



2020 National Financial Plan Competition

Details and Rules

ORIGIN: The National Financial Plan Competition is developed and supervised by the *International Association of Registered Financial Consultants*[®], a non-profit Association of financial professionals.

ELIGIBILITY: The competition is open only to undergraduate students enrolled in a curriculum of personal financial planning or financial services at a University or College in the U.S.A. and International Chapters per invitation.

SPONSORSHIP: The Plan Competition accepts individual and corporate sponsors. This is an opportunity to promote your services among the IARFC membership, prospects and the next generation of financial consultants.

REGISTRATION FEE: All participating Colleges or Universities will be charged a registration fee as indicated below:

Number of Teams	Registration Fee
1-5 Teams	\$100
6-10 Teams	\$200
11-15 Teams	\$300
16-20 Teams	\$400

Registration fees are **NON-REFUNDABLE**. Payment may be made by credit card or check payable to IARFC Financial Plan Competition.

FICTIONAL CASE NARRATIVE: This will be provided in a narrative text file. The students must organize and enter the data. In the event the students feel that some facts or assumptions have been omitted, the student must make assumptions they consider appropriate, and must state all those assumptions at the outset of the plan. The case narrative will be sent electronically on, \ **019**.

BASIC PLAN SOFTWARE: Students may use whatever plan generation software is available as long as they provide data for each segment of the financial plan. If a team needs software to generate the plan, it can be obtained by contacting the IARFC.

INITIAL PLAN SUBMISSION: Each plan may be the product of a single student or a team of **two** students. It is the student’s responsibility to submit plans to the IARFC for consideration, not the responsibility of the faculty representative.

PLAN FORMAT - PHASE 1 & 2:

Written Plan Submission Criteria	
<input type="checkbox"/>	Must be in English
<input type="checkbox"/>	Placed in a new, single three ring binder
<input type="checkbox"/>	Dividers should separate the Plan Table of Contents and be labeled
<input type="checkbox"/>	Table of Contents will be provided by IARFC
<input type="checkbox"/>	All other labels should be removed (such as brand and price sticker)

- **In addition this year, the IARFC requests an Electronic submissions to be emailed to plancomp@iarfc.org.**
- Failure to organize information will result in the entry being disqualified during Phase 1. The submitted plan should reflect a high level of professionalism as if it were being given to a client.

BASIS FOR JUDGING – Phase 1 & 2

PHASE 1 Criteria Basis - Reviewed by IARFC Staff	
<input type="checkbox"/> Yes <input type="checkbox"/> No	Plan submitted (postmarked) by due date of November 13, 2019
<input type="checkbox"/> Yes <input type="checkbox"/> No	Plan submitted in new, single three ring binder
<input type="checkbox"/> Yes <input type="checkbox"/> No	Plan includes Table of Contents as provided by IARFC
<input type="checkbox"/> Yes <input type="checkbox"/> No	Plan includes tabs or dividers, which are labeled AND used to separate sections of the Plan
<input type="checkbox"/> Yes <input type="checkbox"/> No	Emailed plan to plancomp@iarfc.org

A NO answer on any section disqualified the plan from further judging.

Points	PHASE 2 Criteria Basis - Reviewed by Professional Consultant
20	Correct entry of the case data on the family
20	Understanding of the problems, including any incomplete data from the client
40	Recommendations made (the logic, priority, suitability and timing)
10	Physical construction and design of the written plan
10	Supplemental text and illustrations of problems or recommendations
Max 100 points	

PRESENTATION FORMAT – PHASE 3: Team presentations will be recorded via GoToMeeting and sent to the IARFC Board of Directors for evaluation and the selection of Semi Finalists (Criteria to be sent upon participation in Semi Finals).

LIVE PRESENTATION FORMAT – PHASE 4: Teams will be presenting to a real couple on the stage (as if in a client’s office) with the financial professional judges in the audience.

PowerPoint presentations must be formatted to a Widescreen (16:9). There will be two screens and a desk on the stage. (Criteria to be sent upon participation in Finals). Those presentations not meeting the requirements will be returned for editing.

PLAN OWNERSHIP: Plans submitted become property of the IARFC and will not be returned. Students should prepare an additional copy for their reference in the event that they are selected as a Semi-Finalist or Finalist.

DEADLINE FOR REGISTRATION: All interested schools must complete and return the Participation Agreement with the appropriate registration fee by **September 2 , 2019** to compete in the 2020 Competition. Participation Agreements received after **September 2 , 2019** will not be honored.

DEADLINE FOR SUBMISSION: Plans must be sent (postmarked or shipped) to the IARFC no later than **November 13, 2019**.

MEDIA COVERAGE: Media coverage for students, professors, and university will include:

- Publication of winning plan in the IARFC *Academic Journal of Personal Finance*
- Print recognition in the IARFC National Industry Magazine, *The Register*
- Participation and placement announcement on the IARFC Corporate website
- Corporate Social Media coverage including: Facebook, Twitter, Blog and LinkedIn
- Professional media release notifications

SCHOOL PARTICIPATION: Each college or university is required to designate **one** faculty member who will accept the responsibility for distribution of materials and communications to students and other faculty advisors.

DEADLINE RECAP

Item Due/Event	Date
University Registration	September 25, 2019
Software Agreement / Team Assignments	September 25, 2019
Case Narrative and Money Guide Software Sent to Students	October 3, 2019
Plan Submission by Students	November 13, 2019
Phase 1 Judging	At receipt of Plan
Phase 2 Judging	December 09-11, 2019
Phase 3 Semi-Finals	January 21-22, 2020
Phase 4 Finals	April 23, 2020



IARFC NATIONAL FINANCIAL PLAN COMPETITION

International Association of Registered Financial Consultants

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