

# **SURVEY ON CFP<sup>®</sup> CERTIFICANTS**

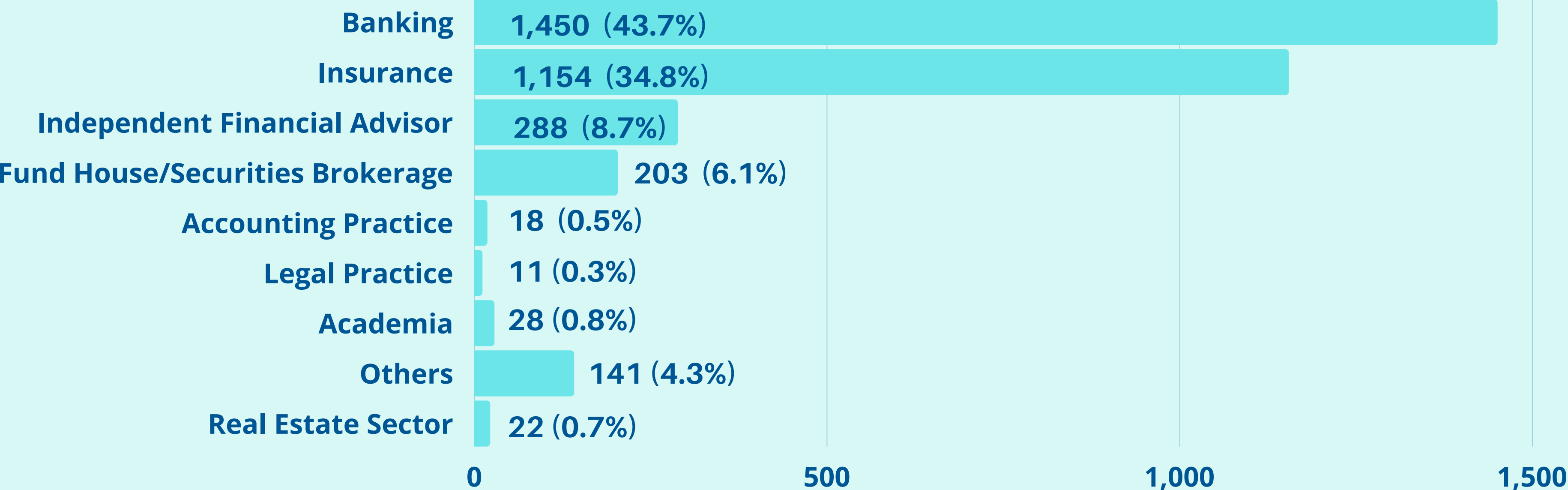
**Number of Respondents: 3,334**

Conducted between November 2020 and February 2021



# Chart 1: Industry Sector

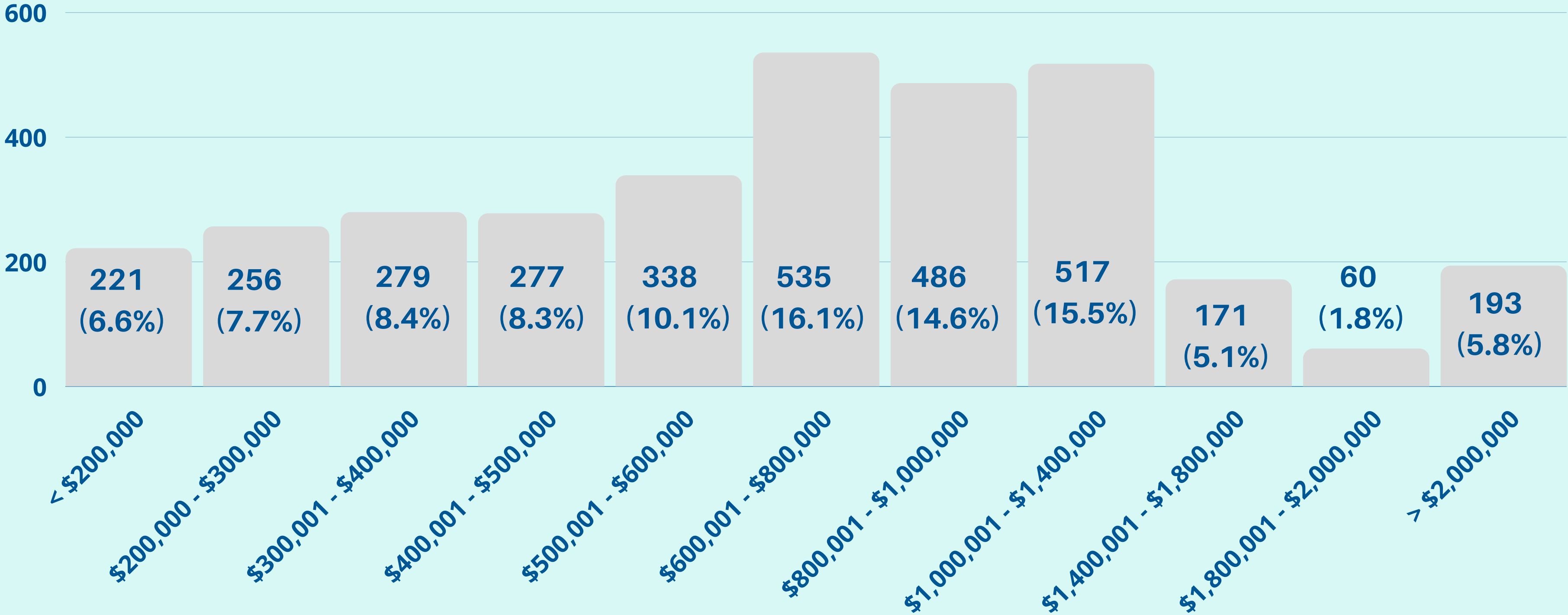
No. of Respondents: 3,315



