

# Financial Services 101

Financial Education Professionals Pty Ltd is a specialist financial training company providing professional education, continuing training and assessment services for financial institutions in the wholesale financial markets, such as asset managers, investment banks and custody firms.

This brochure outlines a series of short, targeted financial services workshops. These workshops are designed to provide broad foundation knowledge and introductory concepts for people who work within and around financial services, but do not require in-depth technical knowledge.

Once candidates undertake the Core Module, they can then choose electives modules to broaden their knowledge into specific aspect of financial services. In addition, we can develop a tailored module to work with your existing training and business model.

All workshops are delivered on an in-house basis. There are no assessments. Each workshop carries 1 CPE point per hour. The workshops in the series are:

- Core: Financial Services Fundamentals (3 hours)**
  - Why does the financial services industry exist?
  - Structure of the financial services industry in Australia
  - The structure of financial markets (e.g.: primary, secondary markets, front, middle and back office)
  - The role of Government and the RBA and the flow-on to the economy
  - What happened in the GFC, and major lessons.
- Elective Modules (3 hours each)**
  - Financial Mathematics 101
  - Superannuation and Funds Management 101
  - Global Markets 101
  - Economics 101
  - Banking 101
  - Financial Statements 101
- Tailored Module (Duration variable)**

## Training for:

- ✓ Administration staff
- ✓ Asset Managers
- ✓ Asset Consultants
- ✓ CFA® Charterholders & Candidates
- ✓ Compliance Officers
- ✓ Custody staff
- ✓ Financial advisers
- ✓ Investment bankers
- ✓ IT professionals
- ✓ Legal professionals
- ✓ Margin Lending staff
- ✓ Marketing professionals
- ✓ New industry entrants
- ✓ Non-finance graduates
- ✓ Operations staff
- ✓ Responsible Managers
- ✓ Risk Management staff
- ✓ Training Managers

## Delivery

All modules are delivered as face-to-face interactive workshops, on an in-house or shared basis. Additional tailoring of content within specific modules to suit your audience is possible, following discussions with us.

## 2010 Fees (excl GST)

All prices include workshop handouts

Core: \$375 per person

Elective Modules: \$395 per person, per module  
\$1,350 per person [any 4 elective modules]

Tailored Module: \$300 per hour for development, *plus*  
\$375 per person

## CPE Points

Each workshop entitles attendees to 1 CPE point per hour (unstructured)

## Enquiries

To arrange to deliver all or a combination of these workshops for your staff, please contact us at

Email: [enquiries@financialeducation.com.au](mailto:enquiries@financialeducation.com.au)

Phone: +61 2 9252 7437

Financial Education Professionals Pty Ltd was established in 2001.

We focus on:

- » tailored course design and delivery in investment banking, investment management and financial markets
- » training for treasury operations and investment administration roles, and
- » initial training and continuing professional education for wholesale market participants to meet Australian Securities and Investments Commission's (ASIC's) licensing compliance requirements.