FINANCIAL PLANNING WEEK

7-11 OCTOBER 2019

CISI
CHARTERED INSTITUTE FOR SECURITIES & INVESTMENT

WHAT TO EXPECT: FINANCIAL PLANNING SURGERIES

The format of a session tends to depend on the respective firm or CFP™ professional, and how they choose to operate. The CISI envisages a surgery will take a very similar approach to that of an initial meeting that you would set up with any prospective client.

BEFORE:

In advance of your meeting, you may wish to send an email to the enquirer with the following details

1. Give them some background on financial planning by sending them to this webpage: **cisi.org/cisiweb2/fpweekmicrosite/what-is-financial-planning**
2. Send them a link to Truth Lite, a basic version of planning software: **www.financialplanning.org.uk/Wayfinder/Prestwood-Financial-Planning-Tool**
3. A feedback form for them to complete after the session **cisi.org/fpwfeedback**

DURING:

These are a few points the CISI suggest you follow

- The key aim is to give the enquirer the opportunity to discover what a genuine financial planning process looks and feels like, to ask questions, gain information and guidance on how they can improve their financial situation. The decision as to whether or not you will use cash flow modelling to talk through scenarios is yours to make, but it would be encouraged wherever possible.
- Consider using some kind of pre-meeting questionnaire. If you don't have one that you would typically use, take a look at TruthLite.
- Be prepared to discuss particular issues that will be raised by the enquirer at the meeting.
- The surgery should last around one hour and can take place face-to-face, by telephone, or through skype.
- Surgeries are not intended to provide regulated investment advice.

FOLLOWING UP:

This is entirely your decision. If you feel that it is appropriate and that the individual or couple might fit your client profile you are welcome to do so, as long as you obtained their consent at the meeting or otherwise.

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