Over three quarters of the respondents were in the banking sector or insurance sector.

# Chart 2: Income and Remuneration

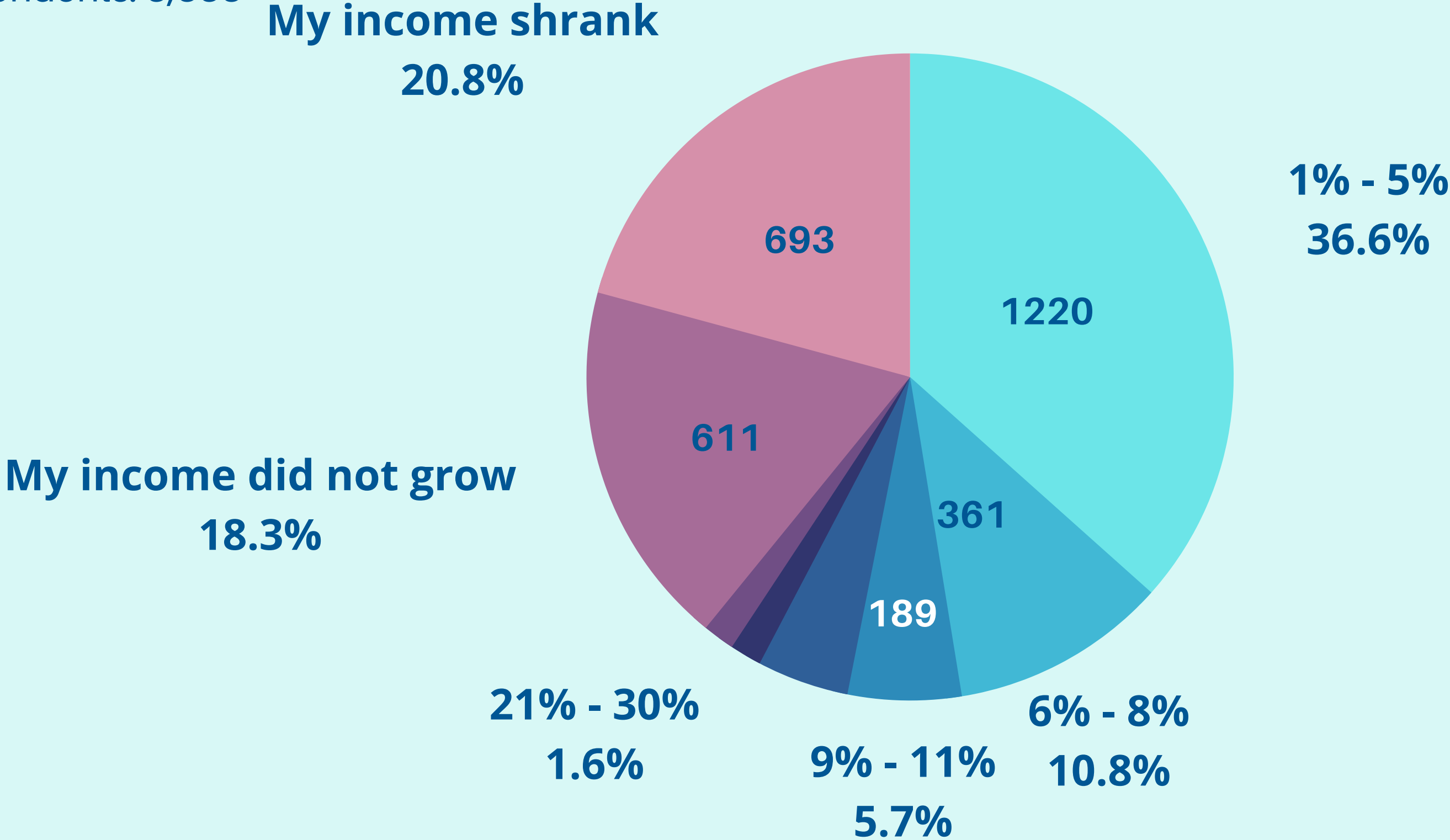
No. of Respondents: 3,333



58.9% of the respondents were earning \$600,001 or above for the past 12 months.

