

1. TITLE OF THE CERTIFICATE (DE)

**Zeugnis über die Prüfung zum anerkannten Fortbildungsberuf
Geprüfter Fachberater/Geprüfte Fachberaterin für Finanzdienstleistungen**

2. TRANSLATED TITLE OF THE CERTIFICATE (EN)

**Certificate on completion of the recognized further training examination for
Certified financial services consultant**

This translation has no legal status.

3. PROFILE OF SKILLS AND COMPETENCES

- Determine target groups and ensure that customers are adequately addressed; control marketing activities to attract customers
- Identify customers' requirements on the basis of their situation, objectives and plans
- Analyse the customers' needs on the basis of their situation, objectives and plans, taking the market environment and market forecasts into account
- Develop customized strategies for reaching these goals, taking products into account that suit the customer's needs
- Communicate strategies and related products in a customer-oriented manner; advise on opportunities and risks, liabilities and costs; support customers in decision-making
- Support customers in implementing their decisions; review the customers' situation both regularly and on specific occasions

4. RANGE OF OCCUPATIONS ACCESSIBLE TO THE HOLDER OF THE CERTIFICATE

Certified financial services consultants work for banks and insurance companies or as self-employed professionals. They use their comprehensive and extensive knowledge of financial services products and market conditions to advise private customers with regard to financial investments, personal insurance, asset and property protection as well as investments in real estate and financing schemes.

^(*) Explanatory notes

This document is designed to provide additional information about the specified certificate and does not have any legal status in itself. The format of the description is based on the following texts: Council Resolution 93/C 49/01 of 3 December 1992 on the transparency of qualifications, Council Resolution 96/C 224/04 of 15 July 1996 on the transparency of vocational training certificates, and Recommendation 2001/613/EC of the European Parliament and of the Council of 10 July 2001 on mobility within the Community for students, persons undergoing training, volunteers, teachers and trainers.

More information on transparency is available at: www.cedefop.eu.int/transparency

5. OFFICIAL BASIS OF THE CERTIFICATE

<p>Name and status of the body awarding the certificate Chamber of Industry and Commerce (<i>Industrie- und Handelskammer, IHK</i>)</p>	<p>Name and status of the national/regional authority providing accreditation/recognition of the certificate Chamber of Industry and Commerce</p>
<p>Level of the certificate (national or international) ISCED 2011 Level 55 These qualifications are referenced to level 5 of both the German and the European Qualifications Framework (DQR, EQF); see www.dqr.de/content/2316.php.</p>	<p>Grading scale/Pass requirements (**) 100 - 92 points = 1 = excellent 91 - 81 points = 2 = good 80 - 67 points = 3 = average 66 - 50 points = 4 = pass 49 - 30 points = 5 = poor 29 - 0 points = 6 = fail The candidate passed all examinations required for the completion of further training.</p>
<p>Access to next level of education and training The further training examination gives access to the next level of qualifications</p> <ul style="list-style-type: none"> • Certified financial consultancy specialist (<i>Geprüfter Fachwirt/Geprüfte Fachwirtin für Finanzberatung</i>) • Certified initial and continuing training specialist (<i>Geprüfter Aus- und Weiterbildungspädagoge/Geprüfte Aus- und Weiterbildungspädagogin</i>) <p>as well as access to advanced programmes in higher education.</p>	<p>International agreements</p>
<p>Legal basis Regulations governing the recognized further training examination for certified financial services consultant of 9 February 2012 (BGBl. I p. 274, 510), last amended by the regulations of 26 March 2014 (BGBl. I p. 274).</p>	

6. OFFICIALLY RECOGNIZED WAYS OF ACQUIRING THE CERTIFICATE

<p>The certificate is acquired through passing the examination administered by the body mentioned in section 5 above. Before sitting the examination, candidates must furnish proof of</p> <ol style="list-style-type: none"> 1. Successful completion of vocational training for the recognized occupation of bank clerk, insurance clerk, real estate management clerk, investment fund specialist, insurance and financial services broker or property agent , followed by at least six months of relevant practical work or 2. successful completion of training for another recognized commercial or administrative occupation, followed by at least one year of relevant practical work or 3. at least four years of relevant practical experience, or 4. relevant skills and competences.
<p>Additional information The skills and competences of which proof is to be furnished in the further training examination are usually acquired during many years of practical work and within the framework of education measures. Courses are offered in preparation for the examination; their duration and content are geared to the different specialist and managerial tasks. Translations of the certificate can be obtained from the body mentioned in section 5 above.</p>

() Note**

Simplified grading scale; for official grading scale see Sixth Ordinance Amending Further Training Examination Regulations of 9 December 2019 (Federal Law Gazette Part I, p. 2153)