Wealth Management and Investment Principles

1. Overview

This programme provides participants in the financial services industry with a strong foundation in professional communication, reinsurance principles, life insurance product knowledge, and anti-money laundering compliance. The programme enables participants to function effectively in local and international financial services environments and to contribute meaningfully to industry integrity and client satisfaction.

2. Programme Outcome:

- Project a professional image and adapt communication to meet client needs in the financial services context
- Explain the importance of industry knowledge in building client relationships
- Understand the international legal and regulatory frameworks influencing reinsurance
- Describe long-term insurance products and the role of intermediaries
- Comply with money laundering legislation by verifying client identities and reporting suspicious transactions

Qualification:	Certificate of Completion
Duration:	4-Months
Programme Type:	Category B – Workplace-Based Learning Programme
Programme ID:	PA0141
SAQA US:	243137, 243174, 114983, 242593, 115030
NQF Level:	4
Credits:	20
Entry Requirements:	Communication & Mathematical Literacy at NQF 3
Training Options:	**Online** - Each participant will receive access to an online portal, where all programme materials and resources are available. Training is delivered fully online, and participants will join scheduled Microsoft Teams sessions facilitated by a trainer. This mode provides flexibility and allows learners to participate from any location. **Blended** - Blended learning combines both online and face-to-face training. Participants receive access to an online portal for online content, resources, and self-paced activities. They also attend scheduled in-person contact sessions with a facilitator, either at the client's premises or providers campus. This approach offers the flexibility of online learning with the added support of guided, interactive sessions. **Face-to-Face** - Each participant will receive training resources, which contains all programme materials and resources. Training is delivered through onsite contact sessions, either at the client's premises or providers campus, where a facilitator conducts the sessions in a classroom environment.
Minimum Participants Required:	(1) Online, (1) Blended & (1) Face-to-face

3. Programme Content

- **(243137 US):** Demonstrate skills and techniques required to build a relationship with a client in a financial services environment
- **(243174 US):** Demonstrate knowledge and insight into regulations and legal requirements that impact on insurance or reinsurance in the international arena
- **(114983 US):** Describe life insurance
- **(242593 US):** Explain South African money laundering legislation and the implications for accountable institutions in transacting with clients
- **(115030 US):** Set-up and operate portable microwave links

4. Topics

- Module 1: Professional Communication in Financial Services
- Module 2: Reinsurance in an International Context
- Module 3: Introduction to Long-Term Insurance
- Module 4: Money Laundering Legislation and Compliance

5. Workplace-Based Learning Programme

This WLP is a fusion of academic learning and practical work. The learning is directly applied to the workplace by using client-based mentors and extensive workplace-based portfolio work and assignments. Apart from the obvious benefits of a workplace directed qualification, each WLP qualifies for recognition as a Category B Skills Programme in the Learning Matrix of the Amended BEE codes, which allows for the salaries of participants to be recognized as part of the Skills Development Expenditure.

We trust that the above is in order and look forward to hearing from you for Implementation