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MARCH 16 ASK THE EXPERT: STARTING CFP® CERTIFICATION

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asktheexpert ×



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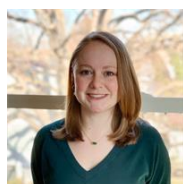
Sara Maloney 7 days ago

Hello everyone, Mark your calendars for our Starting CFP® Certification Ask the Exper...

1. March 16 Ask the Expert: Starting CFP® Certification

8

RECOMMEND

Sara Maloney.

Posted 7 days ago

REPLY ▼

Hello everyone,

Mark your calendars for our *Starting CFP® Certification* Ask the Expert on **March 16 from 2-3pm ET!** Our experts will be available to answer your questions related to starting CFP® certification, including why they pursued certification, how they chose a coursework program, how they prepared to complete all the certification requirements, how much time was devoted to the process, where they turned to for help, and more.

Our expert panel includes:

@Dina Milne, CFP® professional

@Jonas Harley, CFP® professional

We welcome you to ask questions, follow the discussion, and/or provide your own input on this topic! Our experts will be using @mentions in the discussion, so when you ask a question, you will receive a notice from the @mention when you get a response.

Download the event to your calendar here: [March 16 Ask the Expert: Starting CFP® Certification](#)

Get your questions ready, we are looking forward to answering them!

#asktheexpert

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

2. RE: March 16 Ask the Expert: Starting CFP® Certification

2

RECOMMEND



Sara Maloney

Posted yesterday

REPLY ▼

Our event is now LIVE! Please post any questions you have on this thread and an expert will respond to it directly on this thread. Our experts will be using @mentions in the discussion, so when you ask a question, you will receive a notice from the @mention when you get a response.

Here are some ways to involve yourself in today's session:

1. Stay on this thread and refresh your screen to watch live what's being posted and post your own discussion post to get an answer.
2. Click the Follow star at the top of this thread and you will get real time emails from this thread so you can stay live without having to be on the page the whole time.
3. Post your question on this thread and check back later for an answer and read through the rest of the discussion.

We look forward to answering your questions!

Sara Maloney
Community Manager
CFP Board

candidateforum@cfpboard.org

► ORIGINAL MESSAGE

3. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

Thank you, Sara.

Hello Discussion board - my name is Jonas Harley and I look forward to answering any questions you may have!

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

4. RE: March 16 Ask the Expert: Starting CFP® Certification

2

RECOMMEND

Richard Ballou

ACTIONS ▼

Posted yesterday

REPLY ▼

Similar question to Olabode. It's been a while since I did the coursework. How best to prep for the CFP exam?

Richard Ballou
Business Development Manager
Self Employed
Cupertino CA
408 391-1362

► ORIGINAL MESSAGE

5. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Dina Milne

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi @Richard Ballou, in addition to my response to Olabode, I wanted to add that I understand where you are coming from. It has been a long time since I had to do anything like this either. It may take some time to get into the swing of things, so try to be patient and find your groove. Once you get going you should be fine.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339



► ORIGINAL MESSAGE

6. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Richard Ballou

ACTIONS ▼

Posted yesterday

REPLY ▼

Thanks, Dina. One more question, when you have time - my wife is a licensed CPA, can I do the practical part of the certification under her guidance?

Richard Ballou
Business Development Manager
Self Employed

Cupertino CA
408 391-1362

➤ ORIGINAL MESSAGE

7. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
[Dina Milne](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

@Richard Ballou, I am not sure about that. I would recommend checking with the CFP board.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339

➤ ORIGINAL MESSAGE

8. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

John Darby

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi Jonas,

I'm in my CFP Capstone right now and am pretty confident I know how and what to study for the exam. I have a question about how I should be approaching an internship for this summer. I have experience with a large BD but would like to break out of that role and intern with an independent advisor. The problem is many of these firms are small and if they have room for an intern do not advertise it. How do you think I should approach trying to find such an internship? A recruiter told me to make a message template and send it to independent advisors in my area through LinkedIn. Do you think this shotgun approach would work?

John Darby
Student
University of South Florida
Sarasota FL
(941)544-1071

► ORIGINAL MESSAGE

9. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

John Darby

ACTIONS ▼

Posted yesterday

REPLY ▼

Also addressed to Sara, I wasn't sure she was in the thread when I commented.

John Darby
Student
University of South Florida
Sarasota FL
(941)544-1071



► ORIGINAL MESSAGE

10. RE: March 16 Ask the Expert: Starting CFP® Certification

2

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@John Darby - Rather than looking for an internship, I would start looking for a residency program with an RIA where they hire you for like 2 or 3 years, pay you full time, and you learn everything from A-Z. After the pre-determined timeframe, they will

help place you within the industry or, in some cases, may bring you on to staff. This residency approach is becoming more popular and is super competitive.

