financial planning

A Message from the Director

As a practicing financial planner and director of the Boston University Program for Financial Planning, I am keenly aware of the value of education. My experience has taught me that the more education planners have, the better they are able to assist their clients in making important financial decisions. I have also discovered that this program provides an excellent mid-career education for professionals with many different responsibilities within financial services firms.

The Program for Financial Planning is one of the nation's most established and successful programs, with over 20 years of experience providing the educational foundation for those seeking CERTIFIED FINANCIAL PLANNER™ (CFP®) certification. Our program offers distinct advantages for individuals who are pursuing CFP® certification and to financial services professionals who are looking for a mid-career educational opportunity outside the confines of graduate degree programs.

This program offers:

- Flexibility—you select the number of courses you take each semester to complete the seven-course curriculum.
- An outstanding faculty drawn from major financial planning institutions in the Boston area.
- A Boston University Certificate in Financial Planning upon successful completion of our program.

Completion of our seven courses, coupled with the Comprehensive Exam Review, provides a solid foundation for students who choose to take the CFP® Certification Examination. If you are interested in the best education available in the growing field of financial planning, I invite you to consider joining the Boston University Program for Financial Planning.

Robert J. Glovsky, JD, LLM, CFP®, CLU, ChFC
President, Mintz Levin Financial Advisors, LLC

PROGRAM FOR FINANCIAL PLANNING

As concern for financial security has grown, individuals have increasingly turned to trained financial planners in order to make informed decisions in the face of an overwhelming, and at times confusing, wealth of information.

Boston University's Program for Financial Planning was established to meet the demand for professionals trained to assist clients in planning for present and future financial security. The program's courses enhance students' understanding of a variety of financial strategies and products, and introduce the basics of financial planning. The flexibility of the program enables students to gain knowledge in all relevant areas of interest, to obtain a Boston University Certificate in Financial Planning, and to prepare for the CFP® Certification Examination.

Certificate in Financial Planning

The Boston University Certificate in Financial Planning is awarded upon successful completion of our seven-course program.

Courses

FP 100 Foundations in Business

FP 101 Introduction to Financial Planning

FP 102 Risk Management

FP 103 Investments

FP 104 Tax Planning

FP 105 Retirement Planning and Employee Benefits

FP 106 Estate Planning

All courses are graded. Students must earn a minimum grade of C (2.0) in each course and an overall grade point average of B- (2.7) to receive the Boston University Certificate in Financial Planning. The Certificate in Financial Planning is CFP Board-Registered, and fulfills the education prerequisite for the CFP® Certification Examination.

"I completed the entire CFP® curriculum at Boston University within nine months. As a marketing executive changing careers, it was important that my financial planning education be thorough and convenient. My teachers were all practitioners so the education I received was very real-world. The BU review course helped me pass the CFP® exam on my first try and I have nearly completed the CFP® experience requirement. I highly recommend the BU program!"

Deborah Levenson, MBA
Financial Planner
Braver Wealth Management, Inc.
Newton, MA

BOSTON UNIVERSITY
CENTER FOR PROFESSIONAL EDUCATION

CERTIFICATE PROGRAM FOR FINANCIAL PLANNING CURRICULUM

CFP Board-Registered Program Curriculum

FP 100 Foundations in Business

Students entering the program must begin with this course. It may be taken concurrently with FP 101. This introductory course is designed especially to give students in the Program for Financial Planning the tools to complete future coursework. The course focuses on the time value of money, accounting, statistics, and economics. A Hewlett-Packard 12C financial calculator is required for this course. To obtain exemption from this required course, students with an extensive financial background may take a waiver exam.

FP 101 Introduction to Financial Planning

This course provides a comprehensive examination of the entire financial planning process, along with an overview of the specific areas of personal income tax planning, risk management and insurance, investment planning, retirement planning, and estate planning. The course introduces methods of gathering client data and teaches students how to work with clients to set goals. Students learn how to process and analyze information, construct personal financial statements, and understand a written comprehensive financial plan, including implementing, monitoring, and reviewing the plan. The course also covers communication skills, the regulatory environment, time value of money tools, and other financial planning economic concepts.

Prerequisite: Foundations in Business (FP 100); FP 101 can be taken concurrently.

FP 102 Risk Management

This course covers various aspects of life, disability, and medical insurance, including how insurance rates are developed, what types of contracts are available, how to read insurance proposals, and how life insurance is used in financial planning. Students also learn about property and casualty insurance, including homeowner's, liability, and auto insurance. Other topics include group life and health insurance plans.

Prerequisites: Foundations in Business (FP 100) and Introduction to Financial Planning (FP 101).

FP 103 Investments

This course explores the securities market, sources of information, risk/return, debt and equities, stocks, bonds, options, futures, and security analysis, and culminates in portfolio construction and analysis.

