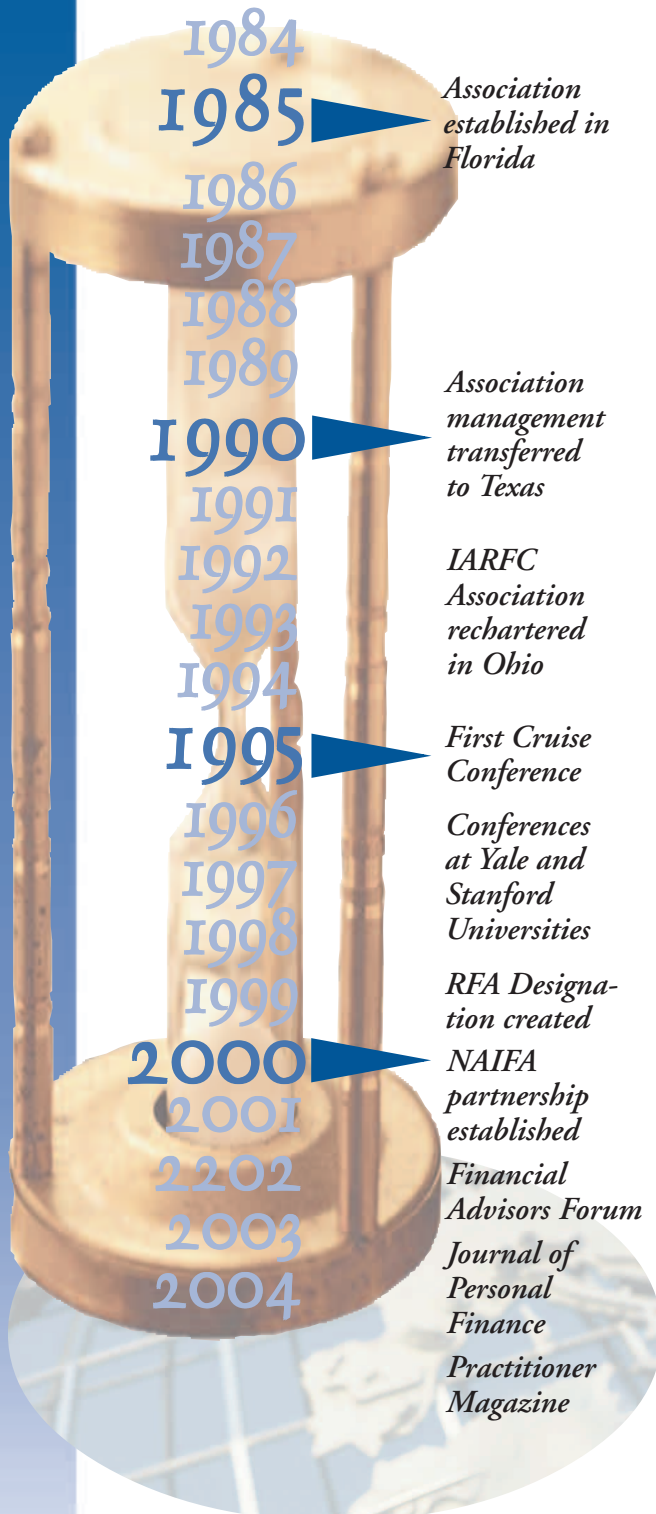


M E M B E R S H I P

*Join the organization of financial professionals
dedicated to helping people do a better job of
spending, saving, investing, insuring and planning.*



History



1984

1985

Association established in Florida

1986

1987

1988

1989

1990

Association management transferred to Texas

1991

1992

1993

1994

IARFC Association rechartered in Ohio

1995

First Cruise Conference

1996

1997

1998

1999

Conferences at Yale and Stanford Universities

2000

2001

2002

2003

2004

RFA Designation created

NAIFA partnership established

Financial Advisors Forum

Journal of Personal Finance

Practitioner Magazine

The IARFC was established in 1984 as the International Association for Registered Financial Planners. It focused on planners that met stringent education, licensing and continuing education requirements. When the management of the association was transferred to Texas in 1990, it became quite disorganized under the successor executive director, and membership declined. In 1993, a new board of directors rechartered the association, slightly changing the name to avoid conflict with another organization, the RFP Institute. The revised group had less than 400 members, but over the next six years it codified procedures and doubled membership.

