QRA **QUALIFIED RETIREMENT ADVISER**

A RETIREMENT-CENTRIC QUALIFICATION

FOCUSING ON PRODUCTS AND PRACTICAL SKILLS PIONEERED BY THE IFPHK

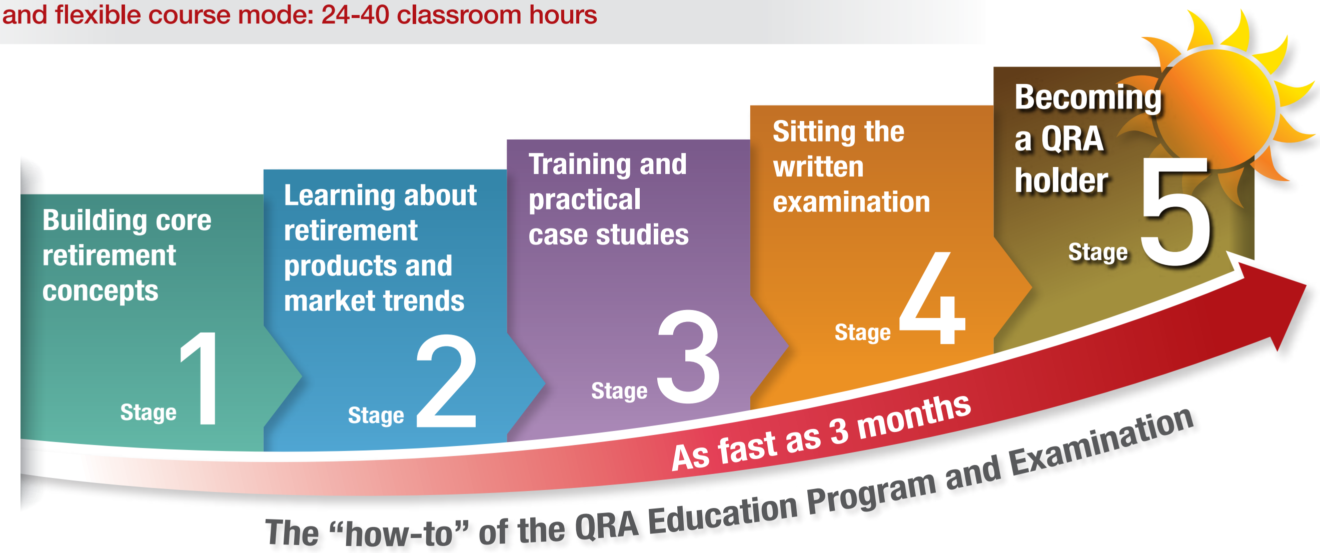
Hong Kong has a rapidly ageing population. In a little over a decade, almost a quarter of the population will be over 65 years old*. Retirement is a very relevant topic as the population in Hong Kong continues on an ageing trend.

Practitioners in the financial services industry who have knowledge of current retirement issues in Hong Kong, and who are able to give essential and practical advice on retirement products to Hong Kong clients are in high demand and will continue to remain so in the long term.

*Source: Census and Statistics Department: Hong Kong Population Projections 2012-2014

HIGHLIGHTS OF QRA EDUCATION PROGRAM AND EXAMINATION

- No pre-requisite on academic or professional qualifications to apply
- Fast and flexible course mode: 24-40 classroom hours



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QRA HOLDERS ARE:

- Equipped with fundamental knowledge in retirement issues in Hong Kong and retirement-specific financial products.
- Equipped with relevant communication skills to explore clients' retirement needs.
- Able to provide basic product-focused advice to both pre-retirement and retired Hong Kong clients.

CAREER BENEFITS OF BECOMING A QRA HOLDER

- Gain immediate recognition from employers, peers and customers.
- Elevate your career prospects and your potential to get promoted.
- Keep pace with the latest developments in retirement products and industry trends through continuing education.
- Position yourself as a passionate retirement adviser to offer quality retirement advice.

