

Appendix B-Technical Knowledge

The following is from the new CFP Professional Competency Profile. CFPs are expected to achieve the following knowledge standards within five years.

The VisionWorks, CorpWorks, and TrustWorks planning suite is the most robust in Canada. We have highlighted in **green the features the suite does not currently include**. Most require only an A (Awareness) or U (Understanding). We have highlighted in **yellow the Sections that do not apply to planning software** such as Section 700: Economic and Regulatory Environment.

A=Awareness U = Understanding D=Detailed E=Expert

100. Taxation	Level		Level
101. Assessment Rules			
101.01 Residency	D	106.03 Calculation of Net Capital Losses	D
101.02 Requirement to Self-Assess	D	106.04 Allowable Business Investment Losses	A
101.03 Reassessment	U	106.05 Use of Capital Losses	D
101.04 Administration and Enforcement	U	106.06 Capital Gains Deduction	D
101.05 Fiscal Year	D	106.07 Depreciable Assets (CCA, Recapture, Terminal Loss)	U
102. Employment Income		106.08 Principal Residence	D
102.01 Definitions	D	106.09 Personal Use Property	U
102.02 Remuneration	U	106.10 Listed Personal Property	A
102.03 Benefits	U	106.11 Eligible Capital Property	A
102.04 Deductions	D	106.12 Change of Use Rules	U
		106.13 Reserves	U
103. Business Income		107. Deductions from Income	
103.01 Definitions	D	107.01 Registered Plans	E
103.02 Accounting Methods	D	107.02 Child Care Expenses	D
103.03 Deductions	D	107.03 Moving Expenses	D
104. Property Income		107.04 Interest and Carrying Charges	D
104.01 Interest	D	107.05 Employment Expenses	D
104.02 Dividends	D	107.06 Other Deductions	D
104.03 Rental Income and Deductions	U	108. Tax Credits	
104.04 Deductibility of Interest Expense	D	108.01 Non-Refundable Tax Credits	U
105. Other Income		108.02 Refundable Tax Credits	U
105.01 Taxable	U	109. Tax Shelters	
105.02 Non-Taxable	U	109.01 Structure of Tax Shelters	A
106. Capital Gains and Losses		109.02 At-Risk Rules	A
106.01 Definition	D	110. Taxes Payable	
106.02 Calculation of Taxable Capital Gains and Allowable Capital Losses	D	110.01 Tax Rates	D
		110.02 Federal/Provincial Taxes	D
		110.03 Federal/Provincial Surtaxes	U
		110.04 Rules regarding AMT	U

Appendix B-Technical Knowledge (continued)

100. Taxation (continued)	Level	200. Insurance	Level
111. Income Splitting		201. Life Insurance	
111.01 Attribution Rules	D	201.01 Types of Policies	D
111.02 Methods	D	201.02 Features of Policies	D
		201.03 Taxation of Life Policies	D
112. Inter Vivos Transfers		202. Disability Insurance	
112.01 Transfer to Spouse/Partner	D	202.01 Types of Policies	D
112.02 Transfer to Other Than Spouse/Partner	D	202.02 Features of Policies	D
112.03 Transfer of Qualified Properties	U	202.03 Taxation of Disability Policies	D
112.04 Transfer of Qualified Small Business Corporation Shares	U		
113. Transfer of Company Shares		203. Health Insurance	
113.01 Beneficiaries of the Transfer	U	203.01 Types of Policies	U
113.02 Estate Freeze	U	203.02 Features of Policies	U
113.03 Post-Mortem Planning	U	203.03 Taxation of Policies	U
114. Tax Consequences of Death		204. Critical Illness Insurance	
114.01 Taxation Year	U	204.01 Features of Policies	U
114.02 Types of Income	U	204.02 Taxation of Policies	U
114.03 Types of Tax Returns	U		
114.04 Deemed Disposition of Property	D	205. Long-Term Care Insurance	
114.05 Tax Credits	U	205.01 Features of Policies	U
114.06 Post-Mortem Planning	U	205.02 Taxation of Policies	U
114.07 Transfer of Company Shares Upon Owner's Death	U		
115. Taxation of Other Legal Entities		206. Property, Casualty and Liability Insurance	
115.01 Sole Proprietorship	D	206.01 Types of Policies	A
115.02 Partnership	D	206.02 Features of Policies	A
115.03 Corporation	U		
115.04 Trust	U	300. Investments	
116. Particulars of Tax Planning for Owner Managers		301. Investment Vehicles	
116.01 Transfer of Property to a Corporation	U	301.01 Cash	D
116.02 Salary-Dividend Mix	U	301.02 Fixed-Income	D
116.03 Shareholder Benefits	U	301.03 Equities	D
116.04 Purchase and Redemption of Shares	U	301.04 Real Estate	U
		301.05 Derivatives	U
		301.06 Commodities	U
117. Employee Stock Options		302. Investment Structures	
117.01 General Rules	U	302.01 Mutual Funds	D
117.02 Canadian-Controlled Private Corporations	A	302.02 Segregated Funds	D
117.03 Public Corporations	A	302.03 Hedge Funds	A
		302.04 Exchange-Traded Funds	D
118. International Tax Issues		302.05 Pooled Funds	D
118.01 U.S. Estate Tax	U	302.06 Partnerships	A
118.02 Foreign Income and Property Reporting	A	302.07 Investment Trusts	U
118.03 Entering Canada	U		
118.04 Leaving Canada	U		