In 1995, the IARFC participated in its first Cruise/Conference, and these events have been successful in providing continuing education in a very attractive venue.

In 1996, the organization launched its website IARFC.ORG, which is a steadily growing portal for associated members and the public. A new licensing exam was developed to accept applicants who met all other requirements without having completed academic courses that included comprehensive financial exams.

In 1997, the association held its first conference on a university campus at Yale, and followed it in 1998 at Stanford, where the attendees paid homage to the founder of the financial planning movement, Loren Dunton.

In 1998, the IARFC created the Registered Financial Associate (RFA) designation for recent graduates of financial services curricula without experience. An RFA converts to an RFC designation after several years and the completion of 160 hours of professional education.

In late 1999, the association offices were transferred to Ohio. Membership was 850 and now it exceeds 3,000.

“The IARFC is dedicated to educate, support, and advance the professionalism of financial advisors who are helping people spend, save, invest, insure, and plan for the future.”

Ed Morrow, IARFC President



Ed entered financial services in 1963 and founded Financial Planning Consultants in Middletown, Ohio in 1969 to provide comprehensive planning services to business owners and executives. Author of seven software programs, he is a consultant to financial advisors of practice management and computerization. He developed the *Text Library System* used by 3,000 planning firms. Ed is a frequent speaker and writer on practice management and technology for such organizations as the FPA, MDRT, NAIFA, SFSP, and AICPA. He has published over 600 professional articles and three books, including *Computerizing Your Financial Planning Practice*, *Personal Coaching for Financial Advisors*, and the *Complete Millenium Preparation Guide* jointly with Jeff Kelvin, JD.

For three years IARFC partnered with the new Division of Financial Advisors of NAIFA in the Financial Advisors Forum. Forums will continue in New Orleans, May 6-8, 2004, sponsored by the IARFC, with the participation of other financial services institutions.

In 2002, the IARFC launched its quarterly academic *Journal of Personal Finance*, and in 2004 commenced publishing the full-color *Practitioner* magazine in addition to the monthly *IARFC Register*.

The IARFC has growing representation through organizational and educational programs in Malaysia, Singapore, Hong Kong, Indonesia, Thailand, Philippines, Taiwan and China.



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FLMI, RFC

Liang Tien Lung, Asia Development Organization (IMM)
RFC

Our Mission

Code of Ethics



I will at all times put my client's interest above my own.



I will maintain proficiency in my work through continuing education.



When fee-based services are involved, I will charge a fair and reasonable fee based on the amount of time and skill required.



I will abide by both the spirit and the letter of the laws and regulations applicable to financial planning services.



I will give my client the same service that I would give myself in the same circumstances.

The IARFC removes the designation from anyone who fails to maintain proficiency through substantial continuing education, or who betrays the public trust by failing to live up to its Code of Ethics, or by having a professional license revoked or suspended for misconduct of any kind.

What is the RFC designation?

The Registered Financial Consultant (RFC) is a professional designation awarded by the International Association of Registered Financial Consultants to those financial advisors who can meet the high standards of education, experience and integrity that are required of all its members.

The IARFC is a nonprofit professional credential organization of proven financial professionals formed to foster public confidence in the financial planning profession, to help financial advisors exchange planning techniques, and to give deserved recognition to those practitioners who are truly committed to ethical standards and continuous professional education.

Because there are no consistent licensing requirements for the various persons who call themselves "financial planners" the public has a critical need for a method of distinguishing the qualified and dedicated financial advisor.

The IARFC provides the public with a convenient access to a pool of well-qualified practitioners from which to choose a financial advisor. It is the only professional organization that requires all of its members to meet and document seven stringent requirements of education, experience, examination, integrity, licensing, ethics and a significant amount of continuing professional education.

By offering practice management tools and high-level professional education, the IARFC elevates the advice and service delivered to the public.



What about other professional designations?

We hold the RFC designation to be different and perhaps more encompassing. However, the IARFC does not assert that many other professional designations or their organizations are inferior. The public is not served by divisive criticism, but rather by dedicated and well-prepared professionals. Our goal is to encourage professional conduct and collaboration between advisors, with strong emphasis on the importance of continuing education.

