

Financial Planning & You

A Consumer Guide



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This document is intended for your general information only. It does not contain exhaustive advice or information relating to the subject matter nor should it be used as a substitute for legal advice

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How can a financial plan work for you ?

Provide direction
to your:



Grow & protect
your assets



Have better control
of your money

Make the right
choices & avoid
costly mistakes

Having a Licensed Financial Planner will help you
make better decisions on your personal finances

When do you need a Licensed Financial Planner ?

If you are approaching retirement



If you are thinking of starting a family



If you have inherited money

Other life changing events



Everyone, including those on a modest income can benefit from a financial plan

Who are Licensed Financial Planners ?

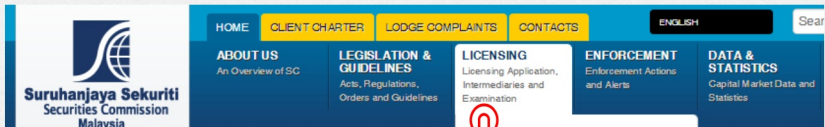


Licensed Financial Planning Company



A Licensed Financial Planner is a professional who represents the financial planning company. Both the company and the Financial Planner are regulated by the Securities Commission

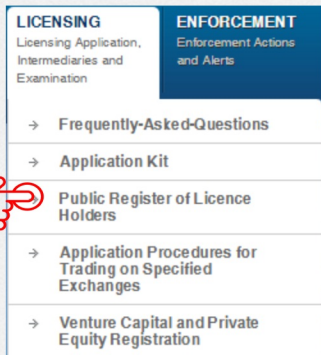
Where to find a Licensed Financial Planner ?



1. Log in to www.sc.com.my

2. Click the tab "Licensing"

3. Scroll down to "Public Register of Licence Holders"



Engaging a Licensed Financial Planner

Get a clear picture of your financial situation



What you own - home, savings, car, other investments



What you owe - debts including loans, mortgages and outstanding credit card balances

Comprehensive - examines all financial areas simultaneously (protection, investments, retirement, estate planning)



Modular - addresses a specific segment of your financial life



Ask yourself what type of financial plan you would like to have

During initial engagements, your Licensed Financial Planner will provide you with:



The scope of the plan

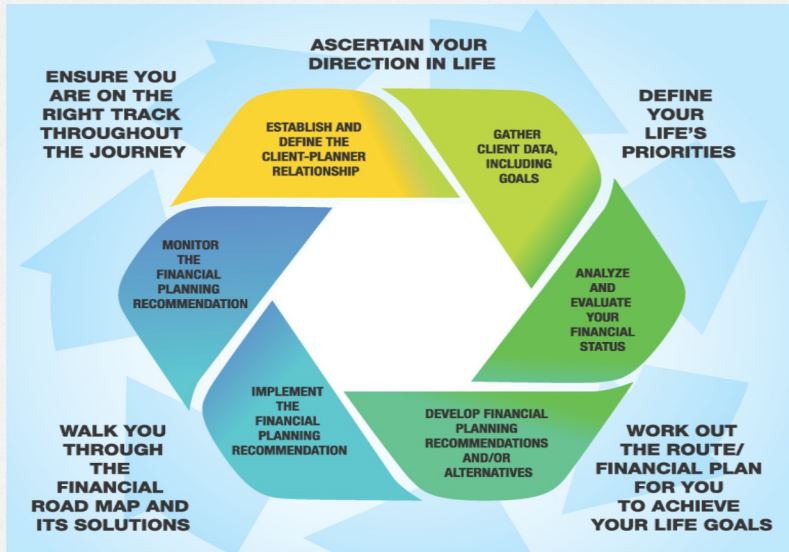


Fees - How you will be charged



Confidentiality clauses

The financial planning process and its objectives



A comparison of the common types of financial & investment professionals

Types of Financial & Investment Professionals	Role	Licensed or Approved by	Represents
Financial Planning Companies & Financial Planning Representatives	Financial planning companies and their representatives (financial planners) are both licensed by the SC. Financial planners (FPs) are independent persons that would coach and guide you on your financial objectives and can draw up a detailed financial plan. The detailed report will provide you with direction on each area of your financial and investment plan whilst providing you with appropriate solutions which are suitable to your needs. FPs will review your financial plan from time to time to ensure you're still on track to attain your financial goals.	SC	Consumer
Financial Advisers (FAs) & Financial Adviser's Representatives (FARs)	FAs are companies approved by BNM to provide financial advisory services whilst FARs are their appointed representatives to provide advice on insurance products and other services related to financial advisory business based on your financial needs and circumstances. FAs are independent and are able to advise you on a wide range of insurance products and/or Takaful plans from various insurance companies or takaful operators to suit your needs best.	BNM	Consumer

Types of Financial & Investment Professionals	Role	Licensed or Approved by	Represents
<p>Unit Trust Consultant / Private Retirement Scheme (PRS) Consultant</p>	<p>Unit Trust Consultants and PRS Consultants are attached to one unit trust management company (UTMC) or PRS Provider. Both type of consultants are registered with the Federation of Investment Managers Malaysia (FIMM).</p> <p>Unit Trust Consultants will offer suitable unit trust products which suit your risk appetite from the UTMC they're attached with. Likewise, PRS Consultants will offer the most appropriate PRS products from the PRS Provider they're attached with.</p>	<p>FIMM</p>	<p>Unit Trust Company for Unit Trust Funds or PRS Provider for PRS funds</p>
<p>Wealth Manager/ Financial Consultant</p>	<p>Wealth Managers/Financial Consultants are employees of banks. Their job title may vary among different banks. They recommend financial products and services (such as credit cards, bank loans, deposits & investment products) based on your needs and risk appetite.</p>	<p>Banks are licensed and regulated by BNM</p>	<p>Commercial Bank</p>
<p>Insurance or Takaful Agent</p>	<p>An insurance or takaful agent represents its principal insurance company or takaful operator and primarily sells insurance policies or takaful plans issued by the insurance company or takaful operator it represents.</p>	<p>PIAM (general agent), LIAM (life agent) and Malaysian Takaful Association (takaful agent)</p>	<p>Insurance Company or Takaful Operator</p>

Have a complaint ?

Contact your
Licensed
Financial Planner
to discuss over
the matter

Contact the
relevant Financial
Planning
Company

Contact
Securities
Commission
Malaysia's
Investor Affairs &
Complaints
Department



Investor Affairs & Complaints
Department, Securities
Commission Malaysia, No. 3
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