

## Unit descriptors

The ANZIIF New Zealand Compliance for Advisers (General Insurance) is equivalent to the general qualification outcomes of the New Zealand Certificate in Financial Services (Level 5) version 2.

### GE1N001-00 Communicating and Discussing Options with Clients

This unit requires that you are able to complete the following outcomes:

1. Develop appropriate strategies and solutions
2. Present appropriate strategies and solutions to client
3. Negotiate financial plan, policy or transaction with client
4. Coordinate implementation of agreed plan, policy or transaction
5. Complete and maintain necessary documentation
6. Provide ongoing service where requested by client

Evidence of the ability to:

- Interpret and comply with industry regulations and codes of practice including, for insurance products, the required approval or authority to accept the transfer of risk.
- Explain the characteristics, benefits and impacts of financial products and services to clients.
- Present appropriate financial products and services to clients and successfully negotiate a plan, policy or transaction.

### GE2N002-00 Understand General Insurance Products and Policies

This unit requires that you are able to complete the following outcomes:

1. Identify and communicate characteristics of financial products and services to clients
2. Identify compliance obligations for products and services
3. Match products and services to clients
4. Maintain product knowledge

Evidence of the ability to:

- Apply and maintain knowledge of at **least six** different financial products and services.

### GE3N004-00 General Insurance Law and Regulation

This unit requires that you are able to complete the following outcomes:

1. Identify and apply organisational requirements of regulatory obligations
2. Identify changes to regulations and procedural implications
3. Monitor compliance with relevant industry and professional codes
4. Maintain statutory records

Evidence of the ability to:

- Access, interpret and comply with relevant industry codes of practice and relevant regulations in an organisation on **at least three** occasions.

### UW20002-00 Understand the Core Processes of Underwriting

This unit requires that you are able to complete the following outcomes:

1. Determine terms and conditions of risk acceptability
2. Communicate result of risk assessment
3. Negotiate agreement
4. Finalise agreement

Evidence of the ability to:

- Underwrite insurance business, including either:
  - at **least one** new and at **least one** renewing general insurance business, or
  - underwriting at least two Private Health Insurance business.