

## Career Path: Certified Financial Planner

Financial Planners assist individuals, families, and businesses in formulating strategies to help them meet their short- and long-term financial goals. They use their knowledge of tax laws and investments, securities, and insurance to develop and implement financial plans. Planners work with clients to devise the best mix of financial assets (a process known as asset allocation) and make recommendations for reaching the clients' goals. The ability to work well with numbers and people is a characteristic of a successful Financial Planner.

Financial planning may include:

- goal assessment, investment strategy, and asset allocation
- saving for college
- retirement, tax, and insurance planning
- charitable gift and estate planning



Most planners are independent, working in one-to-two person practices, but a growing number work in major financial services firms.

### Recommended Courses:

For students interested in a career as a Certified Financial Planner, the following elective courses are recommended. These courses enhance a student's ability to read and understand financial statements, insurance and the legal systems in which they will work.

#### FIN3310 Insurance Planning

Presents the principles of risk management and insurance planning. Topics include risk exposure; property and casualty insurance; general business liability; and life, health, disability, and long-term care insurance. Prerequisite: FIN2230

#### FIN4421 Financial Statement Analysis

Provides a broad understanding of and a practical approach to the use of financial statements to assess the financial viability of an organization. Students learn how to read and interpret financial statements from a user's perspective. Prerequisites: ACC1112, FIN3302

### These courses are recommended as liberal arts or free electives:

#### LAW1110 Contract Law

Examines the common law of contracts and the intricacies of the Uniform Commercial Code. The course covers the formation and performance of contracts; the role of the parties and the role of the court; defects in formation of contracts; failure of performance; and the rights and remedies of the parties upon breach.

#### LAW2250 Wills, Trusts, and Estates

Involves planning, formation, and administration of property-interest transfer instruments; preparation and execution of estate and trust instruments; testate and intestate probates and estate administrations; handling an elective share; and accounting for income or assets, including federal and state taxation issues. Prerequisite: LAW1100

#### SOC2232 Social Psychology

Examines social psychology, the study of thoughts, feelings, and behaviors in social situations. Emphasis is placed on how psychological factors like intention and consciousness influence social interactions. Topics include culture and gender, leadership, attraction, intimacy, prejudice, and conformity.

*Career Paths are not minors or concentrations and will not be noted on a student's transcript or diploma. Career Paths are suggested electives to fill elective credits.*