# Chart 3: Income Growth in the Past 12 Months

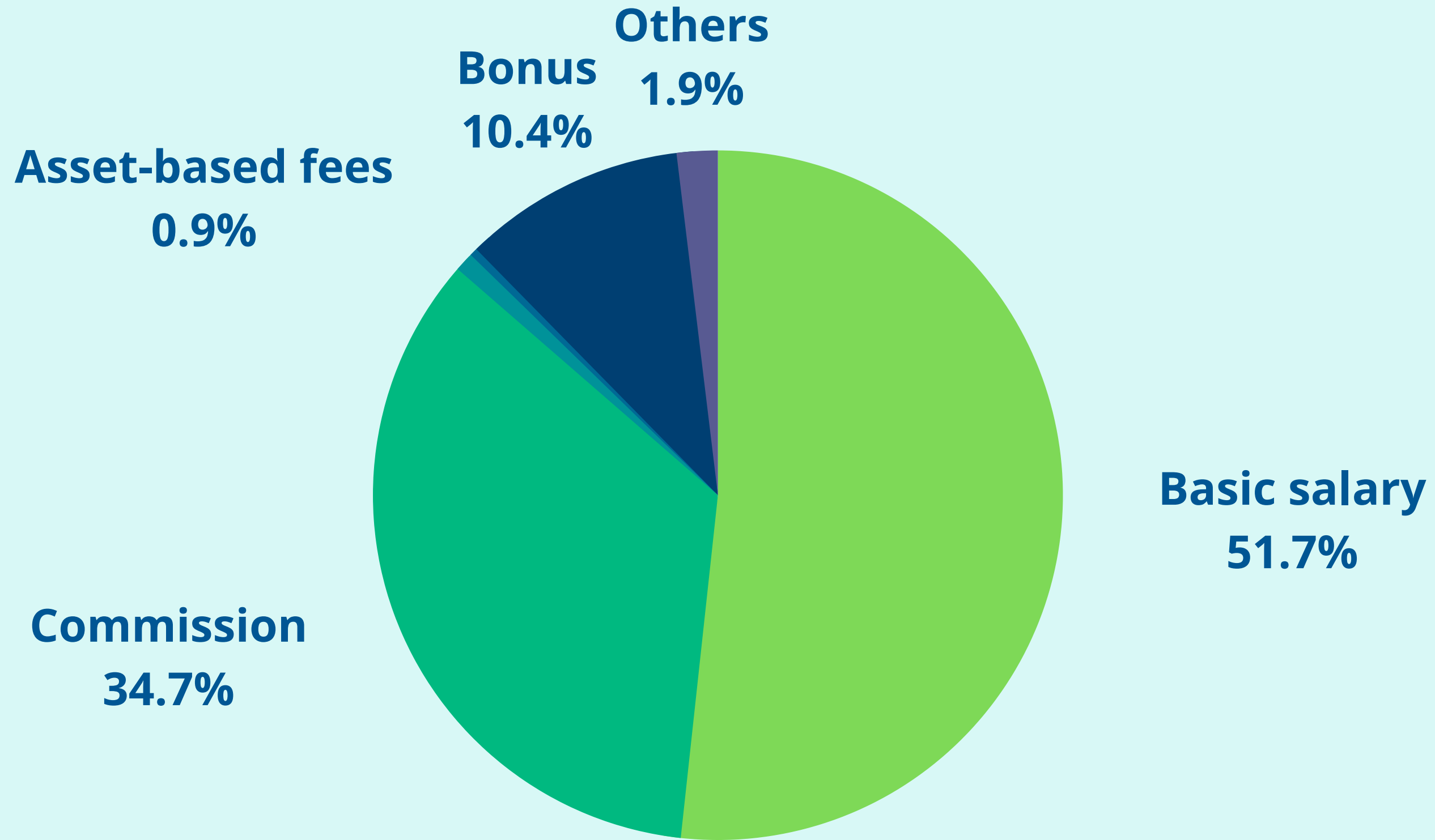
No. of Respondents: 3,333



More than one-third of the respondents had a salary growth of 1% to 5%. Around one-fifth of the respondents indicated that their income shrank.