RFC Examination Process

If you have not achieved either an undergraduate or graduate degree in personal financial planning or counseling, completed one of the designations referred to on page ten, or completed an approved curriculum, then you must pass the RFC Challenge Examination.

The comprehensive RFC examination covers a wide range of subject matter: Principles of Personal Finance, Debt and Cash Flow Management, Employee and Government Benefits, Annuities, Securities, Investments and Asset Allocation, Life, Health and Casualty Insurance, Education and Special Needs Funding, Estate Planning, Survivor Income Needs Analysis, and Retirement Income. The exam consists of 150 multiple choice questions. There is no time limit for completion.



Certificate 16 x 20, framed 22 x 26



Continuing Education

Each year the RFC must complete a minimum of 40 units (hours) of professional continuing education. This may include college courses, educational symposiums, credentialed courses, distance learning programs and practitioner conferences. Many RFCs are instructors at colleges and conferences.

Why the RFC?

With the large number of Chartered Financial Consultants, Certified Public Accountants and Certified Financial Planners, and the refrain heard for “one profession—one designation” why is there a need for the IARFC and RFC designation? This is a valid question, and one that deserves a considered response. First, there is no clear “one designation.” There are at least 80 designations in the financial services field and over 72 associations. The mission statement of each organization generally includes two purposes: to identify qualified persons who can serve the public and to uplift the quality of professionals through educational events. Nearly all of these associations have a code of ethics and will expel a designee who violates that code or who fails to provide evidence of continuing education.

Those are the similarities – what are the differences? Many designations require that educational criteria be obtained from a specific institution or commercial organization. Some require expertise only in a narrow aspect of financial services. What differentiates the RFC from the three “financial advisor” designations, CFP, ChFC and CPA/PFS? The first is the education to acquire the designation and the second is the ongoing professional education required to maintain it. The ChFC requires 8 courses offered only by the American College. These courses are accepted by IARFC for both the education and CE, but the American College is the only route to the ChFC designation. The Personal Financial Specialist (PFS) is offered only to the CPA designation plus AICPA study course and exams. New entrants into the CPA ranks must have a Masters Degree, which will significantly limit CPA/PFS expansion.

The Certified Financial Planner designation initially was granted by the College for Financial Planning, founded in 1972 by Loren Dunton. In 1986 this designation was transferred to the CFP Board of Standards, which now accepts over 140 academic programs. Although it evaluates and approves



these curricula, the CFP Board requires applicants to take its own exams, even though every program it accepts already puts graduates through exams. The IARFC does not believe in the need and expense (\$695 plus \$300) for ten additional hours of examination when qualified graduates have already spent more time undergoing exams. Every year over 10,000 people complete academic financial services curricula, but in 2002, less than 3,000 from all these institutions passed the CFP Board’s two-day exams.

There are always some students who can cram for an exam, but whose ability to use the tested subjects later is significantly lacking. No matter how rigorous an exam might be, a practitioner might be incapable of delivering comprehensive advice. The best solution for providing the qualified practitioners that the public is entitled to is continued professional education. The scope of personal financial planning is so broad that many topics must be covered and must be repeated periodically with changes in regulation, legislation, economics, technology and product development.

Most associations require only 15 hours of CE yearly. That's only two days! The IARFC is convinced that far more CE is required of a professional advisor who is guiding all aspects of a family's financial future. Fifteen hours might be adequate for a specialty area, such as health insurance, but not for a comprehensive field such as personal financial consulting. Furthermore, the IARFC believes that the practical delivery of financial advice and service, such as technology, internet applications, compliance, financial ethics and the generic application of financial products are not only acceptable - but also essential. The IARFC does not require pre-submission of CE events or charge a CE provider fee and generously accepts eight methods for the RFC to record 40 CE units yearly.

As an association the IARFC does not feel that it is a competitor - but a colleague - of the other associations and institutions in the financial services industry. As Thoreau would put it, we are simply responding to "the beat of a different drummer."



While some organizations offer only a designation, the IARFC also provides publications, marketing, and professional education.

Respecting the commitment of advisors who have completed an educational curriculum, we do not require redundant and expensive exams.

