

CPD Policy

MARCH 2019

BOSTON REED PTY LTD

AFSL #225738

Scope

This policy applies to Boston Reed Pty Ltd, in compliance with *Corporations (Relevant Providers Continuing Professional Development Standard) Determination 2018*. Specifically, it applies to all relevant providers authorised by Boston Reed.

Purpose

Continuing Professional Development (CPD) is an essential component of being a professional and embeds a culture of lifelong learning. This policy embeds a CPD framework and outlines the CPD requirements under *Corporations Amendment (Professional Standards of Financial Advisers) Act 2017* (Cth) and *Corporations (Relevant Providers Continuing Professional Development Standard) Determination 2018*, which requires all individuals identified as 'relevant providers' to meet the requirements for CPD set by the Financial Adviser Standards and Ethics Authority Limited (FASEA).

This document outlines the overarching CPD policy and provides a summary of the relevant provider requirements.

This CPD policy embeds the following principles:

- CPD maintains currency of technical knowledge
- CPD enhances and extends knowledge and skills
- CPD involves critical reflection and development
- CPD is relevant and flexible
- CPD is integral to ethical and professional practice

Definitions

Act: Corporations Act 2001

CPD year: 1 January to 31 December

Relevant provider: a person is a **relevant provider** if the person:

- (a) is an individual; and
- (b) is:
 - (i) a financial services licensee; or
 - (ii) an authorised representative of a financial services licensee; or
 - (iii) an employee or director of a financial services licensee; or
 - (iv) an employee or director of a related body corporate of a financial services licensee; and
- (c) is authorised to provide personal advice to retail clients, as the licensee or on behalf of the licensee, in relation to relevant financial products.

Provisional relevant provider: a relevant provider who is undertaking work and training in accordance with subsection 921B(4) of the Act.

Formal relevant education: includes any of the following:

- (a) a degree or equivalent qualification approved under the *Corporations (Relevant Providers Degrees, Qualifications and Courses Standard) Determination 2018*
- (b) a course determined in a legislative instrument under paragraph 1546B(1)(b) of the Act
- (c) education or training provided or approved by a professional association
- (d) formal education or training study towards qualifications or designations relevant to practice as a relevant provider.

Professional or technical reading: reading of relevant magazines, academic readings or journal articles that is unstructured and does not contain an assessment.

CPD Year

Boston Reed Pty Ltd CPD Year is 1st January to 31st December.

CPD obligations of relevant providers

Total minimum target: 40 hours of ‘qualifying CPD’ per CPD year.

Qualifying CPD activities must include a minimum in the following areas:

CPD Area	Minimum requirement
Technical Competence	21 hours
• Deposit Products – basic and non-basic	1 hour
• Investments	2.5 hours
• Insurance	2.5 hours
• Securities	1 hour
• Superannuation inc. Self-Managed Superannuation Funds	5 hours
• Financial Planning	5 hours
• Personal Taxation Issues (Financial Planning Stream)	2.5 hours
• Derivatives	0.5 hour
• Social Security and Aged Care	2 hours
• Estate Planning	2 hours
• Margin Lending and Geared Investments	0.5 hours
Client Care and Practice	5 hours
Regulatory Compliance and Consumer Protection	5 hours
Professionalism and Ethics	9 hours
General	No set minimum hours

CPD areas

A CPD activity must relate to one of the following CPD areas:

Item	CPD area	Definition
1.	Technical Competence	The activity is designed to enhance participants' technical proficiency and ability to develop and provide advice strategies that are appropriate to the objectives, financial situations and needs of different classes of retail clients.
2.	Client Care and Practice	The activity is designed to enhance participants' ability to act as a client-centric practitioner in advising retail clients.
3.	Regulatory Compliance and Consumer Protection	The activity is designed to enhance participants' understanding of applicable legal obligations and how to comply with them.
4.	Professionalism and Ethics	The activity is designed to enhance participants' capacity to act as an ethical professional.
5.	General	The activity is designed to maintain and extend participants' professional capabilities, knowledge and skills, including keeping up to date with regulatory, technical and other relevant developments, but is not in an area referred to in another item of this table.

Maximum restrictions

In any CPD year, no more than the specified hours in each activity below may be counted as follows:

- 30 hours of formal relevant education
- 4 hours of professional or technical reading

Approval of qualifying CPD activities

70% of all CPD activities undertaken by relevant providers must be assessed and approved by the licensee.

The following approval process is required:

Activity	Approval process
Kaplan Professional Ontrack content	Automatically approved
Kaplan Professional higher education subjects	Automatically approved to a maximum of 30 hours per annum
Professional Development Days	Load CPD to Kaplan Ontrack Portal and send to dealerservices@bostonreed.com.au for verification.
External Training via product providers/education providers/seminars	Load CPD to Kaplan Ontrack Portal and send to dealerservices@bostonreed.com.au for verification.

Assessment of qualifying CPD activities

A CPD activity must meet and provide evidence of the following requirements to be approved as a 'qualifying CPD activity':

- Clearly defined aims and learning outcomes
- Clearly defined, logical structure that follows adult learning principles
- Is current, accurate and up-to-date
- Relates to one of the FASEA CPD areas

- Is the appropriate learning level and has appropriate technical or practical content
- Deals primarily with matters related to the provision of financial product advice, financial advice services and financial advice business
- Is led or conducted by one or more persons with appropriate expertise, academic qualifications and practical experience
- Enhances advisers' knowledge and skills, and/or contributes to the maintenance of knowledge and skills in areas relevant to the provision of financial product advice and financial advice services
- Includes one or more of the following: workshop, face-face presentation, multimedia, worked examples, activities, case studies, tips, warnings, and if appropriate, reference to relevant legislation
- Preference is given to activities with a structured assessment component. Evidence of the successful completion of the assessment is required

Evidence requirements

For approval to be granted for a 'qualifying CPD activity' the following evidence is required:

- Proof of attendance/completion (e.g. certificate, digital record, transcript), which includes as a minimum:
 - The name of the activity and the provider
 - The date the activity was undertaken
 - An overview of the activity
 - The CPD area to which it relates
 - The duration in minutes/hours of the activity
 - The letterhead and/or signature of the provider or an appropriate authorised person.

