

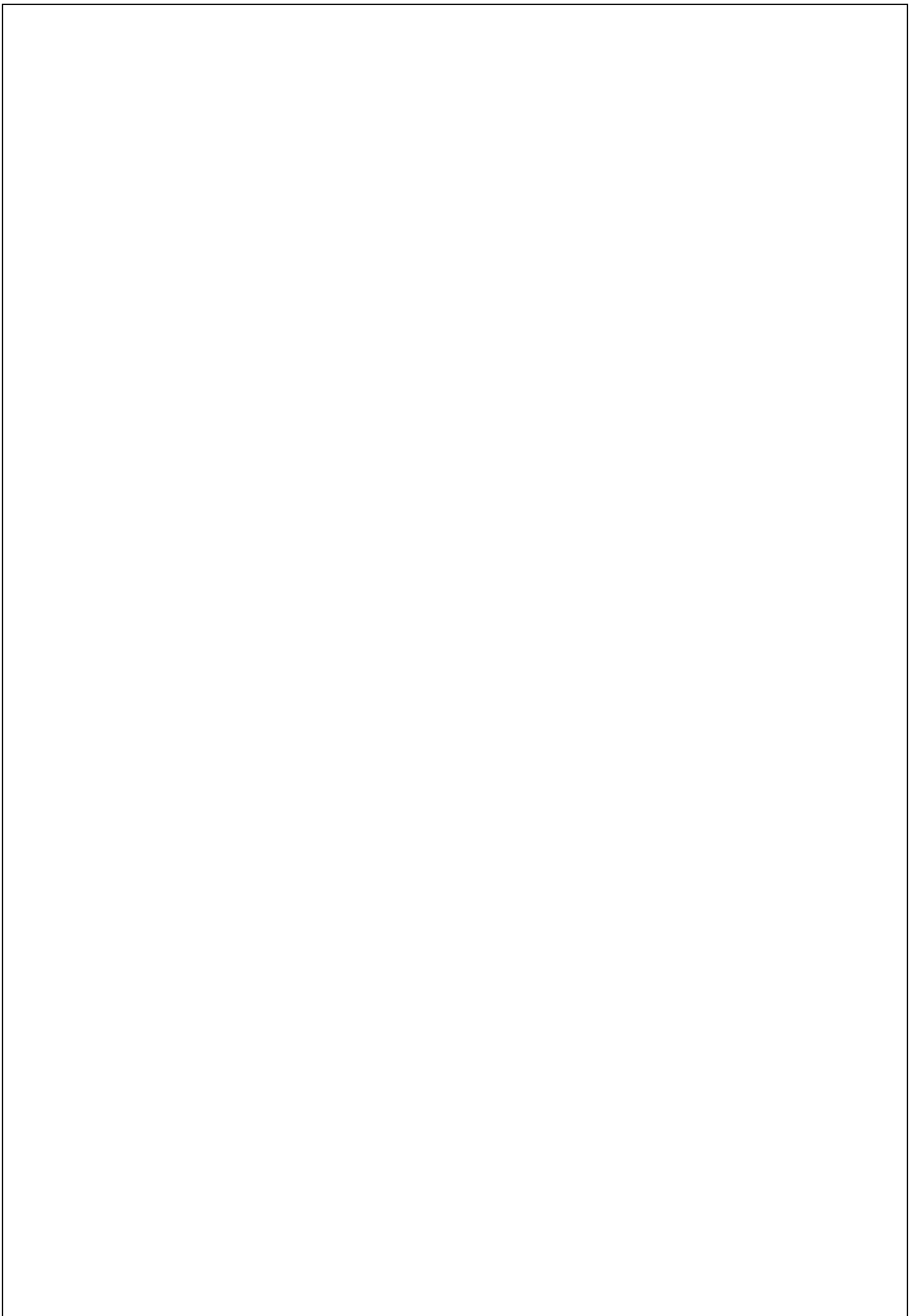


**CHARTERED INSTITUTE FOR
SECURITIES & INVESTMENT**

LEVEL 7 FINANCIAL PLAN CASE STUDY

Effective for assessment from November 2025

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Level 7 Financial Plan Case Study

SUMMARY

The objective of this syllabus is to outline the required actions and processes to enable candidates to create a robust, professional grade financial plan that:

- is designed to align with client objectives
- is clearly set out, concise and user friendly, taking into account the client's level of knowledge and experience
- explicitly states how each proposed solution links to each individual problem/objective
- contains all relevant client data
- provides an holistic solution
- illustrates the ramifications of individual and collective courses of action and any trade-offs that may become necessary
- clearly describes and justifies qualifications, caveats and assumptions
- illustrates a logical sequence of order
- establishes an effective review mechanism

SYLLABUS STRUCTURE

The syllabus is divided into ***learning outcomes***.

