# Hello from Massey University!

For personal risk advisers looking to attain CERTIFIED LIFE UNDERWRITERCM certification, here is some good news. Massey University is considering offering the two suspended advanced insurance paper on a one-off basis in conjunction with Financial Advice New Zealand.

This will enable advisers who already have the CERTIFIED FINANCIAL PLANNERCM certification or those who have completed the first six papers in the Graduate Diploma of Business Studies (Personal Financial Planning) to fulfill the educational requirement of obtaining CLUCM. Massey is now calling for expressions of interests on the two papers 125.356 Business Insurance and 125.357 Advanced Issues in Insurance so please spread the word.

Are you interested in knowing more? Please click here **INTERESTED**

## What are the advance risk papers about?

**125.356 Business Insurance**

Business Insurance is an advanced specialist paper within the Graduate Diploma in Business Studies. This paper looks at professionally meeting the needs of businesses and business owners for insurance cover for adverse personal risk events, like the disability or death of the owner, or other key persons, as well as other adverse events like earthquakes. While the focus is on small businesses, this covers 99% of NZ businesses, including retail, trades, and professional partnerships. Advice in this area is complex but worthwhile as businesses typically require multiple, high-value, policies, and are used to time-based fees. The principles taught can also be the basis for advice to large businesses. We also focus on practical applications, rather than just theory.

**125.357 Advanced Issues in Insurance**

Advanced Issues in Insurance is a specialist paper within the Graduate Diploma in Business Studies. The material covered will include insurance underwriting and ratemaking, issues in insurance law, including relevant case-law, the handling of claims and disputes in the New Zealand context, reinsurance, and assessing the stability of insurance companies and their valuation. We will also examine current issues and future development in the insurance and finance industry.

This paper provides a theoretical background to aspects of insurance theory that, together with business insurance paper fulfils the specialist curriculum requirements for the CERTIFIED LIFE UNDERWRITERCM (CLUCM) designation.

## Why the Massey Diploma?

The courses are offered via Distance learning, which means you can study at your place - at your pace. With the new legislative changes coming soon, the Massey diploma qualifies you and your staff adequately to meet the coming regulations.

Massey University has been providing education pathways for the CFPCM and the CLUCM for over 25 years. Our diploma was designed alongside industry so is relevant for today’s financial adviser and financial planner. The courses are practical and add value to your business. The curriculum fully meets the Financial Planner Competency Profile of the Financial Planning Standards Board.

## Why Massey Business School?

The Massey Business School is one of the country’s leading and largest business schools - it is ranked among the top 2% of business schools globally and is AACSB accredited. Massey University’s accountancy and finance programme ranks in the ‘150 Universities in the World’ and its business and management studies in the top 200 (by Quacquarelli Symonds (QS) rankings). We are also ranked in the top 150 universities worldwide for business administration and finance programmes by the Shanghai Ranking's Global Ranking of Academic Subjects.

## Our People – Dr. Michael Naylor

Michael has lectured in Financial Planning and Insurance for 25 years, and has been involved in NZ industry since 1999, where he is well known. His research interests include insurance, financial planning and behavioral finance. He has published in internationally respected academic journals, and has written an insurance advice textbook as well as recent book on the technological transformation of insurance. He is a conference speaker and media commentator.

## Our People – Dr. Jasmine Fang

Jasmine is a Lecturer and the Director of Financial Planning at Massey University. Jasmine received her PhD from Massey in 2015. She returned to Massey in 2018 with industry experience in accounting and corporate banking. She has taught financial planning, investments, corporate finance and banking at undergraduate and postgraduate levels.

Jasmine’s research has been published in internationally recognised journals including the Journal of Banking and Finance and the Journal of Portfolio Management in the areas of asset pricing, behavioural finance, stock market trading strategies and household finance. Her research has drawn significant industry attention including winning the Best Paper Award in Behavioural Finance at the Academy of Financial Services Annual Meeting in Chicago recently, and the second prize for the 2018 Business School Translation Competition. Her research has also received substantial media attention, including citations from marketwatch.com, forbes.com and finance.yahoo.com.

We are looking forward to hearing from you, and an early Merry Christmas to you all!

Sincerely,

Michael Naylor and Jasmine Fang