FIN 430-01W – Principles of Financial Planning
SPRING 2016

Instructor: Dr. Jared Pickens, CFP®, CRC®, AFC
Office Location: BA 205
Office Hours: Tues./Thur.: 9:00 am – 11:00 am
Office Phone: 903.886.5662

Preferred Form of Communication: eCollege message system only (please no emails to university e-mail address)
Communication Response Time: Emails will be responded to no later than the next scheduled office hours. I only check emails during office hours.

COURSE INFORMATION

Materials – Textbooks, Readings, Supplementary Readings

Textbook/Materials Required

Fundamentals of Financial Planning


Financial Calculator: TI BA-II or comparable (not alpha programmable). I will only be teaching from the BA-II.

Syllabus/schedule subject to change
Course Description

An advanced and comprehensive introduction course on the fundamentals of financial planning. A review of the financial planning process and regulatory practices in the field of financial planning will be completed. Advanced techniques of personal sector cash flow, asset and liability management, lifecycle financial planning, investment management, tax planning, and retirement and estate planning. Client communication strategies will also be examined.

Student Learning Outcomes

Upon completion of this course students should be able to do the following:

1. Understand the importance of financial planning.
2. Have a solid understanding of the multiple areas of financial planning including: cash management, taxation, insurance, retirement, investments, and estate planning.
3. Demonstrate the ability to review different types of client data and help set financial goals.
4. Understand the consumer financial laws and how they help future clients.
5. 

COURSE REQUIREMENTS
Instructional / Design of Course

The class will be conducted in a lecture/discussion format. There will be a combination of recorded and live classes using Class Live Pro. Be prepared to discuss and ask questions about the material assigned for each class period. **A typical week in this class will start on Wednesdays and ends on Sundays.** The exception to this rule is weeks in which we have exams. The instructor will communicate with students through the entirety of the semester. Students should look in eCollege and their university e-mail for course updates.

Students are expected to be read the book prior to watching the online lectures. All live lectures will be recorded and attendance is not required, but encouraged. Students should also work the practice problems after each chapter in order to master the material.

Student Responsibilities

Students are expected to be engaged in the class by watching the lectures and asking questions on the discussion board. It is up to the student to increase his/her knowledge in finance; specifically risk management and insurance.

GRADING

Absolutely no late work will be accepted. It is possible that curves will be given on exams, but there will be no extra credit work.

Exams

There will be three exams including the final. You will be responsible for information from class discussion, required readings, and any guest speakers. **All exams are timed and must be taken within a 48 hour window.** Please adjust your schedule to allow time for the exams. **The final exam score can replace ONE of your lower exam scores from your previous two exams.**

Quizzes

You will receive quizzes during the semester; these should introduce you to the types of questions you will experience on your exams and will count
towards your grade. These quizzes will include text questions and/or supplemental activities. Your lowest quiz grade will be dropped at the end of the semester. **Weekly quizzes are due by Sunday nights at 11:59 pm. There will be NO quizzes during weeks with exams due.**

**Cases**
There will be 1 group case this semester where students help a client reach their financial goals by implementing a financial plan focusing on cash management, debt reduction, and savings goals.

Final grades in this course will be based on the following scale:

<table>
<thead>
<tr>
<th>Component</th>
<th>Percentage</th>
<th>Grade Range</th>
</tr>
</thead>
<tbody>
<tr>
<td>Exam 1 – 25%</td>
<td></td>
<td>A = 90%-100%</td>
</tr>
<tr>
<td>Exam 2 – 25%</td>
<td></td>
<td>B = 80%-89%</td>
</tr>
<tr>
<td>Exam 3 – 25%</td>
<td></td>
<td>C = 70%-79%</td>
</tr>
<tr>
<td>Case 1 – 10%</td>
<td></td>
<td>D = 60%-69%</td>
</tr>
<tr>
<td>Quizzes – 15%</td>
<td></td>
<td>F = 59% or Below</td>
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<tr>
<td>Total – 100%</td>
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**IMPORTANT DATES AND INFORMATION**

