

Introduction to Savings and Investments Factsheet

Introduction to Savings and Investments can be taken as part of the wider Introduction to Products series, which also covers Protection, Retirement and Mortgages. It is ideal for new entrants to a firm to give them an induction into savings and investment products and their uses.









Lesson 1 Investment Products

Investment Products: What Do You Think?

Let's start by examining the concepts of "saving" and "investing".

What do you think are the key differences between the two?

Drag each of the **statements** onto the **term** you think it applies too. If its correct it will 'stick', if incorrect it'll return to the starting position. You can continue moving the statements around until all nine have 'stuck' to their correct place. Click the **More** button for an explanation.

 More suited to short to medium term investment	 One off cash sum	 Lower monthly payments
 Payments tend to be higher	 Returns aren't guaranteed	 More suited to longer term investment
 Lower risk	 Lower returns	 Desire for higher returns

More

In a nutshell; when saving, you're putting money aside with little or no risk, usually only returning the interest amount on the fund.

When investing, there's the potential for the money to grow more - but it needs to be a longer term commitment and the returns aren't guaranteed.

Click the **Next** button to continue through the course.

Saving



Investing



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Programme outline

Introduction to Savings and Investments consists of five main lessons on:

- Investment products (16 mins)
- Endowments (18 mins)
- ISAs (9 mins)
- Trusts and investments (11 mins)
- Legislation and taxation (19 mins)

Topics include:

- Differences between savings and investments explained
- Influential factors in choosing investment products
- Categories of funds – pooled and segregated
- Key features of investment products
- Endowments – options, bonuses, trading in, underwriting
- Tax benefits of ISAs
- Trusts – setting up and tax implications
- Rules and regulations set out including basic legislation, government acts and Money Laundering Regulations 2007
- Tax advantages and disadvantages of each savings and investment types

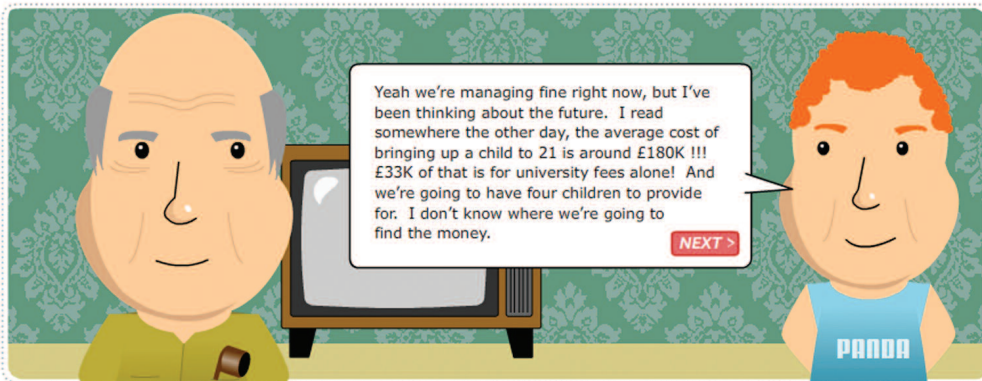
Length of programme: 73 minutes

Lesson 2 Endowments

Endowments: Planning For Your Future

Clive is keen to plan ahead and is concerned about the cost involved if all the children were to go to university. He speaks to his father, Ted, about saving for the future...

Click the **Start** button to begin the conversation.



Click the **Next** button to continue through the course.

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understanding

tests

Unique features

Scenario based –

- Clive and Maggie have come into some money. They decide to invest it and Clive examines his investment options.

Clive and Maggie are expecting twins and with two children already they are considering the benefits of an endowment policy. Clive talks to his father, Ted, about saving for the future. Ted suggests endowments and explains their features, types, options, bonuses and trading in. Clive goes to speak to his advisor, Anand who tells him that endowments are no longer available. He suggests ISAs and explains them to Clive and Maggie who consider this option. Ted asks Clive questions which allows the learner to be testing on their understanding.

This refreshing and lively approach enables learners to gain knowledge from learning materials based on real life situations.

- Different learning techniques are used to suit all types of learners including video, question and answer and recaps. Short questions test that the learner understands the information provided.
- A separate, downloadable learning aid (notes) provides a short summary of the key elements of the programme, enabling the learner to recapture essential information.

Benefits for employers

- An employee's record of completion demonstrates an organisation's commitment to the rules and regulations imposed by the regulators concerning the selling and servicing of financial services products
- Introduction to Savings and Investments is ideal for employees to give them a basic understanding of these products and their uses
- As it is an online programme, employees are able to access learning around their work commitments

- Short, online assessments continually test and reinforce employees' learning, allowing employers to be confident that staff have retained essential information
- It is developed by the industry for the industry

Benefits for employees

- Enables employees to gain the confidence which will help them to perform their role more effectively and give them a firm base on which to continue to build their skills and knowledge

Developed by Prudential plc and licensed to the National Skills Academy for Financial Services.

The National Skills Academy

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