Appendix B-Technical Knowledge (continued)

	Level		Level
300. Investments (continued)			
303. Types of Investment Risk		404. Deferred Profit Sharing Plans (DPSP)	D
303.01 Business	U	404.01 Attributes	D
303.02 Market	D	404.02 Payment Options	U
303.03 Reinvestment	D	404.03 Death of a Member	
303.04 Interest Rate	D		
303.05 Inflation Rate	D	405. Supplementary Pension Arrangement	
303.06 Marketability	D	405.01 Supplemental Retirement Plans	U
303.07 Liquidity	D	405.02 Retirement Compensation Arrangement	U
303.08 Exchange Rate	D		
303.09 Political	U	406. Registered Retirement Savings Plans (RRSP)	
303.10 Default	U	406.01 Attributes	E
		406.02 Types of Plans	E
304. Measurement/Management of Investment Risk		406.03 Beneficiary Designation	E
304.01 Standard Deviation	U	406.04 Contribution Limits	E
304.02 Beta	U	406.05 Deductibility of Contributions	E
304.03 Correlation	U	406.06 Qualified Investments	D
		406.47 Home Buyers' Plan (HBP)	D
305. Portfolio Management		406.08 Lifelong Learning Plan (LLP)	D
305.01 Diversification	D	406.09 Retiring Allowance Rollover	E
305.02 Active Asset Allocation	D	406.10 Maturity of an RRSP	E
305.03 Passive Asset Allocation	D	406.11 Death of an Annuitant	E
305.04 Investment Product Analysis	U		
		407. Registered Education Savings Plans (RESP)	
306. Buying and Selling Methods		407.01 Attributes	E
306.01 Buy/Hold	D	407.42 Contribution Limits	E
306.02 Leverage	D	4A7.Og Canada Education Saving Grant (CESG)	E
		407.04 Canada Learning Bond (CLB)	D
306.03 Dollar Cost Averaging	D	407.05 Withdrawals	E
306.04 Dividend Re-investment	D		
306.05 Systematic Withdrawal Plans	D	408. Registered Disability Saving Plane (RDSP)	
306.06 Short Selling	U	408.01 Attributes	D
		408.02 Contribution Limits	D
400. Retirement, Savings and Income Programs		408.03 Canada Disability Saving Grant (CDSG)	D
		408.04 Canada Disability Saving Bond (CDSB)	D
401. Registered Pension Plans		408.05 Withdrawals	D
401.01 Pension Benefits Standards Act	U		
401.02 Attributes	D	409. Tax-Free Saving Accounts (TFSA)	
401.03 Pension Adjustment (PA) and Pension Adjustment Reversal (PAR)	D	409.01 Attributes	E
		409.02 Contribution Limits	E
402. Defined Benefit Pension Plans		409.03 Withdrawals	E
402.01 Attributes	D		
442.02 Payment Options	D	410. Life Income Funds (LIF)	
402.03 Death of a Member	U	410.01 Attributes	D
402.04 Individual Pension Plan (IPP)	U	410.02 Taxation	D
403. Defined Contribution Pension Plans		411. Locked-In Retirement Income Funds (LRIF)	
403.01 Attributes	D	411.01 Attributes	D
443.02 Payment Options	D	411.02 Taxation	D
403.03 Death of a Member	U		
		412. Registered Retirement Income Funds (RRIF)	
		412.01 Attributes	E
		412.02 Taxation	E

Appendix B-Technical Knowledge (continued)