Benefits

Complete Professional Website!

Join the Internet Revolution!

With over 110 million Internet users in the United States, the Internet is everywhere. It teaches our children. It connects our families. It sells us everything from automobiles to groceries. The Internet is changing our lives and revolutionizing business practices in virtually every industry. The financial services industry is no different. Every day more and more of your prospects and clients are changing the way they look at saving, investing, insurance and banking. If your prospects and clients are going to shop on the web, and they are, then you need for all their financial shopping to be made through you, on your professional website.



Prospecting on the Web

The public has come to expect web-based information from everyone with whom it does business. We are constantly bombarded with advertising referring magazine and newspaper readers, TV viewers and radio listeners to websites for information and services. A well-structured, comprehensive website provides a cost-effective, non-threatening way to introduce prospects to your practice, your background, your products, your services, your people, your designations and your location.

Website Partnership

While you're busy building your financial services business, IARFC has partnered with Financial Visions to help you build your website. For roughly a dollar a day, you can have an on-line presence that is professional, comprehensive, easily updated, consumer responsive, customizable, and compliant. You'll have state-of-the-art technology, NASD reviewed content, and compelling graphics design, packaged together into a template-based subscription service for financial services professionals.

Website Administration

Your site can offer a complete set of financial calculators (selected by you), news headlines, stock quotes, reply forms, a library of articles, and firm-specific content. Your website will be current and professional, designed to help you grow and manage your client base. We pride ourselves on giving you the most content available, while leaving you in complete control of your site's look, feel and updates. The site building and publishing tools are intuitive, flexible and easy to use. We provide the highest level of customer service support to guide you in uploading text and adding personal and staff photos.

Professional Recognition

- RFC Certificate** - Handsome 16" x 20" parchment diploma-type document designed for framing.
- RFC Confirmation Notice** - 8.5" x 11", suitable for a display stand or use in a presentation notebook.
- Formal Announcements** - 4" x 5" cards to publicize your designation to clients, prospects and advisors.

Publications and Printed Materials

- RFC Brochures** - Consumer-oriented brochures you can distribute to clients or prospects: 8.5" x 11" four-page for personal presentation, and 8.5" x 3" trifold for mailing insertion.
- RFC Gold Foil Labels** - Perfect to add a touch of class to your marketing materials, brochures, and presentations.
- The Register** - A monthly newsletter about association and industry events.
- Journal of Personal Finance** - Quarterly academic journal.
- Financial Insider** - An 8 page, full color financial newsletter for financial advisors.
- Practitioner** - Bi-monthly publication on practice management, marketing and sophisticated uses of investment & insurance products.
- Press Releases** - Announces RFC recognition; with full instructions for distribution.

Internet Resources

- Financial Visions Website** - A full-featured website for advisors.
- Internet Access** - IARFC Website oriented to reach members of the public seeking financial advisors, linking them to your email and website.
- Financial Services Journal Online** - Electronic publication of professional articles.
- Financial E-News** - Bi-weekly news digest of the financial services industry.
- Financial Services Online** - A subscription service paperless publisher.

Other Benefits and Services

- Financial Advisors Forum** - A three-day professional conference with outstanding presentations by leading financial advisors and experts. May 6-8, 2004, May 11-13, 2005, New Orleans, including 2 hours live radio broadcast on WWL, *Talking Money Show* with Fred Siegel, RFC, interviewing Forum attendees live!
- Annual Education Cruise/Conference** - Great surroundings and top quality programs.
- Compliance Services** - Available to all members at a special rate.
- Professional Jewelry** - Emblem gold keys, tie bars, tie chains, lapel pins and rings.
- Alamo Car Rental** - Discount rental rates and special packages available with IARFC code.
- Text Library System & Marketing** - A comprehensive communications tool for financial advisors.
- Corporate Records System** - A supplement of TLS; Articles of Incorporation, By-Laws, Minutes, etc.
- Compliance Software** - How to prepare for SEC audits; reduce professional liability.
- Seminar Marketing** - For advisors presenting single or multi-session seminars for clients or prospects.



Requirements

Suggested Professional Education Topics

Pre-approval of CE credit for any event, course, article, book or lecture is not required by the IARFC. Use any of ten standard study methods. . .

