

FNS60920 Advanced Diploma of Paraplanning: Your Pathway to a Career in Paraplanning

Are you interested in a career in **paraplanning, financial planning or financial services**?

The **FNS60920 Advanced Diploma of Paraplanning** is a nationally recognised Australian qualification designed specifically for the paraplanning profession.

Paraplanners play an important role in supporting financial advisers and financial planning practices. They can assist with financial planning research, strategy development, preparation of financial plans and Statements of Advice, product research, implementation and compliance-related activities.

For people looking for a **paraplanning course in Australia**, FNS60920 provides a dedicated qualification focused on the specialist knowledge and skills required to work in paraplanning.

At **International Institute of Technology (IIT)**, the FNS60920 Advanced Diploma of Paraplanning is delivered through flexible online learning, allowing students to study from wherever they are.

What is FNS60920 Advanced Diploma of Paraplanning?

FNS60920 Advanced Diploma of Paraplanning is a nationally recognised qualification within the Financial Services Training Package.

The qualification reflects the role of paraplanners who provide a comprehensive range of financial planning services across different financial product environments, including situations involving complex issues and innovative strategies.

Individuals completing the qualification are expected to apply specialist skills and knowledge across a range of situations and may work across technical or management functions, with accountability for their own outputs and team outcomes.

The qualification is particularly relevant to people wanting to develop specialist skills in financial planning support and paraplanning.

What does a paraplanner do?

A **paraplanner** works closely with financial advisers and financial planning businesses to support the delivery of financial advice.

The exact responsibilities vary between businesses, but paraplanning can involve activities such as:

- Financial planning research
- Financial product research
- Strategy research and analysis
- Preparing financial plans
- Supporting the preparation of Statements of Advice
- Preparing documentation
- Analysing client information
- Assisting with implementation of financial strategies
- Supporting compliance processes
- Maintaining professional and regulatory standards
- Working with superannuation, investments and insurance strategies

Paraplanners can therefore play a significant role behind the scenes in helping financial advisers deliver efficient, accurate and compliant advice.

How to become a paraplanner in Australia

If you're wondering **how to become a paraplanner in Australia**, completing a dedicated paraplanning qualification is an excellent place to start.

Understanding financial services, financial products, client needs and regulatory requirements is an important foundation for paraplanning.

Complete the Nationally recognised paraplanning qualification through International Institute of Technology (IIT)

The **FNS60920 Advanced Diploma of Paraplanning** is Australia's nationally recognised qualification specifically focused on paraplanning.

It provides a structured way to develop specialist knowledge and skills relevant to the role.

Gain industry experience

Experience within a financial planning practice can be extremely valuable.

Some people enter financial services through administrative or junior roles and then progress into paraplanning as their knowledge and experience develops.

Continue developing your professional skills

Financial services is a highly regulated industry and legislation, regulations, products and professional requirements can change.

Continuing professional development and maintaining current industry knowledge are therefore important throughout a paraplanning career.

Is FNS60920 a nationally recognised qualification?

Yes. FNS60920 is the **Advanced Diploma of Paraplanning** and is listed on Australia's national training register.

The qualification is part of the **FNS Financial Services Training Package** and is classified as an Advanced Diploma.

International Institute of Technology is currently listed on training.gov.au as an RTO approved to **deliver and assess FNS60920 nationally**.

This makes FNS60920 very different from a general private paraplanning course that does not result in a nationally recognised qualification.

Can I study FNS60920 online?

Yes.

International Institute of Technology delivers the **FNS60920 Advanced Diploma of Paraplanning online**, providing students with the flexibility to study without attending traditional classroom-based classes.

Online study can be particularly suitable for people who:

- Are already working in financial services
- Are working full-time
- Have family commitments
- Live outside metropolitan areas
- Prefer flexible learning
- Want to study around their existing work
- Prefer self-paced learning

IIT's online delivery also allows students to access their learning resources and complete their assessments through an online learning environment.

Flexible online study with support

Online learning does not have to mean studying alone.

International Institute of Technology provides student support throughout the course to help learners understand their learning materials and assessment requirements.

Why study FNS60920 with International Institute of Technology?

Choosing the right training provider is an important part of your career development.

International Institute of Technology specialises in **online and self-paced nationally recognised education**.

Fully online

Study from wherever you are without needing to attend traditional classroom sessions.

Self-paced learning

Organise your study around your work and personal commitments.

Student support

Receive support throughout your studies as you work through your learning and assessments.