Prerequisites: Foundations in Business (FP 100) and Introduction to Financial Planning (FP 101).

FP 104 Tax Planning

Participants in this course study taxation for sole proprietorships, partnerships, and corporations, as well as the tax aspects of investments, insurance, annuities, and securities. The course also introduces other special tax considerations.

Prerequisites: Foundations in Business (FP 100) and Introduction to Financial Planning (FP 101).

FP 105 Retirement Planning and Employee Benefits

This course is taught in two sections. The retirement planning section covers tax-deferred retirement plans, IRAs, and nonqualified plans. The employee benefits section covers Social Security and Medicare; civil service; and group life, disability, dental, and health insurance.

Prerequisites: Foundations in Business (FP 100) and Introduction to Financial Planning (FP 101).

FP 106 Estate Planning

This course provides an introduction to gift, estate, and generation-skipping transfer taxes at both the state and federal levels, and to the many planning techniques used to minimize the impact of these taxes on transfers of wealth. It explores the income tax effects of gifts and bequests, with particular attention to the limitations on income-shifting, imposed by the Tax Reform Act of 1986. The non-tax aspects of estate planning, including the estate planning process, wills, trusts, durable powers of attorney, powers of appointment, and probate procedure are also studied. The course stresses the need for balancing tax and non-tax considerations in creating successful estate plans.

Prerequisites: Foundations in Business (FP 100), Introduction to Financial Planning (FP 101), Risk Management (FP 102), and Tax Planning (FP 104).

Instructional Materials

Textbook fees are in addition to course fees. Textbooks can be purchased at the Barnes & Noble at Boston University, 660 Beacon Street, Boston, 617-267-8484. A Hewlett-Packard 12C financial calculator is required.

Continuing Education Units

Upon completion of a course in the Program for Financial Planning, students may be entitled to Continuing Education Units (CEUs) upon request. The CEUs give formal recognition of continued education and up-to-date professional knowledge. Courses in the program may also satisfy the continuing education requirements of local licensing boards. Contact the Program Office at 1-866-633-9370 x402 for more information.

The American Council on Education (ACE) recommends our Program for Financial Planning for academic credit. For more information about ACE credit recommendations, visit *www.acenet.edu/calec/corporate*.

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FINANCIAL PLANNING ONLINE

You must register for the Online Program for Financial Planning at: *www.bu.edu/professional*

The Boston University Online Program for Financial Planning is a self-paced, Web-based program that integrates input and guidance from outstanding faculty in an interactive, multimedia environment. The online program is CFP Board-Registered, and fulfills the educational component for the CFP® certification.

Program Curriculum

The program includes six courses covering the following subject areas:

- Introduction to Financial Planning
- Risk Management
- Investments
- Tax Planning
- Retirement Planning and Employee Benefits
- Estate Planning

Benefits of Boston University's Online Program for Financial Planning:

- Cost-effective — Expenses related to facilities, travel, and non-productive time are eliminated.
- Easy access — Online education allows you to pursue your education from anywhere there is an Internet connection.
- Control and flexibility — Online education allows you to control the pace of your coursework.
- Online support — The online tutor function allows you to submit content questions at any time.
- Upon successful completion of the online program, you will have fulfilled the education component for CFP® certification.
- Eligible to receive a Certificate in Financial Planning from Boston University upon succesful completion of the program.
- Opportunity to receive course-level letters of completion from Boston University.

CAREER DEVELOPMENT

Boston University frequently receives job and internship postings from employers who are aware of our program, and these postings are distributed to our students. In addition, we recommend that students become involved in the Financial Planning Association (FPA) and the National Association of Financial Advisors (NAPFA) organizations. They offer opportunities for networking and information about careers and practice management. For more information, please visit *www.fpanet.org* or *www.napfa.org.*

We also host Career Days, to which we invite local companies to meet with our students. These firms represent such areas as personal financial planning, insurance, banking, investments, accounting and law.

CERTIFIED FINANCIAL PLANNER™

The CERTIFIED FINANCIAL PLANNER™ certification is the best-known certification in the financial planning community. The Boston University Program for Financial Planning is registered with the Certified Financial Planner Board of Standards, Inc. (CFP Board) and fulfills the requirements for education to qualify to sit for the CFP® Certification Examination. Any student who satisfactorily completes (with an overall grade point average of 2.7) the seven courses (FP 100 through FP 106) may sit for the two-day CFP® Certification Examination. Students who pass the examination and fulfill the work experience and ethics requirements may be entitled to the CFP® certification.

MASTER'S DEGREE COURSE WAIVERS

Students who have successfully completed the BU Certified Financial Planner (CFP) Program—and have earned the CFP® certification—are eligible for two course waivers toward the Master of Science in Banking and Financial Services Management degree. This program, offered by Boston University's Metropolitan College, is a twelve-course online program. For more information, please visit *www.bu.edu/met/corporate/cfp*.

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