



RESEARCH

in association with



AIFA Questions

**Wave 40
April 2007**

The 'ifacensus' logo is centered on a large dark blue circle. The word 'ifa' is in a smaller, lowercase, sans-serif font, and 'census' is in a larger, lowercase, sans-serif font, both in white.

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**The Definitive Source
of IFA Opinion**

The logo for 'ifa census' is displayed within a dark blue circle. The word 'ifa' is in a smaller, lowercase font above the word 'census', which is in a larger, lowercase font.

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Introduction

- This month's AIFA questions focused on the FSA's proposal to reduce the Training & Competence rules and to rely on principles.
- Questions were placed on April's IFA Census and fieldwork was conducted during 10th to 23rd April 2007.
- **318** IFAs responded to the survey

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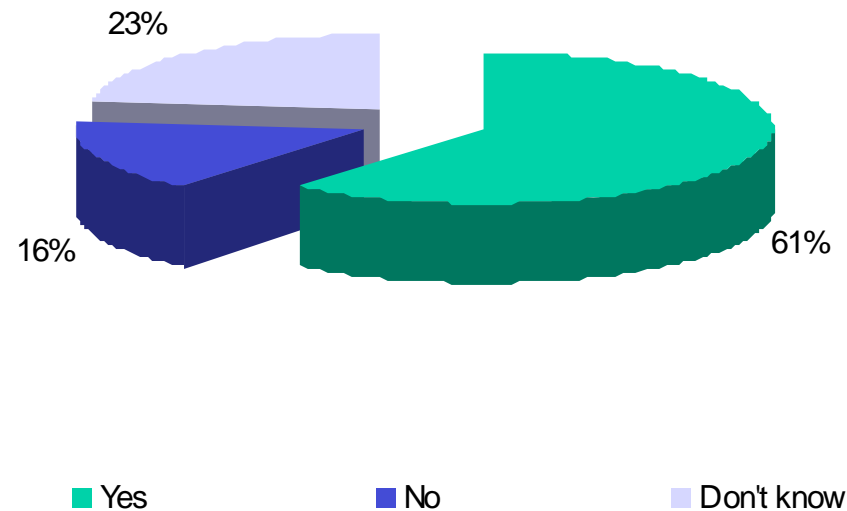
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Agreement On FSA's Proposal

3 out of 5 advisers agree with the FSA's proposal to reduce the Training and Competence rules and rely on principles.



Base: April 2007 – All Respondents (318)

Q1 – Do you agree with the FSA's proposal to reduce the T&C rules and rely on principles?



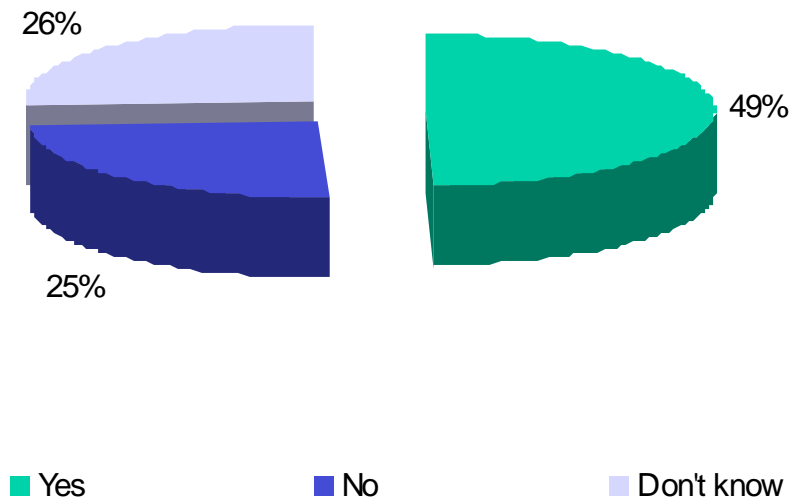
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Agreement On FSA's Long-Term Objective

About 50% agree on the long term objective to remove T&C rules altogether. A quarter disagree and a further quarter are unsure.



Base: April 2007 – All Respondents (318)
Q2 – Do you agree with the FSA's long term objective to remove the T&C rules altogether?

