Mission

The mission of the Financial Planning Association® (FPA®) Residency Program is to engage, inspire and empower new CERTIFIED FINANCIAL PLANNER™ professionals to be confident in their ability to create meaningful relationships with their clients using their knowledge of the financial planning process.

Date and Location
October 12-17, 2014
Lake Arrowhead, California

Program Fees
FPA Member Rate $3,200
Non-Member Rate $3,800
Space is limited to maximize the personal experience of this program.

Program Mentors
FPA appoints highly experienced CFP® professionals as your Mentors. You will be assigned to a Mentor and group of Residents with whom you will work and role play as a financial planning team in a planning firm over the course of the week.

Meet your 2014 Mentors at extension.uci.edu/FPA for detailed bios.

What to Expect?

Residency is an experiential case-study learning experience. You will have the opportunity to work on three case studies while being guided by and receiving detailed, personalized feedback from skilled mentors. Each day will include a combination of the experiential role playing activities listed below.

- Mentor demonstrations of the various stages of client-planner interaction
- Teams meet to prepare for discovery meeting
- Conduct the discovery meeting with client
- Teams meet to review client data and prepare for follow-up client meeting
- Conduct goal development and data clarification meeting with client
- Teams meet to coordinate client resources for financial plan presentation
- Prepare first draft of financial plan presentation
- Present first draft of financial plan presentation to firm partners
- Teams meet to revise financial plan presentations for client presentation
- Final financial plan presentation to client

A detailed daily schedule of the Residency program can be viewed at extension.uci.edu/FPA.

For More Information
Francine Berg, program representative
E-mail: fberg@uci.edu • Phone: (949) 824-4661

Enroll at extension.uci.edu/FPA
Real People
Real Emotions
Real Challenges
Real Change

Upon arriving at the stunning Lake Arrowhead facility for Residency, you will meet the program Mentors and your fellow Residents.

After an orientation, your team will participate in a team building exercise and will then be introduced to Harvey and Hazel, your clients. Harvey and Hazel are role played by two of the Mentors throughout the week and are presented in case studies that address their financial and life issues as their situation changes over a period of years.

Residency is designed to address "above the line" client issues, meaning the work during Residency addresses the client-centered nature of the financial planning engagement and the importance of the dynamic nature of the client-planner relationship. Residency does not focus on the technical aspects of financial planning. Rather it facilitates the transformation of financial planning technical knowledge into competence and wisdom for the benefit of the client. You will work through three cases that feature the same clients at different stages of their lives (see What to Expect on page 2).

The Mentor feedback is genuine dialog about your presentations – what you are learning, suggestions about what could be done better, and praise for what is being done particularly well. True to the experiential learning aspect of FPA Residency, the mentors hold fast to the theory that the best way to learn is through experience and discussions examining the process, what is working and what is not.

The Program includes Mentor panel discussions that address various aspects of and steps in the financial planning process, such as how each Mentor implements their own discovery process with their clients. It also includes general sessions, where Mentors present financial planning concepts, and rap sessions, which are designed to address some of the more important practice management and career issues facing new planners.

Although Residency is not about practice management or technical financial planning concepts, your close proximity to the Mentors, who are all successful financial planners, enables you to learn from them directly. They will share their experiences and their philosophies readily over the course of the week. You will also share with and learn much from your fellow Residents, building relationships that often continue after Residency ends. You will be spending long days with your fellow Residents and Mentors, but in the end, you will likely join others who feel this was the best program they have ever experienced.

"The mentor feedback was most helpful and effective because they were able to see things that you don’t notice when you’re talking to clients, so by hearing these things, I am able to make corrections and do a better job."

Ingrid Robinson
Hayward, CA
FPA Residency, 2013
Rather than focus strictly on the quantitative side, the Residency program goes deep into the qualitative skills that are so crucial to working with clients. You will work hard all week and come out on the other end a better planner, equipped to communicate with clients on what matters most to them.

Andrew Allen
Atlanta, GA
FPA Residency, 2011

“During the course of the week, I was often put into situations that challenged my comfort zone, but I emerged with a greater sense of confidence in my ability to deal with individual clients.”

Sandra Adams
Southfield, MI
FPA Residency, 2006

“I learned more in those five days about financial planning and what it means to work with clients than in any other aspect of my educational journey toward my CFP® Certification. The mentors were all beyond doubt committed to the program and attendees. It was by far the most valuable investment I made in starting my career.”

Mark Shull
Rolling Hills Estates, CA
FPA Residency, 2008

“We are working with some of the greatest leaders in the profession who are telling us about some really great new approaches that we can try in a way that we would never want to risk with our clients.”

Alexis Olian
San Francisco, CA
FPA Residency, 2013

“I feel like I’ve really grown this past week especially in how I will approach the process and work with clients. I’ve also learned more about myself, how I function in a group and how I am perceived.”

Suparna Tirukonda
Wichita, KS
FPA Residency, 2012

“I feel like I’ve really grown this past week especially in how I will approach the process and work with clients. I’ve also learned more about myself, how I function in a group and how I am perceived.”

Suparna Tirukonda
Wichita, KS
FPA Residency, 2012

“We are working with some of the greatest leaders in the profession who are telling us about some really great new approaches that we can try in a way that we would never want to risk with our clients.”

Alexis Olian
San Francisco, CA
FPA Residency, 2013