



THE
AMERICAN
COLLEGE
OF FINANCIAL SERVICES®

FSCP®

Financial Services Certified Professional®

Foundational knowledge for career success

TheAmericanCollege.edu/FSCP



Why Become an FSCP®

Gain the fundamental knowledge needed to launch a career in financial services. The Financial Services Certified Professional® (FSCP®) Program offers a 360-degree curriculum in running a financial services practice, with an emphasis on product knowledge, prospecting and marketing, and business planning principles.

Becoming an FSCP® provides you:

- ✔ **Fundamental** financial services knowledge and skills
- ✔ **Proven prospecting** and marketing strategies to build new relationships
- ✔ **Practical experience** uncovering client needs
- ✔ **Foundational** business planning for a growing practice
- ✔ **Applicable** knowledge on a wide range of financial products

“Students who are diligent in completing the coursework will experience what so many FSCP® students have experienced: an increase in production while taking these courses.”

Kirk Okumura, MSFS, ChFC®, FSCP®
PROGRAM DIRECTOR

93%

of FSCP® designees agree it was a worthwhile investment in career development.¹

¹ The American College of Financial Services Designation Outcomes Study, 2017.



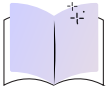
Your Differentiator: Transform Knowing Into Doing

The College's FSCP® Program offers intensive training in the essential skills required to launch a career as a financial services professional, or to grow your practice by mastering critical prospecting and marketing strategies. Put knowledge into practice with an active learning approach of Learn, Discuss, Do, and Reflect.

The program features:



Elite faculty of nationally-recognized academics, researchers, and practitioners



Up-to-date curriculum covering current trends and market realities, like social media and regulatory constraints



Hybrid learning format with self-study, live weekly collaborative sessions, and independent project work



Personalized course options that offer program flexibility tailored to your professional goals

Advisors participating
in the FSCP® Program
experienced a

55%

increase
in production.¹

¹ Enterprise results reported after one year of implementing the FSCP® Program.

FSCP® Program at a Glance

The FSCP® is designed for young professionals just beginning their career in financial services, as well as career-changers looking for new opportunities. To earn the designation, you must complete a total of seven courses, consisting of five elective courses and two core courses.

Tuition \$595 per course, \$195 for ethics course (FA 290)	Timing Complete in 14 months
Format Hybrid, mix of live virtual and on-demand classes	
Transfer Credit Earn transfer credit for an FSCP® elective if you've passed one course in a variety of programs. Visit TheAmericanCollege.edu/FSCP to learn more.	
Lay the foundation for career-long learning and growth. Choose from nine electives on topics such as the fundamentals of prospecting, insurance products, retirement planning, planning for business owners, and more. Your Learning Outcomes: <ul style="list-style-type: none">• Identify, market to, and build relationships with clients• Uncover client needs and offer solutions• Make ethical decisions that put the client first• Learn the major areas of financial planning• Confidently recommend current financial products	
Tuition Savings and Scholarship Opportunities Scholarship opportunities for active-duty military personnel, veterans and spouses, African American financial professionals, and other qualifying groups are available. Learn more at TheAmericanCollege.edu/Scholarships .	

Your Educational Journey Starts Here

There are no prerequisite courses or previous financial services industry experience required to begin the FSCP® Program other than a high school diploma or the equivalent.

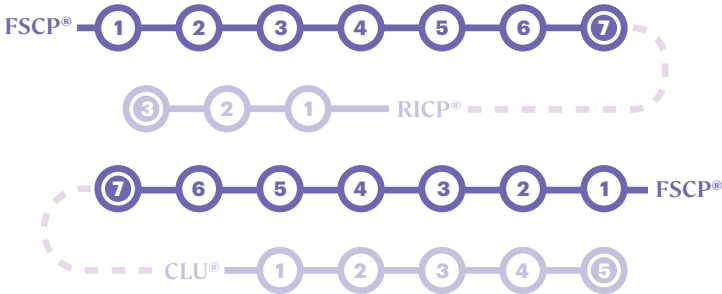
To receive the FSCP® designation, you must:

1. Successfully complete seven courses (five electives, two core courses).
2. Prior to taking each course exam, you must attend at least six of the eight class sessions and obtain a 70% or better on the Moderator's Grade, which consists of the average of your average quiz, project, and class participation grades. You must then achieve a 70% or higher on the course's final exam. **For FA 290, only the final exam requirement applies.**

Your Roadmap to Success

Earning your FSCP® designation can serve as the beginning of your financial services journey, or can deliver knowledge to complement previous designations. Either way, it's an integral component of a life-long learning journey with The American College of Financial Services.

Here are a few potential paths:



After starting with the FSCP® designation, you can follow a focused path to achieve your Retirement Income Certified Professional® (RICP®) designation, or the new re-imagined five (5) course Chartered Life Underwriter® (CLU®) designation.

Expand Your Opportunities

The American College of Financial Services delivers applied financial knowledge and education, promotes lifelong learning, and advocates for ethical standards for the benefit of society.

As a lifelong learning partner, you will benefit from:

- Extensive professional network of one-in-five financial advisors educated by The College
- Ready-to-use knowledge delivered by plugged-in, industry-leading experts
- Interactive community engagement featuring frequent webinars, conferences, and professional development events
- Advanced planning skills and real-world application not delivered elsewhere
- Modern education through the latest in mobile-friendly, e-learning technology
- Prestigious pedigree and client recognition from nearly 100 years of academic excellence

FSCP[®]

Financial Services Certified Professional[®]

TheAmericanCollege.edu/FSCP

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The mark of FSCP[®] is the property of The American College of Financial Services and may be used by individuals who have successfully completed the initial and ongoing certification requirements for this designation. The College can disallow use of the FSCP[®] if advisors do not adhere to the program's ethical standards, continuing education, and other requirements.



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