



The Boston University Program in

# FINANCIAL PLANNING



As concern for financial security has grown, individuals have increasingly turned to trained financial planners in order to make informed decisions and achieve their financial goals.

Boston University's Program for Financial Planning prepares practitioners for best practices in the field. The curriculum provides a solid academic foundation for the rigorous CERTIFIED FINANCIAL PLANNER™ Certification Examination, while building the core competencies necessary to work independently with clients. The program covers all CFP Board principal topics and explores a variety of financial planning techniques, practices, and strategies that can be applied to real client situations. The flexibility of the program allows students to set their own schedules and enroll in online courses, while earning a Boston University Certificate in Financial Planning.

The Program in Financial Planning has provided a comprehensive approach to financial planning education for over thirty years. Along with a respected certificate from Boston University—ranked nationally among the top 5 “Great Schools for Financial Planning” by *Financial Planning* magazine—the program offers the rigorous academic foundation you need to advance your financial planning career, as well as excellent preparation for the CERTIFIED FINANCIAL PLANNER™ Certification Examination. Our curriculum is CFP Board Registered and always in step with the demands of the field. It offers an educational opportunity outside the confines of a graduate degree program, and distinct advantages for individuals pursuing CFP® certification—including the Capstone course, which features a comprehensive review of all financial planning subjects.

## THIS PROGRAM OFFERS:

- Flexibility—you select the number of courses you take each semester to complete the seven-course curriculum.
- An outstanding faculty drawn from major financial planning firms in the Boston area.
- A curriculum that provides excellent preparation for the CFP® Certification Examination.

## CERTIFICATE IN FINANCIAL PLANNING

The Boston University Certificate in Financial Planning is awarded upon successful completion of our seven-course program, which is offered in September, January, and May.

## Courses

- FP 101** Introduction to Financial Planning
- FP 102** Risk Management
- FP 103** Investments
- FP 104** Tax Planning
- FP 105** Retirement Planning and Employee Benefits
- FP 106** Estate Planning
- FP 109** Capstone Course in Financial Planning

All courses are graded.

Students must earn a minimum grade of C (2.0, or a 73) in each course and an overall grade point average of B- (2.7, or an 80) to receive the Boston University Certificate in Financial Planning. The Program in Financial Planning is CFP Board Registered and fulfills the education prerequisite for the CFP® Certification Examination.

“I completed the entire CFP® curriculum at Boston University. As a marketing executive changing careers, it was important that my financial planning education be thorough and convenient. My teachers were all practitioners so the education I received was very real-world. The BU review course helped me pass the CFP® Certification Exam on my first try and I have nearly completed the CFP® experience requirement. I highly recommend the BU program!”

— **Deborah Levenson**

*MBA Financial Planner, Braver Wealth Management, Inc., Newton, Mass.*

## INSTRUCTIONAL MATERIALS

Textbook fees are in addition to course fees. Textbooks can be purchased at the Barnes & Noble at Boston University, 660 Beacon Street, Boston: [bu.bncollege.com](http://bu.bncollege.com); 617-267-8484. A Hewlett-Packard 12C financial calculator is required.

## CONTINUING EDUCATION UNITS

After completion of a course in the Program for Financial Planning, students may be entitled to Continuing Education Units (CEUs) upon request. The CEUs give formal recognition of continued education and up-to-date professional knowledge. Courses in the program may also satisfy the continuing education requirements of local licensing boards. Contact the program office at 1-866-633-9370 or 617-353-4497 for more information.

Massachusetts Division of Insurance (MA DOI)—Students can receive 23 credits for each of the courses in the classroom program.

## CAREER DEVELOPMENT

Boston University frequently receives job and internship postings from employers familiar with our program, which we list on our website at [bu.edu/professional](http://bu.edu/professional). We also recommend that students become involved in the Financial Planning Association (FPA) and the National Association of Financial Advisors (NAPFA) organizations, which offer networking and mentoring opportunities as well as career and practice management advice. For more information, please visit [fpanet.org](http://fpanet.org) or [napfa.org](http://napfa.org).

## CERTIFIED FINANCIAL PLANNER™ CERTIFICATION

The CERTIFIED FINANCIAL PLANNER™ certification is the best-known certification in the financial planning community. The Boston University Program for Financial Planning is registered with the Certified Financial Planner Board of Standards, Inc. (CFP Board) and fulfills the requirements for education to qualify to sit for the CFP® Certification Examination. Any student who satisfactorily completes the BU Program for Financial Planning meets the educational requirements to sit for the CFP® Certification Exam. Students who pass the examination and fulfill the work experience and ethics requirements may be entitled to the CFP® certification.


## TUITION REIMBURSEMENT

Many companies offer tuition reimbursement for continuing education courses, particularly if they lead to a specific designation.

## ROBERT J. GLOVSKY SCHOLARSHIP FUND

The Robert J. Glovsky Scholarship Fund honors Robert J. Glovsky (LAW'76, '79), member of the President's Advisory Council on Financial Capability for Young Americans and director emeritus of the Boston University Programs in Financial Planning. Scholarship awards are available on a yearly basis, and are awarded to students who plan to provide financial advice to those traditionally underserved by the financial planning industry. For information regarding eligibility and application procedures, please visit [bu.edu/professional](http://bu.edu/professional).