I would google "Financial residency programs" to find firms that are accepting applications. Also, Kitces did a nice podcast episode on this:
<https://www.kitces.com/blog/elissa-buie-yeske-yebu-structured-residency-program/>

Jonas Harley, CFP®
Executive Services
Fidelity Investments

➤ ORIGINAL MESSAGE



11. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



John Darby

ACTIONS ▼

Posted yesterday

REPLY ▼

Thank you! I haven't heard anything about these programs yet I will be sure to look into them.

John Darby
Student
University of South Florida
Sarasota FL
(941)544-1071

► ORIGINAL MESSAGE

12. RE: March 16 Ask the Expert: Starting CFP® Certification

1

RECOMMEND



Tara Amato

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi Sara and Jonas,

Thank you for taking our questions. How do recommend getting experience in the field to fulfill the experience requirement? I am willing to volunteer but not sure how to find volunteer opportunities.

Tara
New York NY

► ORIGINAL MESSAGE

13. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Adonis (A.D.) Hembrick

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi Jonas,
(and for all on this thread)
I am interested in strategies/tactics to get the retirement plan rollover and distribution rules and exceptions down pat.
Would appreciate any suggestions (graphic, flow chart?)
There are many exceptions to keep straight.



Adonis (A.D.) Hembrick
Managing Director, Investment Solutions
Bank of America
Waldorf MD
202-910-7905

► ORIGINAL MESSAGE

14. RE: March 16 Ask the Expert: Starting CFP® Certification

1

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Adonis (A.D.) Hembrick - great stuff! I love this topic! Couple thoughts...

1. FP Pathfinders is producing the content you are looking for - <https://www.fppathfinder.com/>
2. Read the IRS Publications 590-A and 590-B
3. Read SPDs of the clients you work with. You will be amazed how what you will learn.
4. Read Kitces (Nerd's Eye View) and Ed Slott

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

15. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Adonis (A.D.) Hembrick

ACTIONS ▼

Posted yesterday

REPLY ▼

THANK YOU!

Adonis (A.D.) Hembrick
Managing Director, Investment Solutions

Bank of America
Waldorf MD
202-910-7905

➤ ORIGINAL MESSAGE

16. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



russell shaffer

ACTIONS ▼

Posted yesterday

REPLY ▼

How many days/weeks after you complete the coursework do you recommend taking an intense study course? Then once you take that intense study course how many days/weeks would you recommend sitting for the exam?

russell shaffer
Financial advisor
BB&T investments
Raleigh NC
(919)716-6325

➤ ORIGINAL MESSAGE

17. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
[Jonas Harley](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

@russell shaffer - I did my all fairly quickly. First, I would find the provider (study course) you want to go with (Danko, etc) and find out what their expectations are for the first day of class. Can you do their pre-work before you show up? In most cases, the provider (Danko, etc) will give you a study schedule from the completion of their course till you sit for the exam.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

18. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



[russell shaffer](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

Any recommendations for how to pick a provider after the course completion and before the exam? i've heard good things about Ken Zahn but I imagine he is retired by now, first time I've heard about Danko. I would hate to buy a rather intense course over \$1000 but not get full value from it, I will pass on the first attempt . It is my understanding that CFP gives questions to these providers Who then pass on to their students. I suppose that would be a good metric, if it be determined how many questions these companies obtain. Just a big question as to who to pick.



russell shaffer
Financial advisor
BB&T investments
Raleigh NC
(919)716-6325

► ORIGINAL MESSAGE

19. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
[Dina Milne](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi @russell shaffer. Personally I went through Danko and I think he is awesome and would highly recommend him. He was actually a student of Zahn's and worked with him after that, so most of his material came originally from Zahn and he has added to it.

When I first signed up for the CFP I was set to do everything through Kaplan. Then I started talking to a few of my colleagues who had done their review with Danko, and I started following the threads and seeing a lot of people recommended him, so I switched my review over and took it with him. He is definitely a very interesting fellow, and his program is great. He tells you a lot of stories that sometimes make you wonder if you made the right choice, but it turns out they have a point and do a good job of reminding you of the concepts.

All the providers have to follow certain criteria and cover particular topics, I am sure they are all great.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339

► ORIGINAL MESSAGE

20. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



Kiameshea Prewitt

ACTIONS ▼

Posted yesterday

REPLY ▼

@Jonas I'm an Accredited Financial Counselor, will the experience hours for my AFC count towards the CFP? I'm also currently working in a position using my AFC.