	Level		Level
400. Retirement Programs (continued)			
413. Annuities		507. Contract Law	
413.01 Attributes	D	507.01 Principles of Contract Law	A
413.02 Taxation	D		
500. Law		508. Trust	
501. Family Law		508.01 Parties to a Trust	D
501-01 Marriage	D	508.02 Attributes of a Trust	D
501.02 Common-Law Relationships	D	508.03 Infer Vivos Trusts	D
501.03 Separation and Divorce	D	508.04 Testamentary Trusts	D
501.04 Domestic Contracts	A		
501.05 Child Support	U	600. Financial Analysis	
501.06 Spousal/Common-Law/Partner Support	U	601. Analysis of Financial Information	
501.07 Other Dependant Support	A	601.01 Interest Calculations	D
		601.02 Time Value of Money	D
		601.03 Return Calculations	D
502. Wills		602. Personal Financial Ratios	
502.01 Purpose of a Will	D	602.01 Debt-to-Equity	D
502.02 Types of Wills	U	602.02 Total Debt Service (TDS)	D
502.03 Clauses of a Will	A	602.03 Gross Debt Service (GDS)	D
502.04 Duties of Executor	D		
502.05 Multiple Jurisdictions	A	603. Budgeting	
502.06 Probate	D	603.01 Cash Flow Analysis	E
502.07 Intestacy	D	603.02 Emergency Fund Analysis	E
503. Power of Attorney for Property		604. Personal Financial Statement	
503.01 Purpose of a POA	D	604.01 Net Worth Statement	E
503.02 Obligations of the Attorney	D	604.02 Cash Flow Statement	E
503.03 Attributes	D	604.03 Budget	E
503.04 Fisks Associated with POAs	D		
503.05 Alternatives to POAs	D	700. Economic and Regulatory Environment	
504. Power of Attorney for Personal Care		701. Economic Environment	
504.01 Purpose of a POA	D	701.01 Economic Indicators	U
504.02 Obligations of the Attorney	D	701.02 Inflation and Deflation	U
504.03 Attributes	D	701.03 Monetary Policy	U
504.04 Living Wills	D	701.04 Fiscal Policy	U
505. Personal Property Ownership and Transfer Rules		701.05 Economic Cycles	U
505.01 Sole Ownership	D	701.06 Foreign Exchange Rates	U
505.02 Joint Ownership with Right of Survivorship	D	701.07 Gross Domestic Product (GDP)	U
505.03 Tenants-in-Common	D	701.08 Financial Markets	U
505.04 Beneficial Ownership	U	701.09 Term Structure of Interest Rates and Yield Curves	U
		701.10 Global Economic Environment	U
506. Business Ownership Structures		701.11 Market Theories	U
506.01 Sole Proprietorship	U		
506.02 Partnership	U		
506.03 Corporations	U		
506.04 Trust	U		

Appendix B-Technical Knowledge (continued)

	Level		Level
700. Economic Environment (continued)		1000. Government Benefit Plans	
702. Regulatory Environment		1001. Canada Pension Plan/Quebec Pension Plan	
702.01 Regulatory Agencies for Financial Institutes	U	1001.01 Eligibility for Benefits	D
702.02 Consumer Protection	U	1001.02 Amount of Benefits	U
702.03 Stock Exchanges	U	1001.03 Contribution Levels	D
702.04 Self-Regulatory Organizations	U	1001.04 Tax Treatment of Contributions/Benefits	D
702.05 Securities Regulation	U	1001.05 Application Requirements, Deadlines	U
702.06 Public Company Disclosure, Investor Rights	U	1001.06 Types of Benefits	D
702.07 Insurance Regulation	U		
800. Ethics and Standards		1002. Old Age Security	
801. Standards of Professional Responsibility for CFP® Professionals and FPSC® Registered Candidates		1002.01 Eligibility for Benefits	D
801.01 FPSC® Code of Ethics	E	1002.02 Amount of Benefits	D
801.02 FPSC® Rules of Conduct	E	1002.03 Clawback of Benefits	D
801.03 FPSC® Fitness Standards	E	1002.04 Taxation of Benefits	D
801.04 FPSC® Financial Planning Practice Standards	E	1002.05 Guaranteed Income Supplement (GIS)	D
		1002.06 Application Requirements, Deadlines	U
900. Debt		1003. Child Tax Benefit	
901. Credit		1003.01 Eligibility for Benefits	D
901.01 Line of Credit	D	1003.02 Amount of Benefits	D
901.02 Credit Card	D	1003.03 Income Qualification	D
901.03 Single Purpose Loan	D	1003.04 Child Disability Benefit	U
901.04 Investment Loan	D	1003.05 Taxation of Benefits	D
901.05 Insurance Policy Loan	U		
901.06 Loan from Employer	U	1004. Employment Insurance	
902. Mortgages		1004.01 Eligibility for Benefits	U
902.01 Regular Mortgage	D	1004.02 Amount of Benefits	U
902.02 Reverse Mortgage	U	1004.03 Premiums	U
902.03 Home Equity Line of Credit	D	1004.04 Tax Treatment of Premiums/Benefits	U
903. Refinancing and Debt Consolidation	D	1004.05 Types of Benefits	U
904. Leasing	U	1005. Universal Child Care Benefit (UCCB)	
905. Insolvency and Bankruptcy		1005.01 Eligibility for Benefits	U
905.01 Consumer Proposal	U	1005.02 Amount of Benefits	U
905.02 Bankruptcy	U	1005.03 Taxation of Benefits	U
		1006. Workers' Compensation Programs	A
		1007. Income Assistance Programs	A
		1100. Behavioural Finance	
		1101. Concept of Behavioural Finance	
		1101.01 Definition	U
		1101.02 Relevance to Financial Planning	U
		1102. Human Behaviour	
		1102.01 Biases	U
		1102.02 Decision-Making Process	U
		1102.03 Heuristics	U