



Contents

▶ Unit Overview	7
1. Analyse Client Needs and Risk Profile	
1.1 Analyse Client Needs Using All Information Gathered and Considering Client's Product Expectations	10
1.2 Consult with Responsible Authorised Representative throughout Analysis for Further Clarification where Necessary According to Organisational Procedures	11
1.3 Identify Need for Specialist Advice and Ensure Client is Referred to Appropriate Adviser if Required	23
1.4 Assess and Confirm Client's Product Risk Profile According to Expectations of Cashflow and Relevant Taxation Obligations	39
2. Develop Superannuation Strategies and Solutions that Meet Client Needs and Risk Profile	
2.1 Identify Legislative, Regulatory and Code of Practice Requirements Relevant to Products being Offered	52
2.2 Determine Required Superannuation Strategy Based on Analysis of Superannuation Products, Client Risk Profile, and Client Needs	57
2.3 Conduct Required Research, Analysis and Product Modelling and Apply Stress Tests for Changes in Market Conditions	61
3. Provide Strategies and Solutions to Authorised Representative	
3.1 Draft Required Solution, Plan, Policy or Transaction and Provide to Authorised Representative	84
3.2 Explain Proposed Solution, Plan, Policy or Transaction to Authorised Representative	85
3.3 Confirm Required Details, Terms and Conditions of Product and Service	86
3.4 Disclose Impacts and Possible Risks of Solution, Plan, Policy or Transaction	87
3.5 Prepare Supporting Written Documentation and Guide Authorised Representative through Key Aspects of Documentation	88
3.6 Discuss and Clarify Concerns and Issues that Authorised Representative has Regarding Proposed Solution, Plan, Policy or Transaction	91
3.7 Confirm with Authorised Representative Client's Understanding of Proposed Solution, Plan, Policy or Transaction	92