Kiameshea Prewitt
Owner
Aspire
Martinez GA
(931)257-8092

► ORIGINAL MESSAGE



21. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
[Jonas Harley](#)

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

@Kiameshea Prewitt - great question, I have heard of that designation. @Sara Maloney, would you be willing to chime in on this question?

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

22. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Dawn Torres-Gale

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

@Kiameshea Prewitt-I am an AFC and a CFP student at the American College for Financial Services and I was able to get 1000 hours of my AFC work credited by the CFP Board toward the hours of experience for the CFP designation.

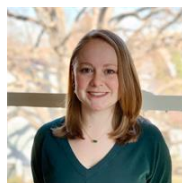
Dawn Torres-Gale
Accredited Financial Counselor
Our Money Goals, LLC
Tigard OR
(508)963-1242

► ORIGINAL MESSAGE

23. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Sara Maloney

Posted 23 hours ago

REPLY ▼

@Kiameshea Prewitt Qualifying experience includes activities involving the delivery of financial planning services to individual clients. It is not based on what credentials you have or use. You can read about the pathways to experience [here](#). When you report your experience, you will be asked to confirm that you use one or more steps of the financial planning process in your job activities, and that you engage with individual clients on some level, whether you personally interact with clients, supervise or support the financial planner/process, teach financial planning related courses, etc. We encourage you to report your experience early in your online account so we can start the discussion with you and make sure your experience is accepted.



Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

➤ ORIGINAL MESSAGE

24. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND

Olabode Oniya

ACTIONS ▼

Posted yesterday

REPLY ▼

What are the best ways to study quickly and efficiently to retain information and pass the test?

Olabode Oniya
Financial Advisor Foundations Associate
Baird
Milwaukee WI
346-4000-8495

➤ ORIGINAL MESSAGE



25. RE: March 16 Ask the Expert: Starting CFP® Certification

2

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Olabode Oniya - So, we all have different study habits and ways to retain information. Some of the best practices that I used were studying during the time of day where I have optimal attention, recall, and alertness (early morning).

Some of my best practices were the following:

- 1) Acronyms
- 2) Writing the content out - my brain remembers what my hand writes down
- 3) My previous career consisted of public speaking and teaching so I would make lesson plans and then teach it to my basement walls. If you can teach something, you truly understand the topic.
- 4) Hands-on experience - There were many cases where I was working with a client about a topic that I was learning in the CFP® materials.

Remember, the exam day is just an outflow of all your perpetration. Conceptually, it should be the easiest part of the obtaining the designation.

- Jonas

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE



26. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Olabode Oniya

ACTIONS ▼

Posted yesterday

REPLY ▼

Questions are flowing in now!

Olabode Oniya
Financial Advisor Foundations Associate
Baird
Milwaukee WI
346-4000-8495

► ORIGINAL MESSAGE

27. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
[Dina Milne](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi @Olabode Oniya. This partially depends on you. If you are a morning person, then waking up early and putting a few good hours in the morning would probably be best. If you retain more at night, then blocking off time in the evenings may work better for you. You also want your study time is uninterrupted. Make sure there are no distractions like a cell phone or access to email.

If you are a visual person, making some bullet points, or flash cards, while you study can also be helpful. You can look back at those and they will refresh the concepts you just learned. If you are an auditory learner Dalton has a good podcast series that you can listen to in the car which will do a good job of reinforcing those concepts.

Remember, it is a lot of material, so you won't be able to retain everything your first time round. It has a way of all magically coming together once you get to the review stage.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339

► ORIGINAL MESSAGE

28. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Olabode Oniya

ACTIONS ▼

Posted yesterday

REPLY ▼

Thank you both.

Olabode Oniya
Financial Advisor Foundations Associate
Baird
Milwaukee WI
346-4000-8495

➤ ORIGINAL MESSAGE

29. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Zixuan Han

ACTIONS ▼

Posted yesterday

REPLY ▼

Thanks for answering our quesitons. I have a background of corporation finance. Will CFP have any helpful support for corpration finance also, besides personal finance?

Zixuan Han
Financial Analyst
UCG TRADING INC
Cypress CA
(623)806-4563



► ORIGINAL MESSAGE

30. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
[Jonas Harley](#)

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

@Zixuan Han - Very interesting question!!

First, anyone who receives formal training in personal finance will likely have a better financial outcome. I have talked to many people who are in corporate finance and barely know what a 401(k) is! So, there is a big need in that regard.

