) designation
- Qualified Associate Financial Planner™ (QAFP™) designation
- Certified Financial Planner (CFP®) designation

Students enrolled in this program have the opportunity to complete the Canadian Securities Course (CSC®) (<https://www.csi.ca/en/learning/courses/csc/>) — a prerequisite for employment in many areas of the financial services industry. Successful completion of the CSC and this program will allow students to obtain their Certificate in Financial Services Advice (<https://www.csi.ca/en/learning/certificate-pathways/cfsa/>).

Graduates of this program will be eligible to proceed to the following steps on the pathways to certification:

- step two of three on the pathway to PFP® certification (<https://www.csi.ca/en/learning/designation-pathways/pfp/>)
- step two of five on the pathway to QAFP™ certification (<https://www.fpcanada.ca/students-and-candidates/paths-to-certification/path-to-qafp-certification/#step2>)
- step three of six on the pathway to CFP® certification (<https://www.fpcanada.ca/students-and-candidates/paths-to-certification/direct-path-to-cfp-certification/>)

Pursuing these certifications requires the completion of additional courses, examinations, and/or work experience, all of which involve additional costs.

Program of Study

Course Code	Course Name	Weekly Hours
Semester 1		
CDF101	Career Development for Financial Planning Professionals	3
CSC101	Canadian Securities Course I	3
FIP501	Foundational Financial Planning and Financial Management	3
FIP502	Planning for Retirement, Education and Individuals with a Disability	3
FIP503	Income Tax Planning	3

FIP504	Risk Management and Estate Planning	3
PTS101	Personal Income Tax Planning Software	3
Semester 2		
CSC102	Canadian Securities Course 2	3
FIP506	Investment Planning	3
FIP507	Advanced Financial Planning	6
FIP508	Financial Planning Software	3
FIP509	Financial Planning Behaviour	4
FPL210	Field Placement - Financial Planning	3

Note: Courses are offered in cooperation with the Canadian Institute of Financial Planning (CIFP) and are accredited by the Financial Planners Standards Council of Canada. Graduates must also successfully complete the four (4) hour CIFP preparation exam in order to qualify to write the first CFP exam through the Financial Planning Standards Council. Students must register for CSI and CIFP courses at additional costs.

Program Learning Outcomes

This Seneca program has been validated by the Credential Validation Service as an Ontario College Credential as required by the Ministry of Colleges and Universities.

As a graduate, you will be prepared to reliably demonstrate the ability to:

- Integrate ethical decision-making processes into all aspects of the financial planning profession.
- Apply recognized financial planning principles and industry standards to the systematic analysis of financial position and requirements.
- Prepare accurate and relevant financial plans manually and electronically.
- Integrate economic and personal information necessary for effective financial planning decisions.
- Compare, contrast, and select, from appropriate financial products and services, investment planning and counseling services for the public according to industry standards, including taxation counseling.
- Effectively market financial products through the development of an inventory of prospective clients, following up with individual sales strategies in pursuit of new and renewal business.
- Recognise potential tax and legal implications within a financial planning situation.
- Identify and apply written and verbal client-focused communication styles and strategies.
- Research market opportunities and implement a business plan in support of client needs, as well as student career choices.

- Qualify to challenge the Certified Financial Planner (CFP™) and to be fully licensed with the IDA/MFDA.
- Provide recommendations and options to the public for managing risk involving life and health insurance products.

Admission Requirements

- Ontario university/college degree, college diploma or equivalent.
- Applicants with an equivalent combination of partial postsecondary and at least two years of related work experience may be considered for admission. A relevant resumé and references must be provided.
- English proficiency (<https://www.senecapolytechnic.ca/registrar/canadian-applicants/admission-requirements/english-proficiency.html>) for graduate certificates

Canadian citizens or permanent residents educated outside of Canada must provide a World Education Services (WES) or ICAS Canada credential evaluation.

Notes

Graduates of the three-year Business Administration — Financial Planning (BAF) (<https://www.senecapolytechnic.ca/programs/fulltime/BAF.html>) program, or a similar program at an Ontario college, are not eligible for this graduate certificate program.

International Student Information

International admissions requirements vary by program and in addition to English requirements (<https://www.senecapolytechnic.ca/international/apply/how-to-apply/admission-requirements/english-requirements.html>), programs may require credits in mathematics, biology, and chemistry at a level equivalent to Ontario's curriculum, or a postsecondary degree or diploma, equivalent to an Ontario university or college. Program-specific pre-requisite courses and credentials are listed with the admission requirements on each program page. To review the academic requirements please visit: Academic Requirements - Seneca, Toronto, Canada ([senecapolytechnic.ca](https://www.senecapolytechnic.ca)) (<https://www.senecapolytechnic.ca/international/apply/how-to-apply/admission-requirements/academic-requirements.html>).

Pathways

As a leader in academic pathways, we offer a range of options that will allow you to take your credential further in another Seneca program or a program at a partner institution.

To learn more about your eligibility, visit the Academic Pathways (<https://www.senecapolytechnic.ca/pathways.html>) web page.