1. A Registered Financial Consultant

applicant must have a minimum of four years experience as a full-time practitioner in the field of financial planning.

2. Applicant must have earned a baccalaureate or graduate degree in financial planning with a strong emphasis on subjects relating to economic, accounting, business, statistics, finance, and similar studies; or have earned one of these professional degrees or designations: AAMS, AEP, CEP, CFA, CFP, ChFC, CLU, CPA, CPA/PFS, EA, JD/LLB, LLM, LUTCF, MBA, MS, MSFS, MSFM, Ph.D or completed a CFP equivalent or IARFC approved college curriculum at an accredited college, university or educational organization.

3. The educational curriculum must have included a stringent examination process, such as an IARFC or approved CFP preparation course. If not, an experienced self-studied candidate may pass an RFC challenge examination.

4. Applicant must have met licensing requirements for securities and life and health insurance; or an applicant who is a fee-only planner and is not licensed must provide information on the applicant's Registered Investment Advisor affiliation.

5. Applicant must have a sound record of business integrity with no suspensions or revocation of any professional licenses.

6. Applicant must subscribe to the IARFC Code of Ethics. (See page four.)

7. All members must agree to devote a minimum of 40 hours per year to continuing professional education in the field of personal finance and professional practice management.

- ▶ The client-family-advisor legal relationship
- ▶ Estate planning, taxation, liquidity and distribution
- ▶ Securities disclosure and service requirements
- ▶ Gifting and inheritance transfer planning
- ▶ Insurance disclosure and service requirements
- ▶ Trust provisions, applications and administration
- ▶ Client engagement responsibilities
- ▶ Trust Financial Advisor responsibilities
- ▶ Confidentiality of client records and information
- ▶ Trustee tasks and Trust Protector services
- ▶ Compensation issues of fees and commissions
- ▶ Survivor needs analysis and recommendations
- ▶ Professional ethics and ethical business conduct
- ▶ Retirement income planning & recommendations
- ▶ Discovery and clarifying client goals and objectives
- ▶ Retirement plan funding and investments
- ▶ Developing and clarifying planning assumptions
- ▶ Retirement plan distribution, taxation and options
- ▶ Discovery and clarifying risk & investment attitudes
- ▶ Education and special needs funding
- ▶ Collection and organization of financial information
- ▶ Divorce, disability, parent care and family crises
- ▶ Financial data analysis, display and projections
- ▶ Life planning strategies and services
- ▶ Balance sheets and cash flow statements
- ▶ Charitable planning options and opportunities
- ▶ Income tax analysis and recommendations
- ▶ Government benefits and eligibility requirements
- ▶ Preparation of income and estate tax returns
- ▶ Social Security, Medicare and Medicaid planning
- ▶ Cash management studies and suggestions
- ▶ Employee benefit plans and options
- ▶ Budgeting, expense control and debt management
- ▶ Retirement plan administration and service
- ▶ Re-financing and debt pre-payment analysis
- ▶ Planning for businesses and their employees
- ▶ Residential real estate acquisition and sale
- ▶ Planning for non-profit organizations
- ▶ Real estate ownership and management
- ▶ Developing and presenting the financial plan
- ▶ Investment products, packages and options
- ▶ Implementation checklists and procedures
- ▶ Developing and altering an investment strategy
- ▶ Monitoring the plan and making adjustments
- ▶ Market indices, history and their usage
- ▶ Working with other professional advisors
- ▶ Categories of investments and their relationships
- ▶ Service procedures with product vendors
- ▶ Tangible investments, coins, stamps, art, etc.
- ▶ Regulations, laws and the legal environment
- ▶ Asset allocation strategies and management
- ▶ Economics, inflation and government policy
- ▶ Portfolio management and reporting
- ▶ Practice management and office operations
- ▶ Data aggregation and effective presentation
- ▶ Paperless office administration and regulation
- ▶ Risk management studies and recommendations
- ▶ Personnel selection, training and supervision
- ▶ Property, casualty and liability protection
- ▶ Client Relationship Management (CRM) systems
- ▶ Medical and health risks and insurance
- ▶ Ethical and effective marketing tools and issues
- ▶ Long-term care planning and insurance
- ▶ Website and Internet client communications
- ▶ Disability planning analysis and insurance
- ▶ Internet research, data capture and client service
- ▶ Life insurance needs and policy analysis
- ▶ Verbal and graphic client communications
- ▶ Commercially insured and private annuities
- ▶ International planning and residence issues
- ▶ Retirement applications of life insurance
- ▶ Computer software and hardware applications
- ▶ Fixed, variable and indexed insured products
- ▶ Professional and community service by advisors
- ▶ Asset protection and liability reduction
- ▶ Donor-advised family foundations