Boston Reed Pty Ltd will approve at a minimum as many activities as will enable a relevant provider to comply with their CPD requirements. However, Boston Reed Pty Ltd will not approve an activity unless the activity meets the qualifying CPD activity requirements and evidence requirements set out in this policy.

Allocation of hours

CPD hours will be assessed and allocated on the estimated time taken to complete all content components (including video and/or multimedia) **plus** the completion of the assessment, on the basis of a 'reasonable person', with the appropriate knowledge.

Record keeping

The Kaplan Professional Ontrack platform will be used to record the completion of CPD activities. CPD plans will specify each relevant provider's:

- individual overall CPD target
- minimum requirements in each CPD area
- any other specific requirements that must be met

The platform will monitor individual progress and provide reporting.

For CPD activities undertaken and completed outside the Ontrack platform, each individual relevant provider is required to upload details into Ontrack and submit evidence for assessment and approval to dealerservices@bostonreed.com.au.

It is the relevant provider's responsibility to maintain complete and accurate records within Ontrack.

Career breaks

If a relevant provider has not been practicing or authorised as a relevant provider for a continuous period of 2 years or more, then they must comply with the following career break requirements.

Boston Reed Pty Ltd must approve the relevant providers CPD plan for the first CPD year upon the relevant provider resuming practice. Their first CPD plan may require additional CPD hours be completed to ensure Boston Reed Pty Ltd is satisfied that it is appropriate to address gaps in the relevant provider's competence, knowledge and skills arising from the relevant provider's absence from practice.

Extenuating circumstances

A leave of absence is defined as a period of more than 4 months during which an adviser has not been practising or authorised to provide financial advice. Upon returning from a leave of absence, the Licensee's training team will assess the circumstance upon which the adviser took the leave of absence and determine the next course of action relating to the adviser meeting their CPD requirements.

Provisional relevant providers

Provisional relevant providers who are completing their Professional Year are not required to meet CPD requirements.

In the first CPD year as a relevant provider, CPD requirements will be pro-rated for the period between the completion of the professional year and the CPD year.

Existing relevant providers new to Boston Reed Pty Ltd

CPD that has been undertaken via Kaplan OnTrack with another provider will be automatically recognised. If CPD is completed via an alternative CPD provider, please obtain your records from your previous licensee and send it to Boston Reed Pty Ltd.

Monitoring

Monitoring of the completion of CPD requirements by each relevant provider will be undertaken using the reporting functionality of Ontrack on a quarterly basis.

Continuing Professional Education (CPE) for registered tax (financial) advisers

Registered tax (financial) advisers should complete a minimum of 60 hours of CPE over a three (3) year period, with a minimum of 7 hours of CPE completed each year. In addition, the CPE completed should be relevant to the tax (financial) advice services provided by the registered tax (financial) adviser. The TPB has confirmed that they will accept any CPD completed by a registered tax (financial) adviser as being completed CPE (providing the completed CPD is relevant to the tax (financial) advice services provided by the registered tax (financial) adviser). As a result, all Representatives who are registered tax (financial) advisers will include as part of their CPD Training Plans activities which will assist them in meeting their CPE requirements. Further information on CPE for tax (financial) advisers can be found here: <https://www.tpb.gov.au/cpe-tax-financial-advisers>

Non-compliance

A relevant provider *must* comply with the CPD obligations specified in this policy.

Failure to meet the specified requirements requires the licensee to notify ASIC of the relevant providers non-compliance with the continuing professional development standard (922HB, *Corporations Amendment (Professional Standards of Financial Advisers) Act 2017*).

922HB Obligation to notify ASIC of non-compliance with continuing professional development standard

- (1) A notice must be lodged under this section, in accordance with section 922L, in relation to a person if, at the end of a financial services licensee's CPD year:
 - (a) the person:
 - (i) is the licensee; or
 - (ii) is authorised to provide personal advice to retail clients, on behalf of the licensee, in relation to relevant financial products; and
 - (b) the person is a relevant provider; and
 - (c) the relevant provider has not complied with section 921D during the licensee's CPD year.

Note 1: A financial services licensee may obtain information from a relevant provider under section 922N for the purposes of determining whether to lodge a notice under this section.

Note 2: Subsection 921D(1) requires certain relevant providers to meet the continuing professional development standard in subsection 921B(5).
- (2) The notice must state that the relevant provider has not complied with section 921D during the licensee's CPD year.

*Corporations Amendment
(Professional Standards of Financial Advisers) Act 2017*

It is a requirement that your CPD is always up to date. Failure to meet CPD requirements may result in termination of authorised representative status.

Version control and accountable officers

It is the responsibility of the Responsible Officer(s) to ensure compliance with this policy.

Policy Category:	Training and Education
Responsible Officer:	Mina Andrawis
Implementation Officer:	Rachael Vandenberg
Review Date:	01/01/2020
Approved by:	Rachael Vandenberg

Change and version control:

Version	Authored by	Brief description of the changes	Date approved	Effective date
1	RV	Initial Policy Creation	29/3/19	29/3/19