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| Title | Gather and analyse information to determine client life, disability, and health insurance needs | | |
| Level | 5 | Credits | 7 |

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| Purpose | People credited with this unit standard are able to: <ul style="list-style-type: none"> – gather client information to determine personal life, disability, and health insurance needs; and – analyse client information to determine any potential impacts on client life, disability, and health insurance needs. |
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| Classification | Financial Services > Financial Services - Professional Practice |
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| Available grade | Achieved |
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Guidance Information

- 1 References
Code of Professional Conduct for Financial Advice Services;
Consumer Guarantees Act 1993;
Fair Trading Act 1986;
Financial Markets Conduct Act 2013;
Financial Service Providers (Registration and Dispute Resolution) Act 2008;
Financial Services Legislation Amendment Act 2019;
Insurance Intermediaries Act 1994;
Insurance Law Reform Act 1977;
Insurance Law Reform Act 1985;
Privacy Act 1993;
relevant industry codes of conduct;
and all subsequent amendments and replacements.
- 2 Assessments requiring application or demonstration of skills and knowledge may be performed using workplace evidence or evidence derived from simulation or scenario based activities.

All activities must comply with legislation, regulations, and best practice, including any guidance notes published by the agency responsible for the relevant enactment or code.

Outcomes and performance criteria

Outcome 1

Gather client information to determine personal life, disability, and health insurance needs.

Range evidence of three examples with a range of needs and complexities is required.

Performance criteria

- 1.1 Identify client attitude to and capacity for managing risk in a life, disability, and health insurance context.
- 1.2 Identify client objectives that could impact on establish life, disability, and health insurance needs.
- 1.3 Collect information about personal client circumstances that could impact on insurance needs or limitations of cover.
- 1.4 Collect information about client financial situation that could impact on insurance needs or limitations of cover.
- 1.5 Determine recommended levels of life, disability, and health insurance cover based on collected client information.

Outcome 2

Analyse client information to determine any potential impacts on client life, disability, and health insurance needs.

Performance criteria

- 2.1 Analyse existing client assets and insurances in terms of their suitability for meeting identified client needs.
- 2.2 Analyse client circumstances to determine their potential impact on client life, disability, and health insurance needs.

Range must include the potential impact of reasonably foreseeable changes to client circumstances; impact may have affect product type or product structure; client circumstances may include but are not limited to – job, relationship.

- 2.3 Analyse client information to determine the need for consultation with other specialists.

Range may include but is not limited to – legal, accounting.

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| Planned review date | 31 December 2024 |
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Status information and last date for assessment for superseded versions

| Process | Version | Date | Last Date for Assessment |
|--------------|---------|-----------------|--------------------------|
| Registration | 1 | 23 January 2020 | N/A |

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| Consent and Moderation Requirements (CMR) reference | 0003 |
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This CMR can be accessed at <http://www.nzqa.govt.nz/framework/search/index.do>.

Comments on this unit standard

Please contact The Skills Organisation reviewcomments@skills.org.nz if you wish to suggest changes to the content of this unit standard.