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www.IARFC.org

APPLICATION

Annual Membership Fee: **\$100**
 Application Fee (one time) **\$75**
 Total First Year **\$175**

INFORMATION PROVIDED	
<input type="checkbox"/>	Registration Fee Payment
<input type="checkbox"/>	Education Information Furnished
<input type="checkbox"/>	License Information Furnished
<input type="checkbox"/>	RIA Information Furnished
<input type="checkbox"/>	Is the RFC Exam Required?
<input type="checkbox"/>	Application Approved

Name: _____
 (Exactly as you want it to appear on your 16 x 20 RFC Membership Certificate, excluding degrees or other designations)

Mr. Mrs. Ms. Other: _____ Your Preferred Salutation/Nickname _____

Check Enclosed Credit Card No. _____ Expires: _____

NAME OF BUSINESS _____ ()
 STREET _____ PHONE _____
 CITY _____ STATE _____ ZIP CODE _____ FAX _____

RESIDENCE ADDRESS _____ ()
 CITY _____ STATE _____ ZIP CODE _____ RESIDENCE PHONE _____

BIRTH DATE _____ I.D. or SOCIAL SECURITY # _____ E-MAIL _____

IARFC SPONSOR, IF ANY _____ YOUR PROFESSIONAL WEBSITE URL, IF ANY _____

EDUCATIONAL BACKGROUND (Since High School)

NAME AND ADDRESS OF INSTITUTION	FROM MO/YR	TO MO/YR	COURSE OR MAJOR	GRADUATE?	DEGREE

NASD MEMBER FIRM: _____

Type of registration: Series 7 Series 6,22,or 62 Series24 Series27 Series65 Other _____

Insurance Licenses Held: Life Health Variable Contracts Prop. & Casualty Other _____

Affiliated with SEC Registered Investment Advisor (RIA)? _____ Name of RIA: _____

Designations: AAMS AEP CEP CFA CFP ChFC CLU CPA CPA/PFS EA JD/LLB LLM LUTCF
 MBA MS MSFS MSFM Ph.D. RFP Other _____

Financial Services Education: CFP Prep Course at _____ Other Financial Course _____

Financial Services Experience: Years engaged as a practitioner in the field of financial planning: Full time _____ Part time _____

Non-Licensed: If you have never obtained insurance or securities licenses, please explain how you provide financial planning (RIA, etc.)

PLEASE CUT

QUESTIONS RELATING TO BUSINESS AND ETHICAL CONDUCT

- Have you ever been refused a surety bond? Yes No
- Have you ever been enjoined permanently or temporarily from selling or dealing in securities or from functioning as an Investment Advisor? Yes No
- Have you ever been arrested, indicted, or convicted for any felony or misdemeanor, except for minor traffic offenses? Yes No
- Have you ever been known personally by any other name, or have you ever conducted business or carried brokerage or bank accounts in any other name? Yes No
- Have you ever become insolvent, failed in business or compromised with creditors? Yes No
- If "Yes" — please give date, name and location of court, disposition, liabilities, and assets. Yes No
- Have you ever had a license, permit, certificate, registration or membership denied, suspended, revoked or restricted, or had an application withdrawn for cause? Yes No
- Have you ever been the subject of any order, judgement, decree or other sanction of a foreign court, foreign exchange, or foreign or domestic governmental or regulatory agency? Yes No

IF THE ANSWER TO ANY OF THE ABOVE QUESTIONS IS "YES", PLEASE ATTACH A WRITTEN EXPLANATION.