Nationally recognised qualification

FNS60920 is a nationally recognised Advanced Diploma listed on the national training register.

Practical financial planning learning

IIT's FNS60920 course includes learning and assessment activities covering financial planning, superannuation, investments, life insurance and compliance.

IIT also allow free access to **XPLAN** as part of the learning experience, allowing students to develop familiarity with financial planning software while studying.

What will I learn in FNS60920?

The current FNS60920 qualification consists of **12 units of competency: 9 core units and 3 electives**. At least one elective must come from Group A Financial Planning.

The core units cover important areas of financial planning and paraplanning.

FNSCUS516 – Record and implement client instructions

Develop skills relevant to accurately recording and implementing client instructions.

FNSFPL614 – Develop financial plans

Develop knowledge and skills relevant to developing financial plans.

FNSFPL615 – Present and negotiate financial plans

Develop skills relevant to presenting financial planning recommendations and negotiating appropriate outcomes.

FNSFPL616 – Implement financial plans

Develop skills relevant to implementing financial plans.

FNSFPL621 – Comply with ethical and operational guidelines, legislation and regulations in financial planning

Develop knowledge of the regulatory, legislative, ethical and operational requirements relevant to financial planning.

FNSFPL622 – Conduct financial planning analysis and research

Develop skills in researching and analysing information relevant to financial planning.

FNSINC411 – Conduct work according to professional practices in the financial services industry

Develop professional practices relevant to working in financial services.

FNSINC511 – Conduct financial product research to support product recommendations

Develop skills in financial product research to support recommendations.

FNSPRM611 – Monitor and review organisational system compliance with legislation and regulations

Develop knowledge and skills relevant to compliance monitoring and review.

These units provide a broad foundation across financial planning, research, strategy, compliance and professional practice.

What electives are available in FNS60920?

FNS60920 provides a range of financial planning electives that allow the qualification to be aligned with different areas of interest.

Group A Financial Planning electives include areas such as:

- Managed investments
- Superannuation
- Securities
- Life insurance
- Derivatives
- Margin lending
- Foreign exchange
- Insurance broking

The national training register specifies that at least one of the three electives must be selected from Group A Financial Planning.

This gives students an opportunity to develop knowledge in financial product areas that are relevant to their intended career pathway.

What is the difference between a paraplanner and a financial adviser?

This is an important distinction.

A **financial adviser** provides financial advice to clients within the scope of their authorisation and regulatory requirements.

A **paraplanner** generally supports financial advisers and financial planning businesses by undertaking research, analysis, strategy development, documentation and other technical or administrative functions.

Paraplanners can therefore be an important part of a financial planning team without necessarily performing the same role as the licensed financial adviser.

The FNS60920 qualification is specifically designed around the role of the paraplanner and the provision of financial planning support.

Can FNS60920 help me become a financial adviser?

FNS60920 is a **paraplanning qualification**, not a substitute for the education and regulatory requirements applicable to becoming a financial adviser.

This distinction is important.

The Australian financial advice industry has specific education and regulatory requirements, and anyone intending to become a financial adviser should check the current requirements with the relevant regulator and professional bodies.

FNS60920 is primarily designed to develop specialist paraplanning skills and knowledge.

It can, however, provide valuable financial planning knowledge for people working alongside financial advisers.

What jobs can I get with FNS60920?

FNS60920 is specifically aligned with the paraplanning profession.

Potential career directions can include:

- Paraplanner
- Senior Paraplanner
- Technical Paraplanner
- Financial Planning Support Officer
- Financial Planning Technical Officer
- Financial Services Technical Specialist
- Financial Planning Administration and Support roles

Actual job titles and responsibilities vary between employers.

The qualification is designed for paraplanners who may work across a broad range of technical or management functions.

Is there a demand for paraplanners?

Financial planning businesses rely on skilled people to support the technical and administrative work associated with delivering financial advice.

As financial planning practices become increasingly focused on efficiency, compliance, documentation and technical research, skilled paraplanners can play an important role within advice businesses.

A paraplanning career can therefore provide an opportunity to work within the financial planning industry without necessarily following exactly the same career path as a financial adviser.

Is FNS60920 suitable for people already working in financial services?

Yes.

The qualification can be particularly relevant to people who already work in:

- Financial planning

- Wealth management
- Superannuation
- Insurance
- Banking
- Accounting
- Financial services administration

It can also be suitable for people wanting to move into paraplanning from another area of financial services.

If you already have relevant qualifications or previous study, you may also be eligible for **credit transfer or Recognition of Prior Learning (RPL)**, depending on your circumstances.