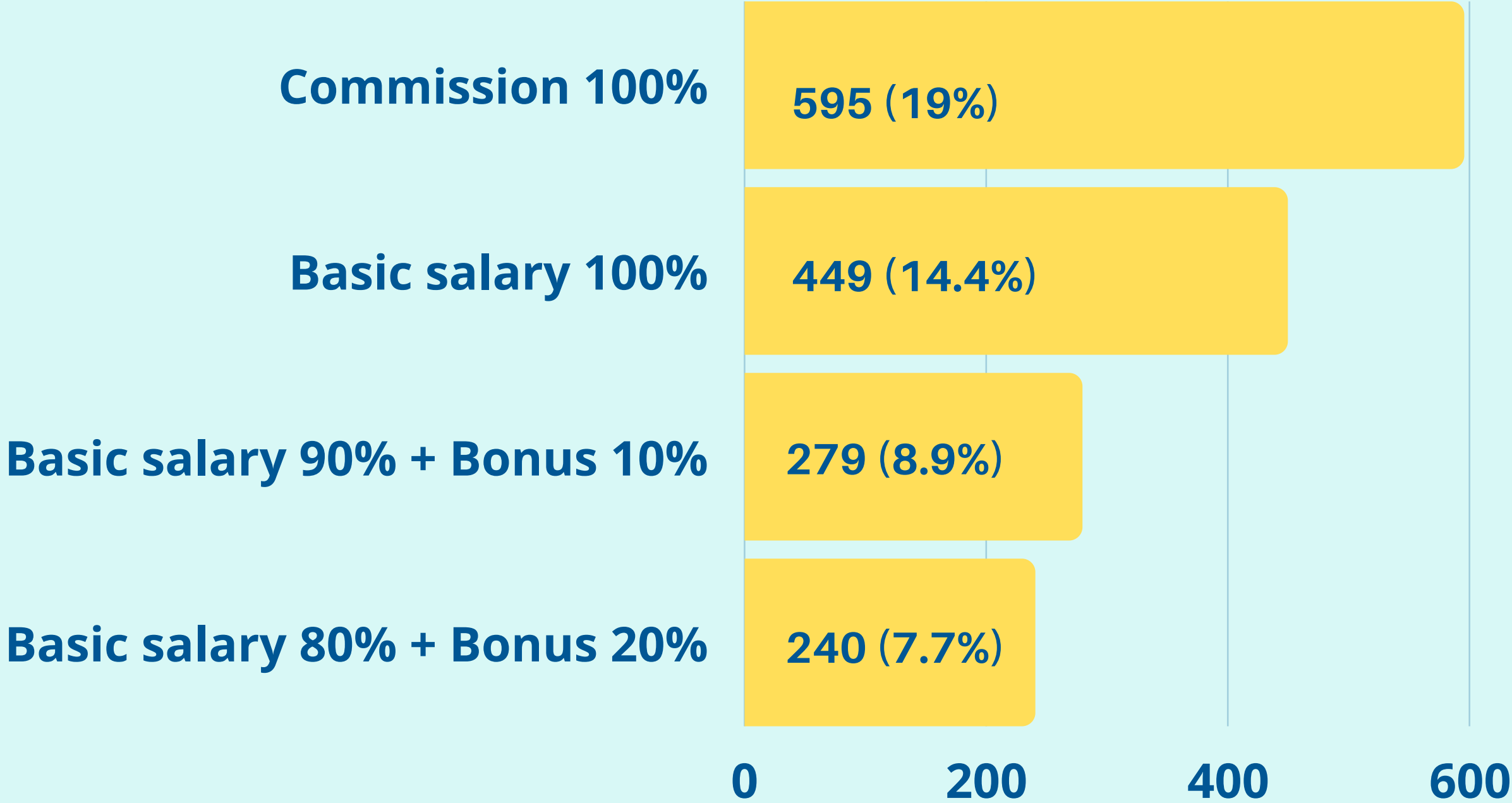
# Chart 4: Average Composition of Income

No. of Respondents: 3,128



# Chart 5: Top 4 Choices of Income

No. of Respondents: 3,128



Nearly one-fifth of the respondents indicated that they earned commission only.