Tactically speaking, the first thing that comes to mind is the education and exposure you will

receive in retirement/workplace accounts and benefits. Perhaps you can use your credential to move into a different business unit and help with plan/benefit administration. Also, may be able to help with financial coaching of your co-workers. There are many ways to leverage this skill within corporate finance. Its intrigues me very much.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE



31. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Jordan Grabber

ACTIONS ▼

Posted yesterday

REPLY ▼

I am current a CPA at an investment firm. Unfortunately, they don't service individual clients. I'm struggling to determine the best way to transition into financial planning for individuals. What advice would you give to individuals making a career transition?

Jordan Grabber
Senior Financial Reporting Analyst
N/A
Golden CO
(913)259-9322

➤ ORIGINAL MESSAGE

32. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
[Jonas Harley](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

@Jordan Grabber - A CPA is a great foundation to have. There would be many firms who may be interested in hiring you if you can show value you would bring in the tax world while you gain experience on the planning side. There are many firms who have to outsource tax help because they aren't/unwilling to do it themselves. It may require a step back to take 2 steps forward.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

➤ ORIGINAL MESSAGE

33. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

David Bard

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi, can you share some insight into the daily life of a CFP? What are the most common scenarios you encounter with clients?

David Bard
Managing Director
Bard Consulting
Los Angeles CA
(310)594-0255

► ORIGINAL MESSAGE

34. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
Dina Milne

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi @David Bard. That is an awesome question. The situations that you will run into are endless. Of course the most common things that clients typically deal with are planning for

retirement, retirement itself, protecting their assets and saving for education of their children or grandchildren. In the midst of that though you deal with all the other exciting things that happen in life like:

- clients selling a business - how to do that efficiently and protect those assets.
- estate planning, helping clients set up their estate as tax efficiently as possible
- on the flip side clients inheriting funds that they did not have before - they need a lot of help and education
- insurance needs
- dealing with aging parents and helping them with their finances
- marriage, divorce and death

The list is endless and there is never a dull moment.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339

► ORIGINAL MESSAGE

35. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Nathan Irby

ACTIONS ▼

Posted yesterday

REPLY ▼

How many hours/weeks will it take to prep? Similarly, what's the best time of year to start studying for an exam? Since materials change from year to year.

Nathan Irby
Financial Advisor
Harvey Financial Strategies
Baton Rouge LA
(318)210-9488

➤ ORIGINAL MESSAGE

36. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
[Dina Milne](#)

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi @Nathan Irby - this depends on you and the program that you follow. Typically it takes most students anywhere from 11-21 months to complete everything. I started in March of 2019 and sat for the exam March 2020. It took me 6 months to go through the coursework, I did one subject a month and took a week off between each subject (so 3 weeks of study 1 week off). I took my time on the Capstone, about 1 month and used it as a start to reviewing things. I then dedicated 3 months to the review, which was the most intense part of the process.

In terms of study time during the week, again that will depend on you and how well you retain information. During the learning part I studied about 10 hours during the week, which included classes and about 10-14 hours during the weekend. When I started the review it was much more than that.

I feel that gearing for the March exam is the best time of year because you are doing most of your studying during the winter and you don't miss out too much on all the fun things you can do in the summer. You want to try to keep some "fun" in your life during this process. But I am curious what other people think as well - it is probably a personal preference. Also another thing to keep in mind is that if there are any legislative changes, those usually go into effect 6 months later and apply to the July exam. When I took my exam the SECURE Act had gone into place but was not included in the exam, so I didn't have to "erase" everything I learned and "reprogram".

I hope that helps.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339



► ORIGINAL MESSAGE

37. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Madeline Joynes

ACTIONS ▼

Posted yesterday

REPLY ▼

Hello!

Is it best practice to stick to one education provider or to combine sources for a more well rounded education?

I am enrolled in Kaplan to complete the education requirements but am curious about choosing to stay with Kaplan or look to other providers review courses or additional offerings after I complete the education requirement.

Thank you,

Madi

Madeline Joynes
Financial Advisor
Merrill Lynch
Duluth MN
218-260-8917



➤ ORIGINAL MESSAGE

38. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
Dina Milne

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

Hi @Madeline Joynes. If you are comfortable with Kaplan and feel that you like their teaching style, I don't see the harm in continuing with them for the review. Having said that, I personally did my education and Capstone with Kaplan and my review with Danko. I liked having a "different" voice for the review and felt that it did compliment what I learned through Kaplan very well. I also found that Kaplan was a bit of an

"information overload", they include a lot of stuff in their material. I don't know if their review materials are like that too, but Danko's material was not like that which I liked.

The one downside of Danko is that it is not as structured as Kaplan, so you will need to create your own schedule and stick to it.

Good luck!!