International Institute of Technology provides RPL and credit transfer options where applicable.

Can I get credit transfer or RPL for FNS60920?

Potentially, yes.

If you have previously completed relevant financial planning qualifications or units of competency, you may be eligible for credit transfer.

You may also be eligible for **Recognition of Prior Learning (RPL)** if you have relevant skills and knowledge gained through previous work or other learning.

IIT can assess your previous study and experience to determine whether credit transfer or RPL may apply.

This can help prevent students from unnecessarily repeating learning they have already successfully completed.

What software do paraplanners use?

Technology is an important part of modern financial planning.

Paraplanners may work with financial planning software to:

- Record client information
- Model financial strategies
- Prepare financial plans
- Generate advice documents
- Research and compare financial products
- Maintain client records
- Support financial advisers

International Institute of Technology promotes **XPLAN access** as part of its FNS60920 learning experience, helping students become familiar with financial planning software while they study.

Developing software skills alongside technical financial planning knowledge can be valuable when entering the paraplanning industry.

How long does FNS60920 take to complete?

The time required to complete an Advanced Diploma varies according to the student's circumstances, previous experience, available study time, assessment progress and any applicable credit transfer or RPL. With online and self-paced learning, students can organise their study around their existing commitments.

Students will have up to 24 months to complete the FNS60920 Advanced Diploma of Paraplanning with IIT.

What is the difference between FNS60920 and a financial planning degree?

FNS60920 is a **vocational Advanced Diploma specifically focused on paraplanning**.

A university financial planning degree is a different type and level of education and may be relevant to different career objectives.

If your goal is specifically to work as a **paraplanner supporting financial advisers**, FNS60920 provides a qualification designed around that occupation.

If your goal is to become a financial adviser, you should investigate the current education and regulatory requirements for financial advisers separately.

Is FNS60920 the right paraplanning qualification for me?

FNS60920 may be suitable if you want to:

- Become a paraplanner
- Develop specialist financial planning skills
- Work alongside financial advisers
- Develop financial product research skills
- Learn about financial planning strategies
- Develop skills in preparing financial plans
- Understand financial planning compliance
- Work in a financial planning practice
- Progress within the financial services industry

It can also be useful for existing financial services professionals who want to move into a more technical financial planning support role.

Start your paraplanning career with International Institute of Technology

If you're looking for an **online paraplanning course in Australia**, the **FNS60920 Advanced Diploma of Paraplanning** provides a dedicated nationally recognised pathway into the paraplanning profession.

International Institute of Technology offers:

FNS60920 Advanced Diploma of Paraplanning

Nationally recognised

Fully online

Self-paced learning

Student support

Financial planning and product research training

XPLAN learning access

RPL and credit transfer options

IIT is currently listed on the national training register as an RTO approved to deliver and assess FNS60920 nationally.

Take the next step

Whether you're already working in financial services or you're looking to start a career as a paraplanner, the FNS60920 Advanced Diploma of Paraplanning can help you develop specialist knowledge and practical skills relevant to the profession.

Study FNS60920 online and self-paced with International Institute of Technology and take the next step towards a career in paraplanning.

Do I need previous qualifications to enrol?

The national qualification currently has **no formal entry requirements**.

However, previous financial services knowledge or experience can be helpful when undertaking advanced-level study.

Can I get RPL for FNS60920?

Potentially. If you have relevant previous experience or learning, IIT can assess whether you may be eligible for RPL or credit transfer.

What does a paraplanner do?

Paraplanners support financial advisers and financial planning practices with activities such as financial research, strategy development, preparation of financial plans, product research, documentation and implementation support.

Can FNS60920 make me a financial adviser?

No. FNS60920 is specifically a paraplanning qualification. Financial advisers are subject to separate education, regulatory and professional requirements.

What software do paraplanners use?

Financial planning practices use various technology platforms. IIT provides access to XPLAN as part of its FNS60920 learning experience.

What career can I have with FNS60920?

The qualification is designed for paraplanning roles and can support career development in financial planning and financial services.

Build your future in financial planning

The **FNS60920 Advanced Diploma of Paraplanning** provides a dedicated nationally recognised pathway for people wanting to develop specialist paraplanning skills.

With **International Institute of Technology**, you can study online and develop knowledge in financial planning, product research, financial strategies, compliance and the technical work that supports financial advisers.

Start your FNS60920 Advanced Diploma of Paraplanning with International Institute of Technology (IIT)