FIN 467 – Seminar in Financial Planning
Instructor: George Nabeshima, PhD
Phone: (808)591-6606
Office Hours: By Appointment
Friday 3:00-5:45
Classroom: BUSAD E201

Course Description:
A capstone course for financial services and planning track. This is a case study course intended to provide students the opportunity to integrate concepts and to apply knowledge from earlier courses towards analyzing financial problems and developing appropriate financial planning recommendations. A-F only. Pre: 301 and 311 and two of the following courses: 490E, 490F, ACC 401, INS 300.

Course Objectives:
Upon completion of this course, the student will be able to:
1. Demonstrate a comprehensive understanding of the content found within the Financial Planning curriculum and effectively apply and integrate this information in the formulation of a financial plan.
2. Effectively communicate the financial plan, both orally and in writing, including information based on research, peer, colleague or simulated client interaction and/or results emanating from synthesis of material.
3. Collect all necessary and relevant qualitative and quantitative information required to develop a financial plan.
4. Analyze personal financial situations, evaluating clients’ objectives, needs, and values to develop an appropriate strategy within the financial plan.
5. Demonstrate logic and reasoning to identify the strengths and weaknesses of various approaches to a specific problem.
6. Evaluate the impact of economic, political, and regulatory issues with regard to the financial plan.
7. Apply the CFP Board Financial Planning Practice Standards to the financial planning process.

Pre-requisites:
Fin 311: Investments
Fin 301: Personal Financial Lanning
Two of the following four courses: 490E (Retirement Planning), 490F (Estate Planning), ACC 401 (Federal Income Tax), INS 300 (Principles of Insurance). Courses can be taken concurrently with this course with Instructor’s permission.
**Course Structure:**
Classes are a combination of lectures, discussions, assignments and in class exercises. Beginning with the second class, periodic short quizzes will be administered at the start of class. Beginning with the third, class, student will be responsible for making oral presentation relating to financial planning recommendation. These presentations will be graded. Each oral presentation must be accompanied by a written presentation outline that must be turned in by students prior to their oral presentation. In addition short project assignment will be given out in class, these assignment will be graded. The final project will consist of a comprehensive financial plan presentation.