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339



► ORIGINAL MESSAGE

39. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Victor Cochran

ACTIONS ▼

Posted yesterday

REPLY ▼

Can you recommend resources for practicing how to accurately apply CFP Standards and Ethics in case study scenarios? In my course experiences, I noticed a great deal of nuance in the definitions and scope of terms and principles. Others have told me that this area was also unusually challenging for them, particularly on the CFP Exam. Thank you.

Victor Cochran
S

Stanford CA
650-387-7938

➤ ORIGINAL MESSAGE

40. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Victor Cochran - this is, by far, the hardest part of the exam. Its very subjective! My mindset was, "what is best for the client?" As for resources, I would suggest reading the case studies the CFP® Board provides: <https://www.cfp.net/ethics/enforcement/anonymous-case-history>

Oddly enough, you can always read about the disciplinary action the Board has taken and read real life examples.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

➤ ORIGINAL MESSAGE

41. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Sara Maloney

Posted yesterday

REPLY ▼

@Victor Cochran,

A great place to review the *Code and Standards* is the Compliance Resources section of our website: <https://www.cfp.net/ethics/compliance-resources>. You'll find case studies that will help you apply the learnings in real-world situations, among other documents.

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

► ORIGINAL MESSAGE

42. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Sean Kelly

ACTIONS ▼

Posted yesterday

REPLY ▼

Could you tell me how many hours per week you worked towards CFP? Including, live classes, reading and practice questions?

Sean Kelly
Financial Advisor
Heffernan Group
San Juan Capistrano CA
(949)677-3922

► ORIGINAL MESSAGE

43. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

Sean - Its a commitment to study/prepare for the CFP® exam. I would say I was putting in 10-12 hours M-F and then 8-10 hours on the weekends. I got up early in the morning and

stayed up late at night so my family and other responsibilities didn't feel the impact. What really helped me was industry experience. I would read about a topic and then have a live conversation with a client about it.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE



44. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Jeremy Seidling

ACTIONS ▼

Posted yesterday

REPLY ▼

Is there anything that isn't a part of the formal certification program (Education / Exam / Experience / Ethics) that you would recommend someone transitioning into the field be aware of? It's great to be able to check the formal boxes but I have to imagine there are other aspects to a CFP career that would be helpful to know up front or spend time researching / studying in order to be successful in the day-to-day role. Are there associations you actively participate in, blogs / podcasts you use for personal enrichment, etc.?

Jeremy Seidling
CFP Candidate
Corning, NY

➤ ORIGINAL MESSAGE

45. RE: March 16 Ask the Expert: Starting CFP® Certification

3

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Jeremy Seidling - Great questions!!

1. Be flexible and innovative - many of the planning concepts and rules remain the same, but the delivery and business development changes quickly and your personality must adapt.

2. Another aspect that many FA's are underprepared in is workplace benefits. I have spend the last 2.5 years of my career in this category and I am light years ahead of many advisors and really add tangible value to a client's situation. Furthermore, most of a client's financial "life" and decisions will involve workplace benefits. I often joke, when you go to a dinner party, the 2 common denominators are sports and 401(k)s. Its sooo true.

3. I am member of the FPA. Great way to connect and learn.

4. Podcasts: Anything Michael Kitces and Jeff Levine put out, read and listen ! Ed Slott is great too.

Please DM me and I can share more about how to prepare and learn about the industry. Great stuff.

Jonas Harley, CFP®

Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

46. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Kathleen Willham

ACTIONS ▼

Posted yesterday

REPLY ▼

Hello Jonas,

I am a career re-launcher and am 2 months into the Dalton CFP course. I studied engineering in college and worked for 10 years in that field, but left that job in 2006 to stay home with kids. Now I've been out of the workforce for the last 15 years and have decided to pursue Financial Planning. I "jumped off the cliff" and enrolled in Dalton's CFP program in January. It seems most people taking this course already work in the financial field, and I understand that three years of work experience is required to attain CFP certification. My question is, what would be your advice to someone in my position, with no prior experience, to search for and gain employment as a financial planner? My goal is to complete the study program this fall and take the CFP exam in November. Thanks for your insight.

Kathleen

Kathleen Willham

NA

NA

Sandy UT

801-440-0672

➤ ORIGINAL MESSAGE

47. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Kathleen Willham,

Thanks for sharing your story! You truly are many people's hero! Although different circumstances, I too, was a career changer.