# Chart 6: Financial Planning Skills That CFP Certificants Use in Daily Practice

No. of Respondents: 3,123 – 3,149

1 = rarely, 5 = all the time

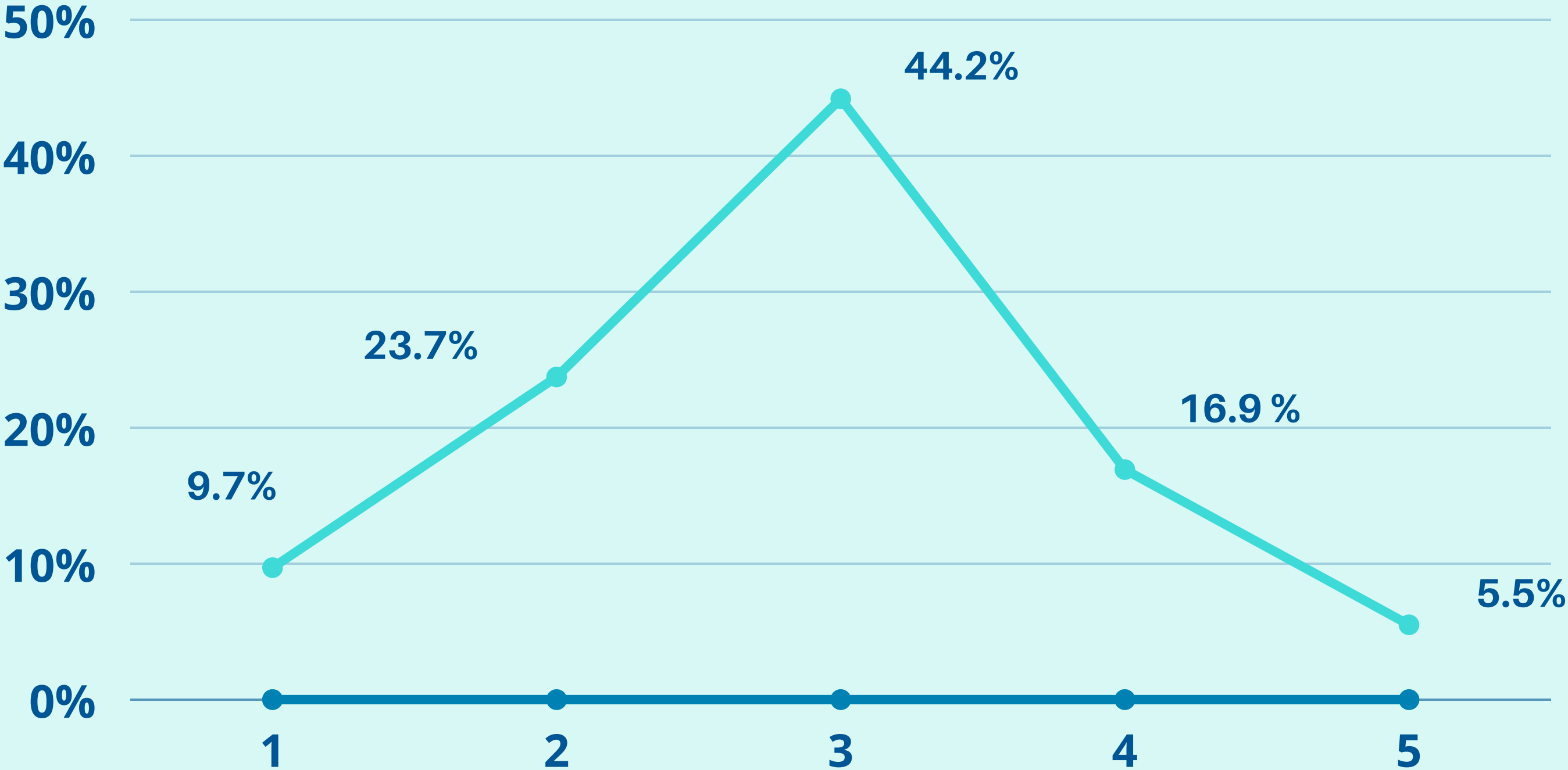


**Mostly used skills: (1) "Collect information to determine the client's goals and objectives" and (2) "Understanding the client's needs in various financial planning areas".**

