

	The American College of Financial Services — FSCP® Financial Services Certified Professional®	Kaplan Financial/College for Financial Planning — LUTCF® Life Underwriter Training Council Fellow <sup>SM</sup>
<b>Prerequisites</b>	None	None
<b>Tuition</b>	\$550 per course for 6 courses \$180 for Ethics for the Financial Services Professional course \$3,480 Tuition	\$950 per course for 3 courses \$2,850 Tuition
<b>Time to Finish</b>	19 months	One year or less
<b>Curriculum</b>	Beginner to intermediate fundamental knowledge in life insurance for personal and business markets, financial planning, and retirement planning, as well as marketing, prospecting, selling, presenting, and practice management skills	Beginner knowledge in fundamental prospecting, selling, and practice management skills, as well as working knowledge of the four practice specialties
<b>Course Resources</b>	<ul style="list-style-type: none"> <li>Hybrid learning format—on-demand self-study, live collaborative sessions, and independent project work</li> <li>Class sessions facilitated by moderators with industry experience and focused on practice application</li> <li>Textbooks include best practices (printed copy included in tuition)</li> <li>Projects provide opportunities to apply major concepts of each course, leading to prospects, appointments, and new clients</li> <li>Chapter quizzes and practice exams</li> </ul>	<ul style="list-style-type: none"> <li>OnDemand classes (recorded video lectures) or live online</li> <li>Textbooks (\$150 for printed copy)</li> <li>Module quizzes and practice exams</li> </ul>
<b>Lifeong Learning Path</b>	<ul style="list-style-type: none"> <li>Some companies have training approved for a transfer of credit, reducing the number of FSCP® courses required for the designation</li> <li>FIC and FICF fraternal may receive credit for up to three courses, potentially reducing the number of courses to three facilitated courses and ethics</li> <li>Students may be eligible to have the first course of other designation programs (CLU®, ChFC®, CFP®, ChSNC®, or RICP® programs) count as an elective in the FSCP® Program for \$300 more (total \$850)</li> </ul>	FIC and FICF fraternal receive credit for two of the three courses
<b>Years of Experience</b>	Since 1927	Since 1972

## Foundational knowledge for career success

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