THE FOLLOWING SHOULD BE READ VERY CAREFULLY BY THE APPLICANT

1. I hereby certify that I have read and understand the foregoing statements and that my responses are true and complete to the best of my knowledge.
2. I hereby apply for the registration with the IARFC and, in consideration of such organization receiving and considering my application, I submit myself to the jurisdiction of such organization and hereby verify that I agree to abide by, comply with, and adhere to all the provisions, conditions and covenants of the statutes, certificates of incorporation, bylaws and rules and regulations of the organization as they are and may be adopted, changed or amended from time to time, and I agree to comply with, be subject to and abide by all such requirements and all ruling, orders, directives and decision of, and penalties, prohibitions and limitations imposed by such organization, subject to right appeal as provided by law, and I agree that any decision of such organization as to the result of any examination(s) that I may be required to pass will be accepted by me as final.
3. I further agree that neither the association nor its officers, employees, and others acting on its behalf, shall be liable to me for action taken or omitted to be taken in official capacity or in the scope of employment, except as otherwise provided in the statutes, bylaws, or the association's rules and regulations.
4. I authorize the organization to make available to any federal, state or municipal agency, or any securities or commodities industry self-regulatory organization, any information they may have concerning me or to request confirmation of my status, and I release those organizations, employees and agents, from any and all liability of whatever nature by reason of furnishing such information.
5. I further agree that any part of the information contained in this application and any subsequent documents in my IARFC registration file may be divulged to interested parties as part of the referral system maintained by the Association for the benefit of members and the public.
6. I hereby certify that I have a sound record of business integrity with no suspension or revocation of any professional licenses, and I hereby subscribe to the IARFC Code of Ethics, a copy of which I have read and understand.
7. It is agreed and understood that any material misrepresentation of facts or information given in this or subsequent application or renewal will be cause for immediate revocation of membership and all its privileges, without refund of any dues or fees paid.
8. I agree to maintain proficiency in my work by completing a minimum of forty (40) units per year of continuing education in the field of financial planning and counseling — which can include subjects relating to practice management or financial product application.
9. As an applicant for registration, I understand and agree that my registration with the IARFC will not become effective until submission of all required documentation in proper order and upon written acceptance by the IARFC.
10. I understand that all IARFC certificates remain the property of the Association and must be destroyed or returned to the Association at my expense should my membership be suspended, revoked or terminated for any reason.

SIGNATURE OF THE APPLICANT

DATE

SIGNATURE OF A WITNESS

How did you first learn about the IARFC: _____

IMPORTANT: Evidence of license, diploma, or similar documents may be requested.

1. Applicant must have earned a baccalaureate or graduate degree, with strong emphasis on subjects relating to economics, accounting, business, statistics, finance, investments, and similar studies. **OR** one of the following degrees or professional designations: AAMS, AEP, CEP, CFA, CFP, ChFC, CLU, CPA, CPA/PFS, EA, LUTCF, MSFS, MS, MBA, RFP, JD, LLB, LLM, Ph.D. or completed a CFP equivalent or IARFC approved college curriculum at an accredited college or university. If not, RFC qualifying examinations and educational programs are available.
2. Application must have met licensing requirements for securities *and* life and health insurance **OR**
3. Applicants who are fee-only planners or advisors and are not licensed must submit RIA affiliation information or short written explanation of how they deliver services to clients.

NOTE: Licensing requirements are solely to establish an applicant's proficiency with areas in which financial advisors should be knowledgeable. It is not required that an RFC sell a product or maintain such licenses or other professional designations.

Please mail this application or fax to (513) 424-5752

If You're Not Yet Qualified. . .

The Preparation Course and Exam apply **ONLY** if you have not already completed sufficient financial study.

Exam

RFC Preparation and Examination

How long does it take to prepare for the RFC Examination?

That depends a great deal on your experience, education and the rate at which you read and absorb complex information. Some advisors have indicated they covered each of the five topics over a weekend, and successfully passed the exam. They continued to use the ten study volumes as a valuable practice resource for several years after the exam.

What is the examination like?

The RFC exam consists of 150 questions, which must be answered on a multiple choice basis. The exam is not timed, but requires an average of 3 to 5 hours.

What can I take into the exam?

You may use a calculator and the calculator guide book during the exam, just as you might in your office. You may not use reference books, the study volumes, a laptop or desktop computer, access to the Internet, or receive any outside personal assistance during the exam.