# Chart 7: Prospect of Hong Kong in the Next Three Years

No. of Respondents: 3,030

1 = strongly negative, 5 = strongly positive

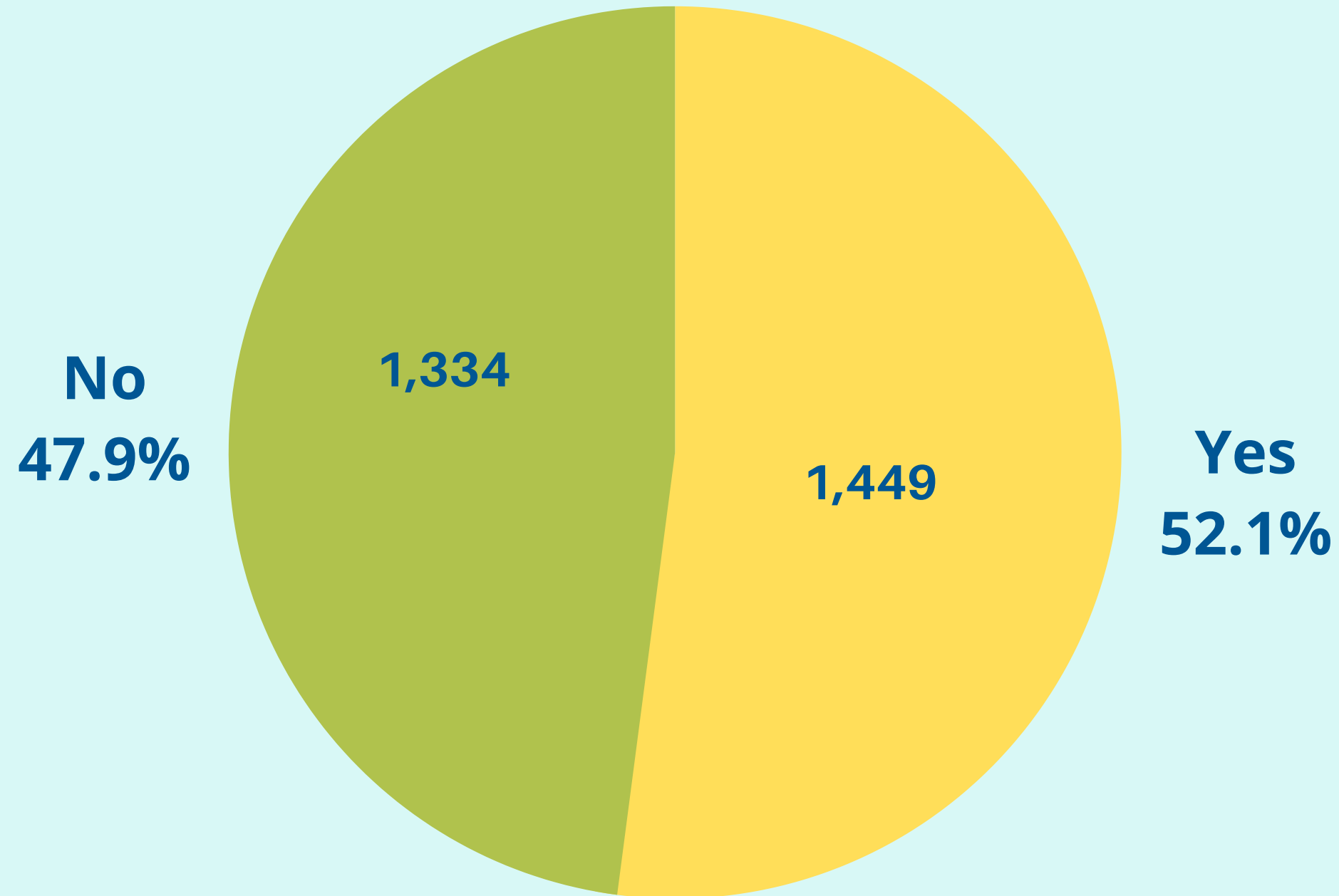


The average is 2.85 (below "3 neutral").



## Chart 8: More Clients Requesting for a Review of Financial Plans Due to Social Events and Pandemic

No. of Respondents: 2,783

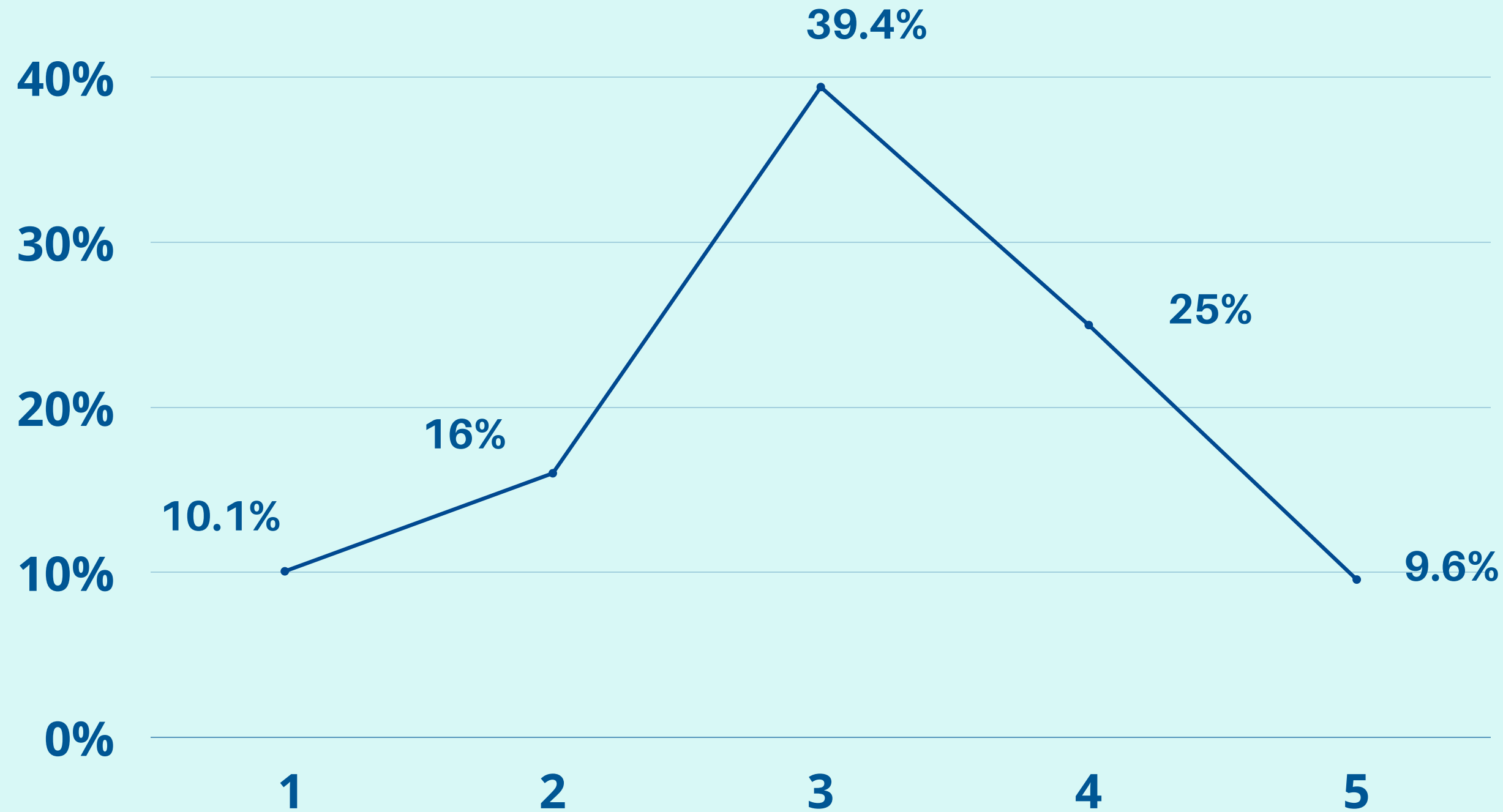


More than half of the respondents indicated that there was increase in the no. of clients requesting review of their financial plans.