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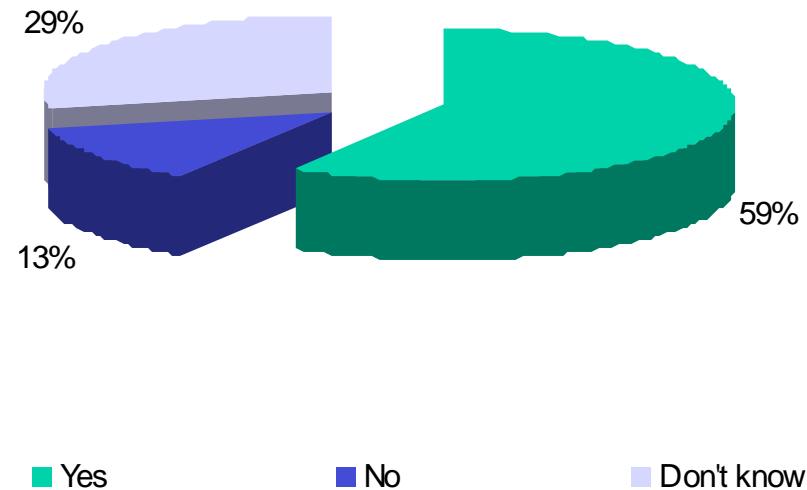
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Support FSA's Proposal

Over half (59%) mentioned they support the retaining of the current examination requirements for financial advisers.



Base: April 2007 – All Respondents (318)

Q3 – FSA is proposing to retain the current examination requirements for financial advisers despite the fact that this is super-equivalent to MiFID, (I.e gold-plating). Do you support the proposal?



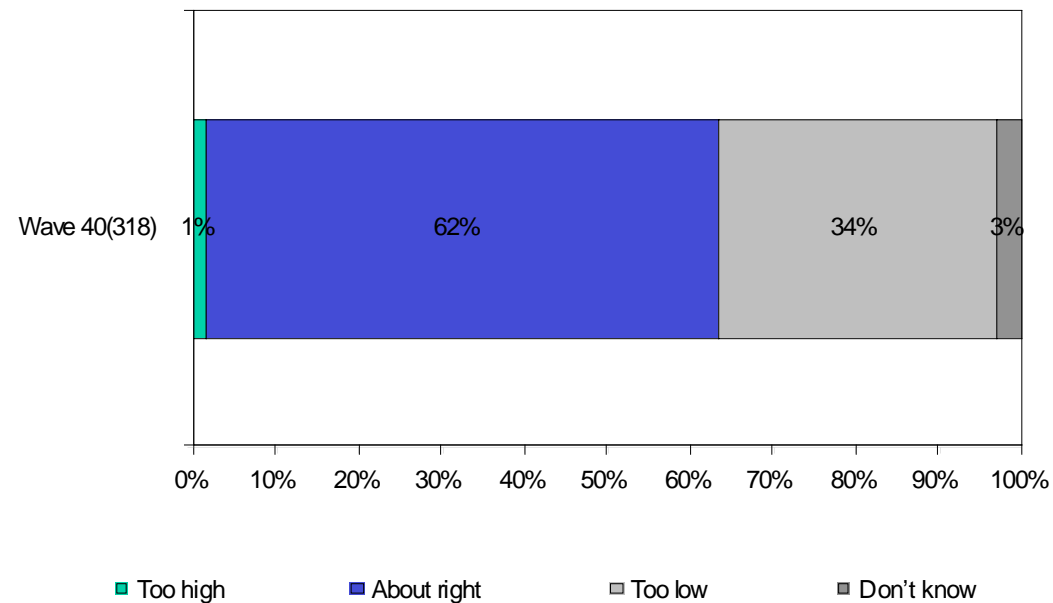
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Entry Qualifications For Financial Advisers

Almost two thirds stated that the entry qualifications for advisers was just about right at the moment, however, a third felt that entry requirements were too low.



Base: April 2007 – All Respondents (318)
Q4 – Are the minimum entry qualifications for financial advisers ...?



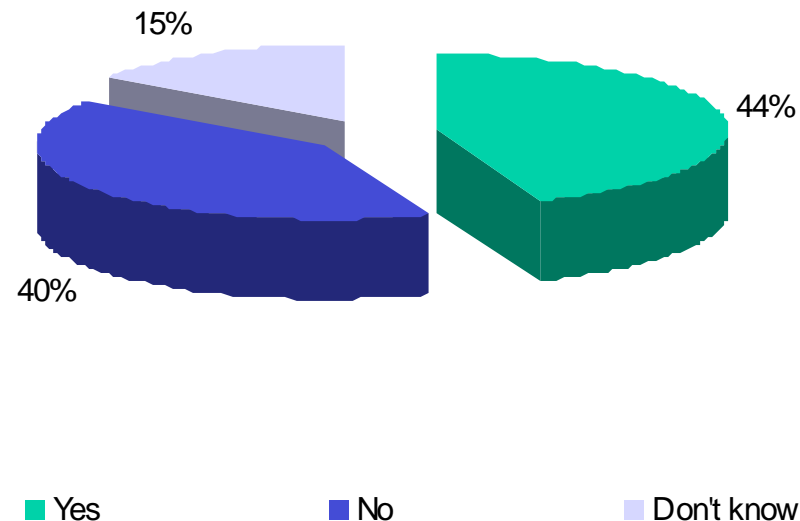
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Support FSA's Proposal of Removing Time Limits To Pass Exams