Exam 1 – 02/19 – 02/21 (Due Sunday at 11:59 pm)
Exam 2 – 04/01 – 04/03 (Due Sunday at 11:59 pm)
Exam 3 - 05/10 – 05/12 (Due Thursday at 11:59 pm)
Case 1 – 05/01 (Due Sunday at 11:59 pm; submit via eCollege)
<table>
<thead>
<tr>
<th>Week</th>
<th>Dates</th>
<th>Chapter(s)</th>
<th>Due</th>
<th>Talking Points</th>
</tr>
</thead>
<tbody>
<tr>
<td>1</td>
<td>01/20 – 01/24</td>
<td>1 and 2</td>
<td>Q1</td>
<td>What is Financial Planning? / Review of the Industry / Client Communication</td>
</tr>
<tr>
<td>2</td>
<td>01/27 – 01/31</td>
<td>3 and 4</td>
<td>Q2</td>
<td>Financial Statement and Plans</td>
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<tr>
<td>3</td>
<td>02/03 – 02/07</td>
<td>7</td>
<td>Q3</td>
<td>Time Value of Money</td>
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<tr>
<td>4</td>
<td>02/08 – 02/14</td>
<td>15</td>
<td>Q4</td>
<td>Regulation and Consumer Laws / Debt Management/ Credit</td>
</tr>
<tr>
<td>5</td>
<td>02/15 – 02/21</td>
<td>Exam 1</td>
<td></td>
<td>(Exam opens at 10am on Friday and closes at 11:59pm on Sunday)</td>
</tr>
<tr>
<td>6</td>
<td>02/24 – 02/28</td>
<td>5</td>
<td>Q5</td>
<td>Risk Management Process / Auto Insurance / Homeowner’s Insurance</td>
</tr>
<tr>
<td>7</td>
<td>03/02 – 03/06</td>
<td>5</td>
<td>Q6</td>
<td>Life Insurance / Disability Insurance / LTCI / Health Insurance</td>
</tr>
<tr>
<td>8</td>
<td>03/16 – 03/20</td>
<td>N/A</td>
<td>N/A</td>
<td>Spring break</td>
</tr>
<tr>
<td>9</td>
<td>03/23 – 03/27</td>
<td>8 / 12</td>
<td>Q7</td>
<td>Education Planning / Income Tax Planning</td>
</tr>
<tr>
<td>10</td>
<td>03/30 – 04/03</td>
<td>Exam 2</td>
<td></td>
<td>(Exam opens at 10am on Friday and closes at 11:59pm on Sunday)</td>
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<tr>
<td>11</td>
<td>04/06 – 04/10</td>
<td>9</td>
<td>Q8</td>
<td>Investment Planning</td>
</tr>
<tr>
<td>12</td>
<td>04/13 – 04/17</td>
<td>11</td>
<td>Q9</td>
<td>Retirement Planning</td>
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<tr>
<td>13</td>
<td>04/20 – 04/24</td>
<td>11</td>
<td>Q10</td>
<td>Investment Planning</td>
</tr>
<tr>
<td>14</td>
<td>04/27 – 05/01</td>
<td>14</td>
<td>Q11</td>
<td>Estate Planning</td>
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<tr>
<td></td>
<td></td>
<td></td>
<td>Case 1</td>
<td></td>
</tr>
<tr>
<td>15</td>
<td>05/02 – 05/08</td>
<td>16</td>
<td>Q12</td>
<td>Ethics</td>
</tr>
<tr>
<td>16</td>
<td>05/10 – 05/12</td>
<td>Exam 3</td>
<td></td>
<td>(Exam opens at 10am on Tuesday and closes at 11:59pm on Thursday)</td>
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</tbody>
</table>
ACADEMIC DISHONESTY

The Department of Economics and Finance is committed to maintaining the integrity and respectability of degrees conferred and course credit earned through our department. Academic dishonesty restricts the understanding of subject material by the perpetrator, distracts and discourages other class members, and reduces the value of the economic signal of degrees conferred through Texas A&M University - Commerce. Whether courses are online, face-to-face, or hybrid combinations; the faculty, staff, and student members of the Department of Economics and Finance are committed to protecting the integrity of our courses, regardless of the delivery method.

All academic work must meet the standards contained in A Culture of Honesty: Policies and Procedures on Academic Honest. Students are responsible for informing themselves about those standards and for observing the University Honor Code. Plagiarism occurs when a student submits work that is not his or her own. This includes copying from printed materials, websites, or from other people. All students are expected to turn in work that has been completed individually, unless otherwise informed by the instructor. Any assignment containing plagiarized material will automatically be graded as zero.

Please read the following items for more specific information regarding academic dishonesty.

Department of Economics and Finance Policies
http://www.tamuc.edu/academics/colleges/business/departments/economicsfinance/academic_integrity_policy.aspx

TAMUC – Undergraduate Policies
TECHNOLOGY REQUIREMENTS

• To fully participate in online courses you will need to use a current Flash enabled browser. For PC users, the suggested browser is Google Chrome or Mozilla Firefox. For Mac users, the most current update of Firefox is suggested.

