

Adviser success roadmap for 2022

Requirement	Explanation	All done	To do
Competence, knowledge & skill	<i>Upskill or be able to prove I have the competence, knowledge & skill to operate at the equivalent of the New Zealand Certificate in Financial Services (Level 5) v2. If have an older qualification, have I undertaken 'Closing the Gaps' to update on regulatory knowledge.</i>		
Delivering compliant and suitable financial advice	<i>I have documented proof to confirm I am compliant with the legislation, regulation, code, good conduct, FAP policies and relevant product provider obligations</i>		
Meeting good conduct expectations	<i>I can demonstrate I am meeting good conduct expectations</i>		
Code Standard 9 and CPD	<i>I have a 2022 professional development plan in place and I have access to training resources plus can record training in my CPD log</i>		
Productivity	<i>I know the new software and templates I will be using in 2022 and have a plan in place to upskill to understand these and quickly use them to produce compliant and suitable financial advice</i>		

Strategi resources

- New Zealand Certificate in Financial Services (Level 5) v2
- Closing the Gaps (CPD course designed to upskill advisers to the new level 5 standard)
- Radar- online education platform to provide CPD
- CPD pathway for 2022 (published early December 2021)
- Radar- online education platform and CPD modules

The big picture: 3-year plan

* **2021-transition and Covid:** This was the year I transitioned into the new advice regime and started operating under a FAP. I was busy with new and existing clients, but Covid fatigue put a dent in things.

2022- Productivity and compliance: This is the year to upskill, become more efficient, embrace change, know I am compliant, and get to grips with how I demonstrate 'good conduct'.

2023- Embracing the new normal: This is the year to perfect my craft as a professional financial adviser. I operate compliantly within my FAP rules and I become the best adviser I possibly can.