



Finance Certificate Core Competencies 2020

- 100 Ethical Business Practices - 18%
Knowledge and application of ethic business practices as they relate to financial decision-making as a fiduciary.
- 100.1 Bonding
 - 100.2 Client values/quality of life
 - 100.3 Confidentiality
 - 100.4 Conflict of interest
 - 100.5 Fee setting
 - 100.6 Person centered decision-making
 - 100.7 Relationship with individual's family
- 200 Trust Management - 10%
Knowledge and application of best practices in carrying out fiduciary responsibilities in managing trusts.
- 200.1 Fiduciary duties
 - 200.2 Responsibility to beneficiaries
 - 200.3 Special needs trusts
 - 200.4 Taxation
- 300 Personal Property Management - 10%
Knowledge and application of best practices and fiduciary responsibilities in managing the personal property of an individual.
- 300.1 Appraisal of value
 - 300.2 Disposing of property
 - 300.3 Locating assets
 - 300.4 Safekeeping
- 400 Real Property Management - 10%
Knowledge and application of best practices and fiduciary responsibilities in managing the real property of an individual.
- 400.1 Joint property
 - 400.2 Maintaining
 - 400.3 Preparing to sell
 - 400.4 When/if sell

- 500 Acquiring/Maintaining Benefits - 14%
Knowledge and application of best practices in acquiring and maintaining public benefits on behalf of an individual.
- 500.1 Medicaid
 - 500.2 Medicaid planning
 - 500.3 Medicare
 - 500.4 Social Security
 - 500.5 SSI/SSDI
 - 500.6 VA
- 600 Financial Management - 15%
Knowledge and application of best practices and fiduciary responsibilities in managing the financial affairs of an individual.
- 600.1 Cash flow management
 - 600.2 Debt payment priority
 - 600.3 Estate preservation
 - 600.4 Financial plan
 - 600.5 Reserve fund for future needs
 - 600.6 Resource Exhaustion
 - 600.7 Tax implications
- 700 Investment Management - 8%
Knowledge and application of best practices and fiduciary responsibilities in investing the assets of an individual.
- 700.1 Investment goals
 - 700.2 Prudent Investment
 - 700.3 Work with advisors
- 800 Court Compliance - 15%
Knowledge and application of best practices in complying with court supervision, rules, and orders.
- 800.1 Account segregation
 - 800.2 Accounting
 - 800.3 Inventory
 - 800.4 Timekeeping