

Financial Advisor Foundations: Building Your Career in Finance

2026 6 – 2
Vienna (Austria)

UK Training

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Financial Advisor Foundations: Building Your Career in Finance

R20222803/216462 Location: Vienna (Austria) **Fees:** 5200 GBP

Course Description

This intensive 5-day course provides aspiring financial advisors with a solid foundation in the key competencies required for success in the field. Participants will gain practical knowledge in financial planning, client communication, ethical standards, and business development. Through a combination of theoretical concepts and hands-on exercises, attendees will develop the skills necessary to launch and grow their careers as financial advisors.

Learning Objectives

- Master the fundamentals of financial planning and wealth management
- Develop effective client communication and relationship-building skills
- Understand and apply ethical standards and regulatory requirements
- Learn essential business development and practice management techniques
- Gain proficiency in financial analysis and investment strategies

Course Modules

Day 1: Introduction to Financial Planning

- Overview of the financial planning process
- Understanding client goals and risk tolerance
- Fundamentals of personal finance and budgeting
- Introduction to investment vehicles and asset allocation

Day 2: Client Communication and Relationship Management

- Effective client interview techniques
- Building trust and rapport with clients
- Addressing client concerns and managing expectations
- Strategies for client retention and referrals

Day 3: Ethics and Regulatory Compliance

- CFP Board's Code of Ethics and Standards of Conduct
- Fiduciary responsibilities and best practices
- Regulatory requirements and compliance procedures
- Ethical decision-making in financial planning scenarios

A graphic of a chessboard with several chess pieces (a king, a queen, a rook, and a pawn) in gold and silver. The text 'UK Training PARTNER' is overlaid on the board.

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Day 4: Financial Analysis and Investment Strategies

- Fundamental and technical analysis techniques
- Portfolio construction and management
- Risk management and insurance planning
- Retirement and estate planning basics

Day 5: Business Development and Practice Management

- Marketing strategies for financial advisors
- Building and managing a client pipeline
- Time management and productivity techniques
- Technology tools for practice efficiency

Practical Wins for Participants

- Develop a personalized client communication strategy
- Create a sample financial plan for a hypothetical client
- Construct an ethical decision-making framework
- Design a 90-day business development action plan

A graphic of a chessboard with several chess pieces. A gold king piece is prominent in the foreground, with a silver pawn and a gold pawn nearby. In the background, there are concentric circles emanating from a point, suggesting a signal or focus.

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