

## Risk Profile Questionnaire: Profiling, Educating & Building Trust

AQ106FF



### About The Workshop

The Risk Profiling of a client is one of the most important parts of the financial planning process and is absolutely necessary not just from a compliance point of view but an important foundation for giving quality tailored advice. This workshop will assist you to communicating Risk in the client's language and be able to educate them about the different levels of Risk. You will learn how to utilise the Risk Profile Questionnaire in Educating and building trust in the relationship, but also using this tool correctly in determining your clients levels of risk. You will be able to take your client through this process confidently and to have a conversation about the results and their application.

### Topics Covered

- Positioning risk
- Educating clients about the different levels of risk
- Verbal risk profiling through questioning & conversation
- The risk profile questionnaire
- Discussing results of the questionnaire On Successful Completion

### Materials Provided

Comprehensive participants guide and notes

### RG146 Compliance

This module fulfils elements of ASIC's RG146 'Skills Requirements'- Identify Client Objectives, needs and financial situation

### On Successful Completion

Confidence and heightened comfort levels in discussing investment and market risk and being able to know through structured questioning and conversation the correct risk profile for a client.

### Assessment

Post Workshop Assessment: Participants will demonstrate that they are confident and are able to communicate the value of advice whilst answering client questions and dealing with objections. They will receive verbal & written feedback from their coach and be deemed competent or not yet competent based on the results.

### Pre-requisites

- AQ101FSG-Communicating The FSG
- AQ102FF-Exploring Client's Goal's & Objectives
- AQ101FF-Deconstructing the Fact Find
- AQ103FF-Conversational Fact Find
- AQ104FF-Designing Client Actions
- AQ105FF-Formalising the Relationship
- AQ106FF-Risk Profile Questionnaire

### CPD Points

CPD points application in progress. Points may be awarded to this module late 2009.

### Workshop Skills Practice

Communicating The Value of Advice  
Case Study -Skills Practice

Total Skills Practice duration: 60 minutes

### Who is this workshop for?

- Individuals looking to enter the industry in a financial planning role
- Advisers wanting to excel in their client facing and client engagement skills and to improve their conversion rates
- Advisers currently completing their DFS or ADFS who want to gain the 'skills' that will help complement the technical studies undertaken in their diploma
- BDM's and financial planning managers who coach and train advisers on a daily basis

**Duration:** 1/2 day

**Location:** Sydney/ Melbourne

**Your Investment:**

**\$350 (inclusive of GST)**



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