

FINANCIAL PLANNING AND WEALTH MANAGEMENT PROGRAM

The **FINANCIAL PLANNING AND WEALTH MANAGEMENT** program is designed to provide students with a solid understanding of the concepts and techniques used by wealth management advisors to assist individual and institutional clients. As the industry continues to evolve, students will gain the necessary skills to help firms meet the expanding needs of their client base.

TOPICS		SKILLS	
▶ Planning process	▶ Tax planning	▶ Critical thinking	▶ Relationship management
▶ Cash flow and balance sheet	▶ Insurance & risk management	▶ Oral communication skills	▶ Behavioral finance
▶ Debt/liability management	▶ Retirement planning	▶ Written communication skills	
▶ Investment planning	▶ Estate planning		

COURSES

Students who complete all 6 classes in the program will satisfy the education requirement to be eligible to sit for the CFP exam upon graduation. Students will come away with a solid understanding of the techniques of planning along with interpersonal skills required for success.

CLASS	DESCRIPTION
FI 311 FINANCIAL MANAGEMENT	Overview of financial management. Analysis of financial statements, markets, and assets. Risk and valuation, corporate budgeting, and investment decisions. International and ethical implications.
FI 312 INTRODUCTION TO INVESTMENTS	Theoretical and empirical analyses of securities. Risk and return formation. Security analysis and concepts of market efficiency. Common stocks, bonds, options, futures, and mutual funds.
FI 370 INTRODUCTION TO FINANCIAL PLANNING AND WEALTH MANAGEMENT	All components of financial planning are covered with an emphasis on general principles, investment planning, and personal retirement planning.
FI 380 PRINCIPLES OF RISK MANAGEMENT AND INSURANCE	Overview of the various techniques for measuring and managing risk. The focus is on risks related to mortality, health-related expenses, property damage, and product liability.
FI 460 ESTATE AND INCOME TAX PLANNING	Examines estate and income tax planning issues pertinent for the financial planner.
FI 470 ADVANCED WEALTH MANAGEMENT	Covers employee benefit retirement planning issues along with multiple case studies. The culmination of the course is the preparation of a financial plan for a high net worth family.