Only 44% supported the FSA's commitment to removing time limits in which to pass exams, a similar number 40% were against the proposal.



Base: April 2007 – All Respondents (318)

Q5 – FSA is committed to removing the time limits in which to pass exams (in line with MiFID). Do you support this?



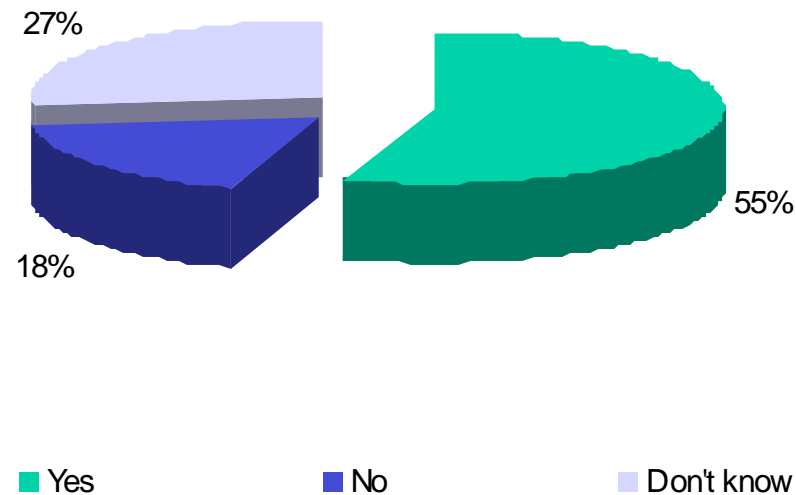
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Setting of Time Limits

If there were no time limits in which to qualify, over half stated that they would set their own time limits in which to do so.



Base: April 2007 – All Respondents (318)
Q6 – If there are no time limits in which to qualify, would you / your firm set you own?



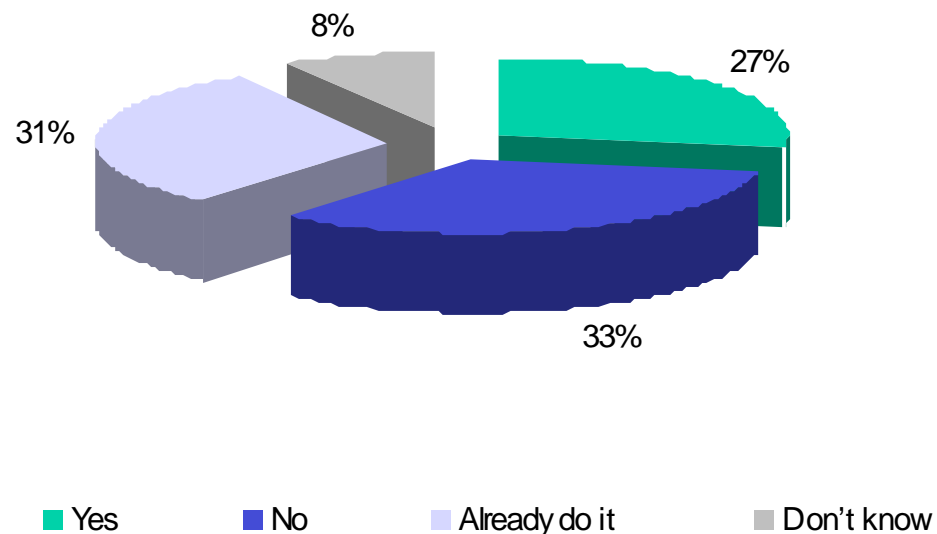
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Support for Annual Re-testing

Over a quarter mentioned that they would support annual re-testing to evidence ongoing CPD and almost a third stated that they already do this.



Base: April 2007 – All Respondents (318)
Q7 – Would you support annual re-testing to evidence ongoing CPD?