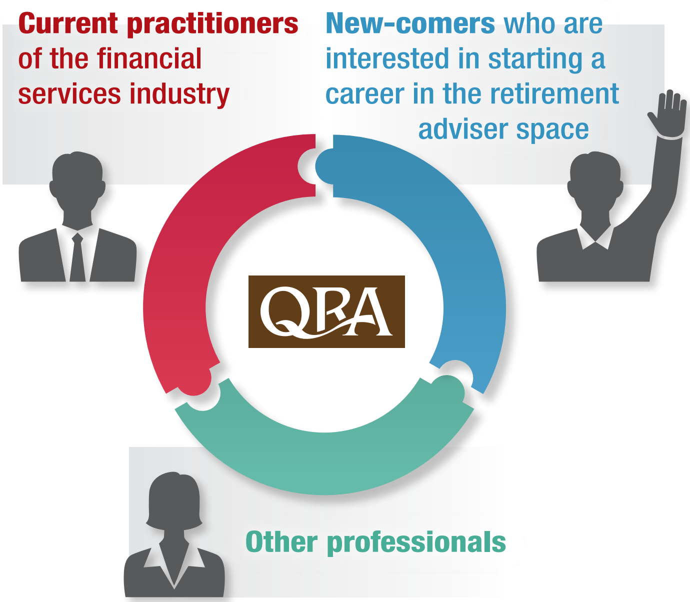
WHO IS IT FOR?

For anyone who has a keen interest in getting a career head start in the retirement adviser space.

HOW TO BECOME A QRA HOLDER?

Applicants are required to satisfy the education and examination requirements to qualify for membership. QRA holders are required to satisfy continuing education requirements to continue their QRA membership.

TARGET CANDIDATES



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QRA EDUCATION PROGRAM

The QRA Education Program consists of regular classroom training plus self-study covering a wide range of core competencies in retirement issues and basic financial planning skills and knowledge.

CURRICULUM

Topic 1	Introduction to Retirement
Topic 2	Basic Financial Management and Health Insurance
Topic 3	Investing for Retirement and Estate
Topic 4	Annuities and Financial Management
Topic 5	Suitability Analysis and Practical Knowledge on Retirement Issues
Topic 6	Retirement in Practice
Topic 7	Retirement Case Studies

ORDINARY TRACK VS. EXEMPTION TRACK

To earn the qualification, applicants must successfully complete the QRA Education Program. The Ordinary Track consists of seven topics at a total of 40 class hours.

Applicants may qualify for the Exemption Track and be exempted from classroom training on Topics 1 to 3 (16 hours) if they meet one of the following requirements:

- Three years full-time financial services industry experience; OR
- Any one of the following academic or professional qualifications
  - Bachelor's degree or above from accredited education institutions; or
  - Qualifications in the Exemption List. See the IFPHK's website for details

To complete the QRA Education Program, applicants must fulfill an attendance requirement of 80% of the class hours required.

EXAMINATION

Language:	English
Duration:	1.5 hours
Format and Grading:	55-65 multiple-choice questions with three answer options each. All questions carry equal marks
Pre-requisite:	Completion of education program within 2 years prior to the examination

For sample examination questions, please visit the IFPHK's website.

QRA MEMBERSHIP RENEWAL

QRA holders are required to renew their membership annually to be allowed to continue to use the QRA marks.

A minimum of 5 hours of continuing education (CE) credits on retirement related topics (3 of which must be obtained from IFPHK designated CE courses) are required per year.

QRA holders must report to the IFPHK any public, civil, criminal or disciplinary actions that may have been taken against them during the previous year as part of the renewal process.

FEES AND MORE DETAILS

To learn more, please contact us at:

Institute of Financial Planners of Hong Kong (IFPHK)

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Fax: +852 2982 7777

E-mail: qra@ifphk.org

Website: www.ifphk.org

About the IFPHK

The IFPHK was established in June 2000 as a non-profit organization for the fast-growing financial services industry. It aims to be recognized in the region as the premier professional body representing financial planners dedicated to upholding the highest professional standards.

The Institute is the sole licensing body in Hong Kong authorized by Financial Planning Standards Board Limited to grant the much-coveted and internationally-recognized CFP^{CM} Certification and AFP^{TM} Certification to qualified financial planning professionals in Hong Kong and Macau. It represents more than 6,800 financial planning practitioners in Hong Kong from such diverse professional backgrounds as banking, insurance, independent financial advisory, stockbroking, accounting, and legal services.

Currently there are more than 153,000 CFP certificants in 26 countries/regions; the majority of these professionals are in the U.S., Canada, China, Australia and Japan, with more than 4,700 CFP certificants in Hong Kong.

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