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<th>Date</th>
<th>Topic</th>
<th>Assignment</th>
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| Week 1 Jan 13 | Review Syllabus, CFP® Certification standards & Standard of Professional Conduct (Code of Ethics, Rules of Conduct and Practice Standard)  
- The Financial Planning Process & Transactional Type Engagements  
- Chapter 1 Review | 1) Study Standards of Professional Conduct: Next Week Quiz  
2) Read Chapter 2 |
| Week 2 Jan 20 | Quiz: Standards of Professional Conduct.  
- Chapter 2 Review: Financial Planning Approaches | Assignment:  
1) Prepare a 10 minute presentation on a Financial Behavior Theory |
| Week 3 Jan 27 | Student Presentations  
- Practice Standard 100: Establish and Defining the Relationship  
- Practice Standard 200: Gather Client Data | Assignment:  
1) Create a budget and Net worth questionnaire  
2) Read Chapter 3 |
| Week 4 Feb 3 | Practice Standard 300: Analyzing and Evaluating the Client’s Financial Status  
- Practice Standard 400: Developing and Presenting the Financial Planning Recommendations  
- Net Worth, Budgeting and Goal Development  
- Chapter 3 Review  
- Review & Discuss Mini Case 2 | Assignment:  
1) Develop 10 Minute Presentation to explain how to determine Insurance Need (LI, Medical, LTC, DI, Property, i.e., why is it important and how much should a person get) |
| Week 5 Feb 10 | Student Insurance Presentations (LI, Medical, LTC, DI, Property)  
- Practice Standard 300 & 400  
- Discuss Protection & Insurance Strategies (i.e., the why, the what and the how)  
- Review Financial Calculator | Assignment:  
1) Prepare for Financial calculator quiz  
2) Read Mini Case 1 |
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<th>Week 6</th>
<th>Feb 17</th>
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| • Quiz: Financial Calculator  
• Student Insurance Presentations Continued  
• Discuss Mini Case 1 and development recommendations | Assignment:  
1) Develop 10 Minute Presentation to explain why people need to save  
2) Read Mini Case 3, 4, & 5 |
| Week 7 | Feb 24 |
| • Student Presentation (Savings)  
• Practice Standard 300 & 400  
• Accumulation Strategies  
• Review & Discuss Mini Cases 3, 4 & 5  
• Class Discussion: Why do people need to save & what are some common savings goals  
• Class Discussion: State & Federal Pension Plan provisions | Assignment:  
1) Bring to class a risk tolerance questionnaire and output report.  
2) Develop a 10 min investment/asset allocation presentation or fund selection presentation |
| Week 8 | March 3 |
| • Student Presentations (Asset Allocation)  
• Practice Standard 300 & 400  
• Investment & Portfolio Mgt Strategies Primer | Assignment:  
1) Download the CPF® Provided Formulas and provide an explanation of each formula’s use (1 to 3 sentences)  
2) Read Mini Case 7 |
| Week 9 | March 10 |
| • Student Presentation (Fund Evaluation)  
• Evaluate a mutual fund based on CPF® provided formulas Primer  
• Review & Discuss Mini Case 7 | Assignment:  
1) List common estate planning documents and a 2-3 sentence description of each document  
2) Read Mini Case 8 |
| Week 10 | March 17 |
| • Practice Standard 300 & 400  
• Estate Planning  
• Review & Discuss Mini Case 8 | Assignment:  
1) Interview 5 people |
| Week 11 | March 24 |
| • Practice Standard 500: Implementing the Financial Planning Recommendations  
• Practice Standard 600: Monitoring  
• Assign Cases 1 to 10 for individual presentations | Assignment:  
1) Exam Preparation |
| Week 12 | March 31 |
| Spring Break | |
| Week 13 | April 7 |
| Guest Speaker (This date is tentative) | |
| Week 14 | April 14 |
| Holiday: Good Friday | |
| Week 15 | April 21 |
| Final Exam. Guest Speaker (This date is tentative) | |
| Week 16 | April 28 |
| Final Presentations. Last day of Class (Congratulations to those graduating) | |
Tests (Total 40pts)
1. Quiz #1: Code of Ethics & Rules of Conduct (10pts)
2. Quiz #2: Financial calculator quiz (10pts)
3. Final Exam (20pts)

Presentations (Total 50pts)
1. Financial Behavior (10pts)
2. Presentation to explain how to determine Insurance Need (10pts)
3. Presentation to explain why people need to save (10pts)
4. Presentation to explain how to develop an asset allocation investment model (10pts)
5. Fund selection presentation (10pts)

Written Assignment (Total 60pts)
1. Create a budget and Net worth questionnaire (10pts)
2. Bring to class a risk tolerance questionnaire and output report (10pts)
3. List common estate planning documents and a 2-3 sentence description of each document (10pts)
4. Download the CPF® Provided Formulas and provide an explanation of each formula’s use (1 to 3 sentences) (10pts)
5. List common estate planning documents and a 2-3 sentence description of each document (10pts)
6. Conduct 5 mini-interviews (10pts)

Final Project (Total 50pts)
1. Comprehensive Financial Plan Recommendation Presentation

Percentage Earned Grade Earned
90.0 – 100 A
80.0 – 89.9 B
70.0 – 79.9 C
60.0 – 69.9 D
< 60.0 F

Academic Honesty:

University of Hawaii System wide Student Conduct code states, “Students are expected to be responsible in relations with other members of the UH Mānoa community, respect the interests of the institution, and follow the student code of conduct while at the University. Violations of this code include matters of alleged academic dishonesty, such as cheating and plagiarism.” Students are expected to behave with personal and academic integrity while in this class. Appropriate action will be taken against those in violation. Furthermore, students are expected to behave in an appropriate manner while in class. Those engaging in disruptive behavior may be asked to leave the class.
Students with Disabilities:

Any student with a disability who needs classroom accommodation, access to technology or other academic assistance in this course should notify the course instructor as soon as possible (i.e., within the first two classes, if possible).

* The course outline is tentative. The instructor reserves the right to amend reading assignments, graded assignments, or dates as necessary. It is the student’s responsibility to keep abreast of such changes.