• You will need regular access to a computer with a broadband Internet connection. The minimum computer requirements are:
  o 512 MB of RAM, 1 GB or more preferred
  o Broadband connection required courses are heavily video intensive
  o Video display capable of high-color 16-bit display 1024 x 768 or higher resolution

• You must have a:
  o Sound card, which is usually integrated into your desktop or laptop computer
  o Speakers or headphones.
  o *For courses utilizing video-conferencing tools and/or an online proctoring solution, a webcam and microphone are required.

• Both versions of Java (32 bit and 64 bit) must be installed and up to date on your machine. At a minimum Java 7, update 51, is required to support the learning management system. The most current version of Java can be downloaded at: JAVA web site http://www.java.com/en/download/manual.jsp

• Current anti-virus software must be installed and kept up to date.


Running the browser check will ensure your internet browser is supported.
  Pop-ups are allowed.
  JavaScript is enabled.
  Cookies are enabled.

• You will need some additional free software (plug-ins) for enhanced web browsing. Ensure that you download the free versions of the following software:
  o Adobe Reader https://get.adobe.com/reader/
- Adobe Flash Player (version 17 or later)  
  https://get.adobe.com/flashplayer/
- Adobe Shockwave Player  
  https://get.adobe.com/shockwave/
- Apple Quick Time  

- At a minimum, you must have Microsoft Office 2013, 2010, 2007 or Open Office. Microsoft Office is the standard office productivity software utilized by faculty, students, and staff. Microsoft Word is the standard word processing software, Microsoft Excel is the standard spreadsheet software, and Microsoft PowerPoint is the standard presentation software. Copying and pasting, along with attaching/uploading documents for assignment submission, will also be required. If you do not have Microsoft Office, you can check with the bookstore to see if they have any student copies.

- For additional information about system requirements, please see:  
  System Requirements for LearningStudio  
  https://secure.ecollege.com/tamuc/index.learn?action=technical

ACCESS AND NAVIGATION

Pearson LearningStudio (eCollege) Access and Log in Information

This course will be facilitated using Pearson LearningStudio, the learning management system used by Texas A&M University-Commerce. To get started with the course, go to myLeo.  
http://www.tamuc.edu/myleo.aspx

You will need your CWID and password to log in to the course. If you do not know your CWID or have forgotten your password, contact Technology Services at 903.468.6000 or helpdesk@tamuc.edu.

It is strongly recommended that you perform a “Browser Test” prior to the start of your course. To launch a browser test, login to Pearson LearningStudio, click on the “My Courses” tab, and then select the “Browser Test” link under Support Services.

Pearson Learning Studio Student Technical Support

Texas A&M University-Commerce provides students technical support in the use of Pearson LearningStudio.

Technical assistance is available 24 hours a day/ 7 days a week.
If at any time you experience technical problems (e.g., you can't log in to the course, you can't see certain material, etc.) please contact the Pearson LearningStudio Help Desk, available 24 hours a day, seven days a week.

The student help desk may be reached by the following means 24 hours a day, seven days a week.

- **Chat Support:** Click on 'Live Support' on the tool bar within your course to chat with a Pearson Learning Studio Representative.

- **Phone:** 1-866-656-5511 (Toll Free) to speak with Pearson Learning Studio Technical Support Representative.

- **Email:** helpdesk@online.tamuc.org to initiate a support request with Pearson LearningStudio Technical Support Representative.

**Accessing Help from within Your Course:** Click on the 'Tech Support' icon on the upper left side of the screen inside the course. You then will be able to get assistance via online chat, email or by phone by calling the Help Desk number noted below.

**Note:** Personal computer problems do not excuse the requirement to complete all course work in a timely and satisfactory manner. Each student needs to have a backup method to deal with these inevitable problems. These methods might include the availability of a backup PC at home or work, the temporary use of a computer at a friend's home, the local library, office service companies, an Internet cafe, or a bookstore, such as Barnes & Noble, etc.