*Certified Financial Planner Board of Standards, Inc. owns the marks CERTIFIED FINANCIAL PLANNER™,  and CFP®, which it awards to individuals who successfully complete initial and ongoing certification requirements.*

*Boston University does not certify individuals to use the CFP®, federally registered  and CERTIFIED FINANCIAL PLANNER™ certification marks. CFP® certification is granted only by the Certified Financial Planner Board of Standards, Inc., to those persons who, in addition to completing an educational requirement such as this CFP Board-registered program, have met its ethics, experience, and examination requirements.*

For a complete schedule, please visit [bu.edu/professional](http://bu.edu/professional).

“As a practicing financial planner I am keenly aware of the value of education. My experience has taught me that the more education planners have, the better they are able to assist their clients in making important financial decisions.”

— **Robert J. Glovsky, JD, LL.M., CFP®, CLU, ChFC**

*Vice Chair, The Colony Group, LLC; Program Director Emeritus*

## COURSE DESCRIPTIONS

### CFP Board-Registered Curriculum

#### **FP 101** Introduction to Financial Planning

This course provides a comprehensive examination of the entire financial planning process, along with an overview of investment planning, risk management and insurance, personal income tax planning, retirement planning, and estate planning. The course introduces the steps involved in the financial planning process and teaches you how to work with clients to achieve their financial goals. Learn how to gather and analyze information, construct personal financial statements, and understand the elements of a written financial plan, including implementing, monitoring, and reviewing the plan. The course also covers communication skills, the regulatory environment, time value of money calculations, and other financial planning concepts.

*Prerequisite:* Can be taken concurrently with **FP 102**

#### **FP 102** Risk Management

This course covers various aspects of life, disability, long-term care, and medical insurance, including how to evaluate and compare insurance contracts. Students will learn about property and casualty insurance, including homeowners, liability, and auto insurance. Other topics include business insurance and group insurance plans. Students will also learn how to recognize and protect their clients from exposures to risk, and how to conduct an insurance-needs analysis.

*Prerequisite:* **FP 101**

#### **FP 103** Investments

This course explores many investment-planning topics, including how a client's investment goals, time horizon, risk tolerance, and tax situation are taken into consideration when building an investment portfolio. Students learn about the attributes of various asset classes and their suitability for investors, which culminates in portfolio construction. Emphasis is placed on determining risk, reward, and intrinsic value for security selection and asset allocation.

*Prerequisite:* **FP 101**

#### **FP 104** Tax Planning

Participants in this course study personal income taxation and taxation for entities such as sole proprietorships, partnerships, LLCs, and corporations. The tax aspects of property dispositions, the “at-risk” rules, passive activity rules, and the Alternative Minimum Tax are examined. The course also introduces other special tax considerations such as self-employment tax and charitable gifting.

*Prerequisite:* **FP 101**

#### **FP 105** Retirement Planning and Employee Benefits

This course covers retirement planning for individuals and business owners. Learn how to conduct a retirement-needs analysis and the key factors that affect plan selection for business owners. Qualified and non-qualified retirement plans, their provisions and taxation, will be thoroughly examined in this course. Other topics include distribution rules, Social Security benefits, and regulatory considerations.

*Prerequisite:* **FP 101**

#### **FP 106** Estate Planning

This course provides an overview of estate planning and the various strategies and techniques available for creating an effective estate plan. Transfer taxes such as gift, estate, and generation-skipping transfer taxes are introduced along with planning techniques to minimize taxes on wealth transfers. The non-tax aspects of estate planning, such as the estate planning process, probate, property ownership, planning for incapacity, and estate planning for business owners, are also studied in this course. Documents such as wills, trusts, powers of attorney, and powers of appointment are addressed.

*Prerequisites:* **FP 101** (**FP 104** is highly recommended)

#### **FP 109** Capstone Course in Financial Planning

This course combines classroom and online learning experiences to enhance the knowledge and skills of students seeking to attain CFP® certification and deliver professional financial planning services to the public. The course integrates financial planning subjects learned in previous courses and demonstrates how to apply this knowledge to the development of a comprehensive financial plan. Students learn how to construct a plan according to CFP Board's Financial Planning Practice Standards and client objectives. For the final project, students prepare and present a comprehensive financial plan to BU faculty.

*Prerequisites:* **FP 101-FP 106**



## Program Director

CAROLYNN TOMIN, CFP®, is program director for Boston University's Program in Financial Planning.

As a CFP® professional who specializes in financial education, Tomin has taught estate planning courses and exam reviews for 20 years at universities in Massachusetts and Florida, as well as for many banks and financial service companies in both states. As co-founder of a financial education company, she

has presented continuing education courses to many financial service firms and professional organizations throughout the country. Tomin is co-author of the textbook, *Principles of Estate Planning*. She served for three years on the CFP Board's Council on Education and was appointed chair for 2012. A member of the Financial Planning Association for many years, she has served on its SW Florida chapter board of directors, as well as on various committees for the organization's Boston chapter.

## A Message from the Director

Students want to receive the best financial education possible to enhance their knowledge and advance their careers. With its national reputation for excellence, experienced faculty, high academic standards, and relevant curricula, the Boston University Program for Financial Planning provides this education—and more. My commitment and focus as program director is to prepare students for the art and practice of financial planning. To this end, we have assembled an experienced and talented team of instructors to provide students with the training, knowledge, and skills they need to become highly competent and successful practitioners. If you are seeking the finest education available in the growing field of financial planning, then I invite you to consider joining the Boston University Program in Financial Planning.

— Carolyn Tomin, CFP® Program Director

### LEARN MORE

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**For a complete schedule, visit [bu.edu/professional](http://bu.edu/professional).**