# Chart 9: Clients With a Financial Plan are More Likely to Make Progress Toward Their Goals, Even During These Uncertain Times

No. of Respondents: 3,043

1 = strongly agree, 5 = strongly disagree



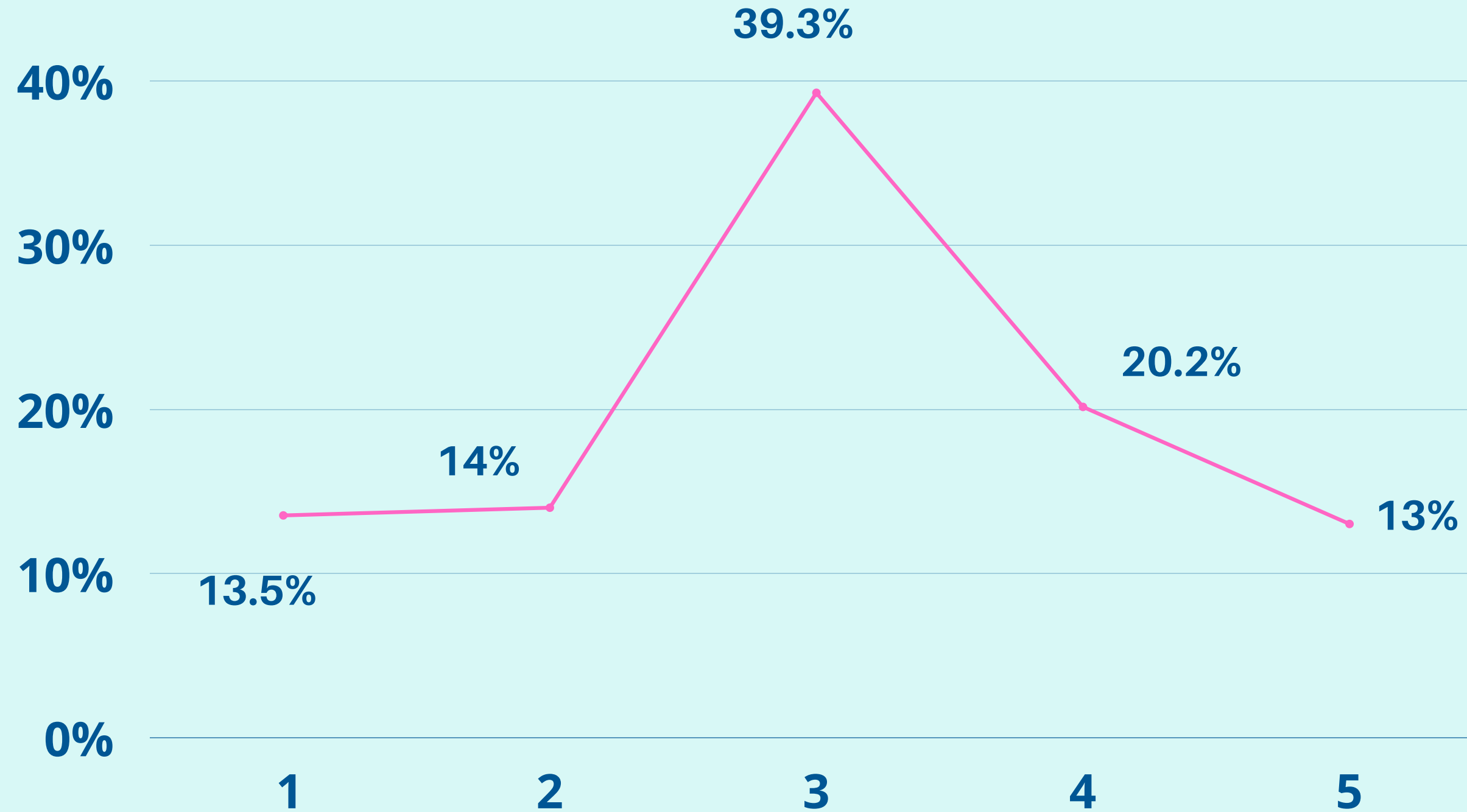
The average is 3.08 (close to "3 neutral").

# Chart 10: Support of Relaxation of Withdrawal of MPF Benefits (Subjected to a Cap)



No. of Respondents: 3,027

1 = strongly agree, 5 = strongly disagree



The average is 3.05 (close to "3 neutral").