There are a couple way you can approach this:

1. Get on with a bigger financial firm like Fidelity Investments. They are in the process of transitioning their business model away from the historic B/D to a one stop advisory firm (already in many cases, but more so). You will have industry pay, excellent benefits, and plenty of opportunity to find your niche. I currently work for Fidelity and if you want to learn more, please DM me.
2. See if you can get hired as a CSA (client service associate) at a local RIA firm. They are looking for people who want to learn the industry and can talk to people. Help with the little things, etc. Great way to get exposure and add value to the firm.
3. I would also check out: www.simplyparaplanner.com - you can find some interesting virtual positions

Hope that helps!

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

48. RE: March 16 Ask the Expert: Starting CFP® Certification

2

RECOMMEND



Jong Hyun Kim

ACTIONS ▼

Posted yesterday

REPLY ▼

What is some advice in terms of getting into a financial career and prepping for the CFP exam for a career changer who has no finance background?

Jong Hyun Kim
None
None
San Jose CA
(408)202-5283

► ORIGINAL MESSAGE

49. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Jong Hyun Kim- I was in the same boat 5 years ago. First, I would focus on securing an entry level position at a firm or B/D (i.e. Fidelity, Schwab, Vanguard) to begin getting industry exposure, client interaction, and career path. You may find that you don't like the industry and try something else. Once you put a 1 of service in then pursue the CFP® and hopefully the firm will pay for it.

Also, keep in mind that your skills from your previous career are transferrable. Many firms are looking for career changers! This is one reason why I have done so well in 5 years!

Jonas Harley, CFP®
Executive Services
Fidelity Investments

➤ ORIGINAL MESSAGE

50. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Shuang Shu

ACTIONS ▼

Posted yesterday

REPLY ▼

Hello, my name is Shuang Shuang. I have a foreign college degree, and it has been evaluated as equivalent to a bachelor's degree here in the US. The official copy of the translated GPA and degree has been sent to me in 2015. Do I need to request the institution (Josef and Silny <https://www.jsilny.org/>)who did the evaluation to send the copy to the CFP Board, or I can send the copy directly in order to get the CFP destination?



Shuang Shuang
Fleming Island FL
(904)403-2885

► ORIGINAL MESSAGE

51. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Sara Maloney

Posted yesterday

REPLY ▼

@Shuang Shu,

International degrees may be applied to the bachelor's degree requirement if they receive equivalency from a third-party evaluation agency that is a member of the National Association of Credential Evaluation Services (NACES, www.naces.org). Applicants should request a general/document-by-document evaluation and the evaluation agency should submit official results showing equivalency of a bachelor's degree or higher from an accredited U.S. institution to transcripts@cfpboard.org.

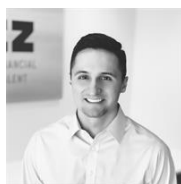
Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

➤ ORIGINAL MESSAGE

52. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Tyler Barrientos

ACTIONS ▼

Posted yesterday

REPLY ▼

Do you recommend studying before the exam review prep? If so, what ways other than the CFP registered program can candidates prepare for the exam and exam review material?

Thank you,

Tyler

Tyler Barrientos
Financial Planning Analyst

► ORIGINAL MESSAGE

53. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

@Tyler Barrientos - great questions!

I would time the completion of your education program to give you a short mental break before starting the exam review prep. Your brain is exhausted and there is wisdom in letting it "heal" before taking the deep dive. I would only do 2-4 weeks. Some other ways to study for the exam is real life practice. When you help a client implement NUA from their 401(k) and then read about it (or vice versa), you often don't forget the concepts. Additionally, I would suggest handwriting and drawing pictures of the topics you are weak on. This approach was a game-changer for me! My brain remembers what my hand writes down.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

► ORIGINAL MESSAGE

54. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Tracy Reynolds

ACTIONS ▼

Posted yesterday

REPLY ▼

Which program did you use to fulfill the educational requirements? Was it helpful? Did you also take a exam prep course?

Tracy Reynolds
CPA
RFS
Lawrenceville GA
(770)789-1018

► ORIGINAL MESSAGE

55. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



**"Ask the
Expert" panelist**
Jonas Harley

ACTIONS ▼

Posted yesterday

REPLY ▼

@Tracy Reynolds - I used the College for Financial Planning (CFFP) educational program. I like this program because it went deeper in content because, at that time, you could roll the classes into their Masters graduate program and essentially "water 2 plants with one hose." Some of my co-workers used Boston College and/or Bryant and breezed right through it (not to say it was easier, but perhaps not as deep).

Yes, I absolutely recommend that you take an exam prep course, but only if you properly prepare for the class. It will make or break your experience. Also, it helps to have a teacher tell captivating stories, provide unforgettable examples, and positive encouragement. Also, great to meet other people in similar situation. I used Danko and was awesome. Passed on the 1st try.