ASSESSMENT STRUCTURE

Candidates are assessed on their ability to prepare and present a financial plan case study. The assessment process is laid out in the Level 7 Financial Plan assessment candidate guidance.

CANDIDATE UPDATE

Candidates are reminded to check the 'Candidate Update' area of the Institute's website (<https://www.cisi.org/cisiweb2/cisi-website/study-with-us/candidate-update>) on a regular basis for updates that could affect their examination as a result of industry change.

LEVEL 7 FINANCIAL PLAN CASE STUDY SYLLABUS

LEARNING OUTCOME 01 – Financial management

When composing a financial plan, the candidate should:

- 1.1 critically analyse client information in order to develop strategies and use techniques to optimise short and mid-term cash flow, prioritise budgeting, and manage assets and liabilities
- 1.2 evaluate and synthesise quantitative and qualitative information relating to personal financial statements, cash flow, debt, asset acquisition, liabilities, education planning and emergency fund provision.
- 1.3 determine the client's propensity to save, their expenditure patterns and attitude towards debt
- 1.4 qualify the reliability of inherent assumptions and the accuracy of client expectations
- 1.5 analyse potential opportunities and constraints and assess information to develop strategies
- 1.6 determine whether the client is living within their financial means
- 1.7 determine and stress test emergency fund provision
- 1.8 assess the impact of potential changes in income and expenditure in a range of scenarios
- 1.9 distinguish between a range of financing alternatives
- 1.10 collate information to develop financial management strategies
- 1.11 distinguish between the advantages and disadvantages of a range of strategic alternatives
- 1.12 make financial management recommendations based on qualified strategy
- 1.13 clearly illustrate a logical sequence of order

LEARNING OUTCOME 02 – Applied tax planning

When composing a financial plan, the candidate should:

- 2.1 collate and evaluate the information necessary to establish the client's tax position
- 2.2 identify the taxable nature of assets and liabilities
- 2.3 critically analyse the tax structure of client accounts
- 2.4 review relevant tax documents
- 2.5 identify current, deferred and future tax liabilities
- 2.6 evaluate the client's tax position and attitude towards taxation
- 2.7 analyse existing and potential tax strategies and structures for suitability
- 2.8 assess the financial impact of tax planning alternatives
- 2.9 synthesise information to develop tax planning strategies
- 2.10 distinguish between the advantages and disadvantages of a range of tax planning strategies
- 2.11 prioritise action steps to assist the client in implementing tax planning recommendations

LEARNING OUTCOME 03 – Asset management

When composing a financial plan, the candidate should:

- 3.1 clarify the client's financial capability and level of understanding
- 3.2 clarify any ethical or religious factors that might determine the client's preferences
- 3.3 identify and record individual and collective client aspirations
- 3.4 determine mutually agreed objectives
- 3.5 critically analyse existing client arrangements

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- 3.6 clarify the client's understanding of investment risk in relation to their current portfolio
- 3.7 demonstrate an understanding of financial products and markets
- 3.8 evaluate quantitative and qualitative information and ensure suitability
- 3.9 apply reasonable assumptions
- 3.10 synthesise information to outline product recommendations
- 3.11 confirm client's understanding of risk in relation to recommendations
- 3.12 explain the potential benefits of diversification
- 3.13 confirm the scope of the financial planner's remit and responsibilities
- 3.14 prioritise action steps to assist the client in implementing specific recommendations
- 3.15 establish, agree and record an appropriate method of review

LEARNING OUTCOME 04 – Personal risk management

When composing a financial plan, the candidate should:

- 4.1 critically analyse existing client arrangements
- 4.2 identify potential obligations of the client
- 4.3 quantify the client's risk exposures
- 4.4 assess the client's risk appetite
- 4.5 critically assess alignment between risk appetite and risk exposure
- 4.6 assess the client's risk exposure against current insurance coverage and risk management strategies
- 4.7 critically assess alignment between risk appetite and stated objectives
- 4.8 determine relevant family and lifestyle issues and attitudes
- 4.9 investigate client attitude to financial risk management
- 4.10 assess exposure to financial risk
- 4.11 qualify client willingness to take active steps to manage financial risk

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- 4.12 assess the implications of changes to insurance coverage
- 4.13 prioritise client risk management needs
- 4.14 synthesise information to develop risk management strategies
- 4.15 distinguish between the advantages and disadvantages of a range of risk management strategies including consideration of the use of wills and trusts
- 4.16 clearly describe qualifications, caveats and assumptions
- 4.17 prioritise action steps to assist the client in implementing risk management recommendations

LEARNING OUTCOME 05 – Retirement planning

When composing a financial plan, the candidate should:

- 5.1 evaluate and synthesise quantitative and qualitative information relating to potential sources of retirement income
- 5.2 identify estimated retirement expenses
- 5.3 quantify estimated retirement expenditure
- 5.4 determine the client's attitudes towards retirement
- 5.5 determine the client's retirement objectives
- 5.6 apply reasonable assumptions
- 5.7 critically analyse client's existing provision
- 5.8 consider the impact of social security benefits
- 5.9 model taxable burden across a range of strategies
- 5.10 quantify mortality risk
- 5.11 quantify morbidity risk
- 5.12 critically analyse alignment between client's expectations and deliverables
- 5.13 qualify objectives
- 5.14 synthesise information to develop retirement planning strategies

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- 5.15 distinguish between the advantages and disadvantages of a range of retirement planning strategies
- 5.16 illustrate alignment with client's attitude to investment and risk appetite
- 5.17 model the impact and affordability of expenditure on the client's cashflow and agreed expenditure parameters
- 5.18 prioritise action steps to assist the client in implementing retirement planning recommendations
- 5.19 clearly describe qualifications, caveats and assumptions

LEARNING OUTCOME 06 – Estate planning

When composing a financial plan, the candidate should:

- 6.1 investigate estate planning issues
- 6.2 determine the client's estate planning objectives
- 6.3 critically analyse client's existing arrangements
- 6.4 critically analyse alignment between client's expectations and deliverables
- 6.5 quantify the value of the estate
- 6.6 apply reasonable assumptions
- 6.7 synthesise information to identify an appropriate method of achieving the client's objectives
- 6.8 evaluate personal and professional limitations and consider ethical and fiduciary issues that might necessitate referring the client to legal and/or taxation specialists
- 6.9 model taxable burden for the client and intended beneficiaries
- 6.10 distinguish between the advantages and disadvantages of a range of estate planning strategies including charitable gifting
- 6.11 critically analyse the use of Wills
- 6.12 critically analyse the advantages and disadvantages of trusts
- 6.13 critically analyse the benefits and scope of powers of attorney

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- 6.14 outline the appropriate use of gifts in estate planning
- 6.15 consider the impact of social security benefits
- 6.16 explain the implications of following a particular course of action
- 6.17 illustrate alignment with the client's attitude to investment and risk appetite
- 6.18 clearly describe qualifications, caveats and assumptions
- 6.19 prioritise action steps to assist the client in implementing estate planning recommendations

LEARNING OUTCOME 07 – Applied financial planning

Synthesise component elements to create a professional financial plan that:

- 7.1 is designed to align with client objectives
- 7.2 is clearly set out, concise and user friendly, taking into account the client's level of knowledge and experience
- 7.3 explicitly states how each proposed solution links to each individual problem/objective
- 7.4 contains all relevant client data
- 7.5 provides an holistic solution
- 7.6 illustrates the ramifications of individual and collective courses of action and any trade-offs that may become necessary
- 7.7 clearly describes and justifies qualifications, caveats and assumptions
- 7.8 illustrates a logical sequence of order
- 7.9 establishes an effective review mechanism

READING LIST

Publications

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3. www.theaic.co.uk
4. www.theinvestmentassociation.org