How is the exam administered?

The candidate nominates a Proctor, who agrees to administer the exam and mail it directly to the IARFC in a provided envelope. This person may be a business associate, but not a member of the candidate's immediate family. The IARFC will confirm with the proctor his or her willingness to monitor the examination and answer any questions about the procedures to be followed. The Proctor must agree to serve without compensation, and the exam will be mailed to the Proctor with administrative instructions.

RFC Examination Proctor Request – *Only if an Exam is Required*

Name of Proctor: _____ Phone: (____) _____

Proctor's Firm Name, if applicable: _____

Mailing Address: _____

City: _____ State: _____ Zipcode: _____

I have discussed this test with the Proctor nominee and he/she agrees to administer the RFC exam to me without any charge, and will return the test booklet directly to the IARFC in the envelope provided.

Applicant Name: _____ Phone: (____) _____



RFC Study Materials Summary

If you have not already completed a comprehensive course of study, the IARFC provides a very high quality study course. The text materials, plus the 150 question examination has a combined fee of \$275. Additional candidates may re-use the books and take the exam only (no books) for \$150.

	Pages
Financial Planning Process and Insurance Multiple Choice Questions Workbook 10 Lessons; 366 questions with detailed answers	204
Financial Planning Process and Insurance Summary Review	306
Retirement Planning Multiple Choice Questions Workbook 9 Lessons; 320 questions with detailed answers	190
Retirement Planning Summary Review, plus glossary and index	300
Investment Planning Multiple Choice Questions Workbook 10 Lessons; 445 questions with detailed answers	245
Investment Planning Summary Review, plus glossary and index	259
Income Tax Planning Multiple Choice Questions Workbook 8 Lessons; 284 questions with detailed answers	193
Income Tax Planning Summary Review, plus glossary and index	318
Estate Planning Multiple Choice Questions Workbook 8 Lessons; 373 questions with detailed answers	144
Estate Planning Summary Review, plus glossary and index	118
Total Volumes: 10	Total Pages: 2,277

The ten books are shipped to each RFC candidate in a 9 x 12 box. These books are prepared by the educators at Keir Resources. The regular cost of just the collection of study materials from Keir is \$320 plus shipping. These volumes may also be used in preparation for the CFP two-day, ten hour exams offered twice yearly at an additional cost.

Referrals

Do you know of someone who may be interested in becoming a Registered Financial Consultant?

We will send you your choice of these professional RFC Keys upon receipt of your nominee's RFC application.



BROACH



PIN



TIE CHAIN

NAME

STREET

CITY

STATE

ZIP CODE

PHONE

E-MAIL

NAME

STREET

CITY

STATE

ZIP CODE

PHONE

E-MAIL

Please Print Your Full Name

PROFESSIONAL JEWELRY PREFERRED:

PIN TIE CHAIN BROACH

Please mail or fax to (513) 424-5752



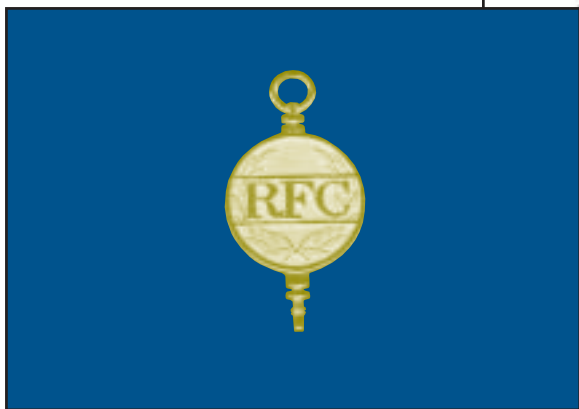
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Financial Planning Building
2507 North Verity Parkway
P.O. Box 42506
Middletown, Ohio 45042-0506

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**Send this Formal Announcement
to Your Clients, Prospects and Professional Advisors.**



The International Association of
Registered Financial Consultants is
pleased to acknowledge the appointment of

WILLIAM J. NELSON

having acquired the professional distinction
as a Registered Financial Consultant through
the completion of seven criteria: education,
examination, ethics, experience, licensure,
business conduct, and annual completion
of ongoing continuing education.