**Policy for Reporting Problems with Pearson LearningStudio**

Should students encounter Pearson LearningStudio based problems while submitting assignments/discussions/comments/exams, the following procedure **MUST** be followed:

1. Students must report the problem to the help desk. You may reach the helpdesk at helpdesk@online.tamuc.org or 1-866-656-5511
2. Students **MUST** file their problem with the helpdesk and obtain a helpdesk ticket number
3. Once a helpdesk ticket number is in your possession, students should email me to advise me of the problem and to provide me with the helpdesk ticket number
4. At that time, I will call the helpdesk to confirm your problem and follow up with you
PLEASE NOTE: Your personal computer/access problems are not a legitimate excuse for filing a ticket with the Pearson LearningStudio Help Desk. You are strongly encouraged to check for compatibility of your browser BEFORE the course begins and to take the Pearson LearningStudio tutorial offered for students who may require some extra assistance in navigating the Pearson LearningStudio platform. ONLY Pearson LearningStudio based problems are legitimate.

Internet Access
An Internet connection is necessary to participate in discussions and assignments, access readings, transfer course work, and receive feedback from your professor. View the requirements as outlined in Technology Requirements above for more information.

myLeo Support
Your myLeo email address is required to send and receive all student correspondence. Please email helpdesk@tamuc.edu or call us at 903-468-6000 with any questions about setting up your myLeo email account. You may also access information at myLeo. https://leo.tamuc.edu

Learner Support
Go to the following link One Stop Shop- created to serve you by attempting to provide as many resources as possible in one location. http://www.tamuc.edu/admissions/onestopshop/

Go to the following link Academic Success Center- focused on providing academic resources to help you achieve academic success. http://www.tamuc.edu/campusLife/campusServices/academicSuccessCenter/

FREE MOBILE APPS

The Courses apps for phones have been adapted to support the tasks students can easily complete on a smaller device. Due to the smaller screen size course content is not presented.

The Courses app is free of charge. The mobile Courses Apps are designed and adapted for different devices.

<table>
<thead>
<tr>
<th>App Title:</th>
<th>iPhone – Pearson LearningStudio Courses for iPhone</th>
<th>Android – LearningStudio Courses - Phone</th>
</tr>
</thead>
<tbody>
<tr>
<td>Operating System:</td>
<td>iPhone - OS 6 and above</td>
<td>Android – Jelly Bean, Kitkat, and Lollipop OS</td>
</tr>
</tbody>
</table>
Once downloaded, search for Texas A&M University-Commerce, and it should appear on the list. Then you will need to sign into the myLeo Mobile portal.

The Courses App for Android and iPhone contain the following feature set:

- View titles/code/Instructor of all Courses enrolled in online
- View and respond to all discussions in individual Courses
- View Instructor Announcements in individual Courses
- View Graded items, Grades and comments in individual Courses
- Grade to Date
- View Events (assignments) and Calendar in individual Courses
- View Activity Feed for all courses
- View course filters on activities
- View link to Privacy Policy
- Ability to Sign out
- Send Feedback
**COURSE AND UNIVERSITY PROCEDURES/POLICIES**

**Course Specific Procedures**
There will be no makeup exams in this course. All exams are to be worked individually. You may use your notes and book, but you will not have enough time to look up the answers.

**Syllabus Change Policy**
The syllabus is a guide. Circumstances and events, such as student progress, may make it necessary for the instructor to modify the syllabus during the semester. Any changes made to the syllabus will be announced in advance.

**University Specific Procedures**

**Student Conduct**
All students enrolled at the University shall follow the tenets of common decency and acceptable behavior conducive to a positive learning environment. (See current Student Guidebook).

Students should also consult the Rules of Netiquette for more information regarding how to interact with students in an online forum: [Netiquette](http://www.albion.com/netiquette/corerules.html)

**ADA Statement**

**Students with Disabilities**
The Americans with Disabilities Act (ADA) is a federal anti-discrimination statute that provides comprehensive civil rights protection for persons with disabilities. Among other things, this legislation requires that all students with disabilities be guaranteed a learning environment that provides for reasonable accommodation of their disabilities. If you have a disability requiring an accommodation, please contact:

**Office of Student Disability Resources and Services**
Texas A&M University-Commerce
Gee Library- Room 132
Phone (903) 886-5150 or (903) 886-5835
Fax (903) 468-8148
Email: Rebecca.Tuerk@tamuc.edu
Website: Office of Student Disability Resources and Services
http://www.tamuc.edu/campusLife/campusServices/studentDisabilityResourcesAndServices/

Nondiscrimination Notice
Texas A&M University-Commerce will comply in the classroom, and in online courses, with all federal and state laws prohibiting discrimination and related retaliation on the basis of race, color, religion, sex, national origin, disability, age, genetic information or veteran status. Further, an environment free from discrimination on the basis of sexual orientation, gender identity, or gender expression will be maintained.