Jonas Harley, CFP®
Executive Services
Fidelity Investments

➤ ORIGINAL MESSAGE

56. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Tracy Reynolds

ACTIONS ▼

Posted 22 hours ago

REPLY ▼

Thank you Jonas for the insightful information. I am currently a CPA with my own practice looking to branch out into financial planning and offer this service to individual clients. I know obtaining my CFP would be most beneficial.

Any suggestions on how someone like myself could meet the experience requirements?

Tracy Reynolds
CPA
RFS
Lawrenceville GA
(770)789-1018



► ORIGINAL MESSAGE

57. RE: March 16 Ask the Expert: Starting CFP® Certification

1

RECOMMEND

Krystal Goode

ACTIONS ▼

Posted yesterday

REPLY ▼

One of my biggest questions that no one has really been able to answer is this:

I have a tax consulting firm and of one person (me!) and I am growing my services to offer financial planning for my clients. I do not have a relationship with any CFP's. I understand that a CFP will have to certify my experience working with my clients. So my question is how would you

recommend me starting this part of my journey? I thought about doing some part-time work or internship at an established firm but with my time constraints and other life and work obligations, I really don't see that being a real possibility for me. But I can see me gaining my experience by working with new clients and my existing client base.

Krystal Goode
Owner
Goode Tax & Resolution
Lanham MD
(301)804-9237

► ORIGINAL MESSAGE

58. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Sara Maloney

Posted 23 hours ago

REPLY ▼

Hi @Krystal Goode,

If you are self-employed or provide financial planning advice pro-bono, you will be required to provide the name and contact information of a "Qualified Attester" will be added to your experience submission in lieu of a supervisor. Your attester does not have to be a CFP® professional in this case. To be a "Qualified Attester" the individual must hold one of the following certifications or licenses, and be able to attest to the nature of the work you complete. An attester does not have to be peering over your shoulder at every step. Since there is no supervisor, our intent is to have a qualified professional provide us a with some level of verification. When you enter your experience, we send an email with the information you provided to the attester. In the email we ask the attester to verify that the information provided by the candidate is accurate and that they have first-hand knowledge of the experience. CFP Board does not define first-hand knowledge but the attester should be familiar with the

candidate and the candidate's business. If the attester reasonably believes the submission is accurate, then he or she would click a verify link within the email. All self-employed experience must be verified by a qualified attester.

Certified Financial Planner (CFP®)

Chartered Financial Consultant (ChFC)

Chartered Life Underwriter (CLU)

Chartered Financial Analyst® (CFA®)

Ph.D. in business or economics*

Licensed attorney – (inactive license acceptable)

Licensed Certified Public Accountant (CPA) – (inactive license acceptable)

*Degree must be from an accredited U.S. college or university.

Thank you for your question!

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

➤ ORIGINAL MESSAGE

59. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Myriam Lerma

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

Hi! Recommendations please to get experience hours for a career changer

Myriam Lerma
Independent Consultant
Independent
Galesburg MI
(269)201-2436

► ORIGINAL MESSAGE



60. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Yuko Mulugetta

ACTIONS ▼

Posted yesterday

REPLY ▼

Hello,

Two questions. 1) I am trying to establish a second career as a CFP after 30+years in Higher Ed. Am I too old to do so? 2) I am an immigrant from Japan. Since I have been here as a professional for 30+ years, my English is OK. But people can detect that I am not a native English speaker. Is this going to be a huge problem as a CFP? Thanks. Yuko

[Yuko] [Mulugetta] [Ph.D.]
[Chief Analytics Officer, Retired]
[Ithaca College]

[Ithaca] [NY]
607-342-1324

► ORIGINAL MESSAGE

61. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



**"Ask the
Expert" panelist**
[Dina Milne](#)

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

Hi @Yuko Mulugetta. You are never too old to do what you want, so go for it. As for being a native English speaker, from your post, your English looks good to me. The study material is going to include a lot of reading and new terminology, if you feel you are up to it, I don't see any issues at all. In fact, since you are fluent in Japanese, then that may be a little niche for you where you can help other Japanese immigrants who can't speak English very well.

Good luck with this new career path.

Dina Milne
Account Executive
Adviser Investments
Newton MA
(617)321-2339

► ORIGINAL MESSAGE

62. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Karthikeyan Ethirajan

ACTIONS ▼

Posted yesterday

REPLY ▼

Hi Experts,

Got a question on Attestor. None of the CPAs or lawyers seem to be know about CFP experience attestation. I read in the forum that the process itself is not so onerous. I just needed to submit the professional's name as my Attestor and they get an email from CFP to review my work hours. Can you guys add some color or 1) how to select an Attestor, 2) what will be their responsibility & how demanding is that task?

Thanks,
Karthik
Principal, FinCrafters.com

Karthikeyan Ethirajan
Principal
FinCrafters
Sunnyvale CA
(858)775-4427

► ORIGINAL MESSAGE

63. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND

Sara Maloney

Posted 23 hours ago

REPLY ▼



Hi @Karthikeyan Ethirajan,

If you are self-employed or provide financial planning advice pro-bono, you will be required to provide the name and contact information of a "Qualified Attester" will be added to your experience submission in lieu of a supervisor. To be a "Qualified Attester" the individual must hold one of the following certifications or licenses, and be able to attest to the nature of the work you complete. An attester does not have to be peering over your shoulder at every step.

Since there is no supervisor, our intent is to have a qualified professional provide us a with some level of verification. When you enter your experience, we send an email with the information you provided to the attester. In the email we ask the attester to verify that the information provided by the candidate is accurate and that they have first-hand knowledge of the experience. CFP Board does not define first-hand knowledge but the attester should be familiar with the candidate and the candidate's business. If the attester reasonably believes the submission is accurate, then he or she would click a verify link within the email. All self-employed experience must be verified by a qualified attester. Candidates cannot attest for themselves.

Certified Financial Planner (CFP®)

Chartered Financial Consultant (ChFC)

Chartered Life Underwriter (CLU)

Chartered Financial Analyst® (CFA®)

Ph.D. in business or economics*

Licensed attorney – (inactive license acceptable)

Licensed Certified Public Accountant (CPA) – (inactive license acceptable)

*Degree must be from an accredited U.S. college or university.

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

➤ ORIGINAL MESSAGE



64. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND



Cristiam Rodriguez

ACTIONS ▼

Posted yesterday

REPLY ▼

Hello -

Can you please confirm that CPA holders only need to complete the capstone course? Can you also tell me what the work experience requirements are?

Thank you very much!
Cristiam

Cristiam Rodriguez
Principal
DC CPA Firm
Washington DC
(202)344-7372

➤ ORIGINAL MESSAGE

65. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND



Sara Maloney

Posted 23 hours ago

REPLY ▼

Hi @Cristiam Rodriguez,

Yes- if you hold the CPA credential, you are only required to complete the capstone course to complete the coursework requirement. After you complete the capstone course, you will need to submit your CPA credential documentation and capstone completion documentation directly to our Education team at education@cfpboard.org. You can read more about the Accelerated Path to completing your coursework [here](#).

Regarding the experience requirement, qualifying experience includes activities involving the delivery of financial planning services to individual clients and will be reported in your online account. You can read about the pathways to experience [here](#).

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

➤ ORIGINAL MESSAGE

66. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND

Caroline Larsen

ACTIONS ▼

Posted 23 hours ago

REPLY ▼

Hi!

I'm currently in my last semester of college, so I'll be done with the education requirement in April. I'm aiming to take the exam by November, and I'm starting a new job at the end of May. I believe we finish licensing in September, but I know that cuts it close for studying for the CFP. I know some review programs say it's only 120 hours of pre-work, but I know I'll need to spend more time on the review to re-learn the material in depth. Which review does a good job of teaching the material? How long does it take to study if you're also working full time? Would it make more sense to begin studying for the CFP after I finish the 7/63 and wait until March to give myself ample time? I know the topic of new tax laws are floating around as well, so I'm scared to push it off and have the material change drastically.

Thank you!

Caroline Larsen
Student
University of North Florida
Jacksonville Beach FL
(321)271-0220

➤ ORIGINAL MESSAGE

67. RE: March 16 Ask the Expert: Starting CFP® Certification

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RECOMMEND

Sara Maloney

Posted 23 hours ago

REPLY ▼

Thank you to everyone who participated in today's event and a huge thank you to our amazing experts! @Dina Milne and @Jonas Harley thank you for sharing your wisdom with everyone.

Sara Maloney
Community Manager
CFP Board
candidateforum@cfpboard.org

► ORIGINAL MESSAGE

68. RE: March 16 Ask the Expert: Starting CFP® Certification

0

RECOMMEND

Avel Deleon

ACTIONS ▼

Posted 22 hours ago

REPLY ▼

Hi CFP experts,

I had a question concerning the work experience and what exactly counts for it? What work and if you possible resources to look for places that offer work that counts towards the experience hrs?

Thanks,
Avel Deleon

Avel Deleon
Student
Dalton
San Rafael CA
(415)342-7792



► ORIGINAL MESSAGE

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