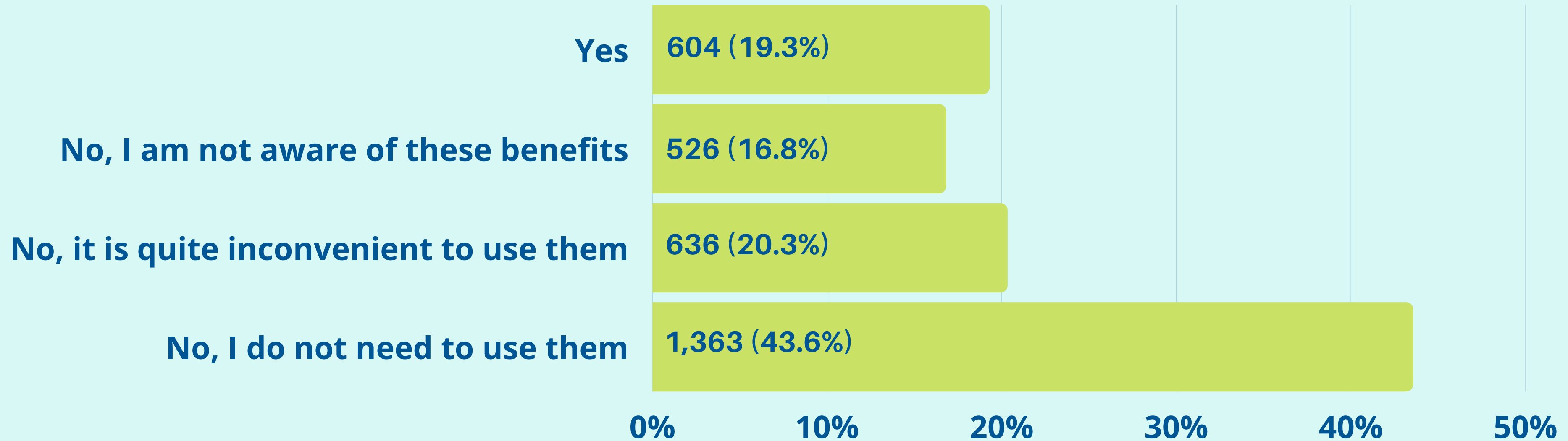
# Chart 11 : Deciding Factors in Renewing CFP Certification

No. of Respondents (excluding "Others"): 3,112 – 3,144  
(1 = not important, 5 = very important)



# Chart 12: Use of CE Coupon and Complimentary Training

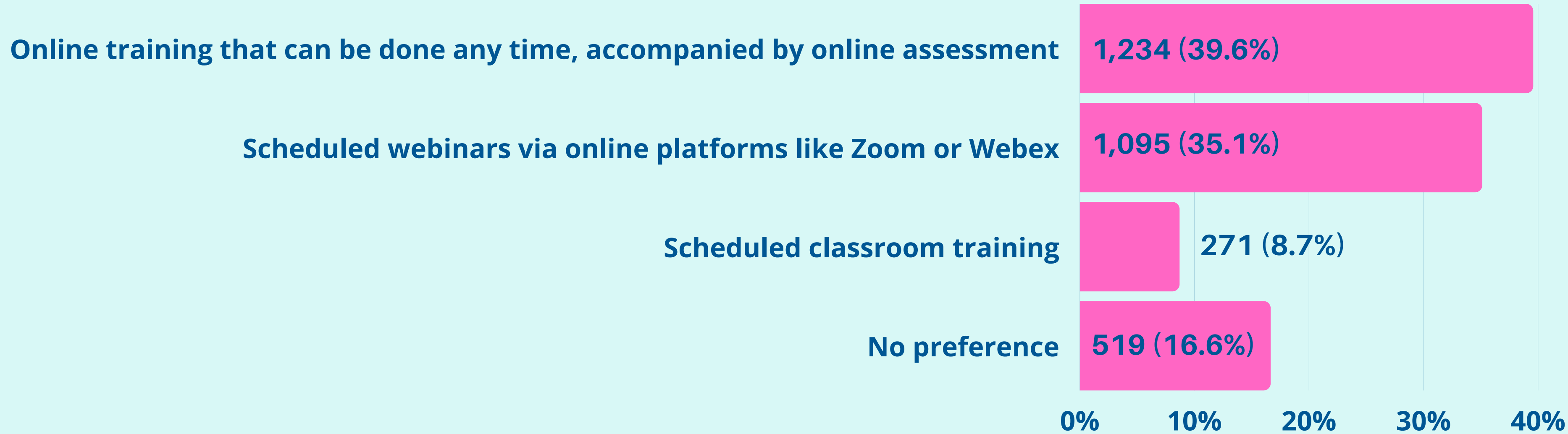
No. of Respondent: 3,129



Nearly one-fifth of the respondents used CE coupons or complimentary training in year 2020.

# Chart 13: Preferred Training Delivery Mode (Assuming Face-to Face Mode Does Not Pose Health Risk)

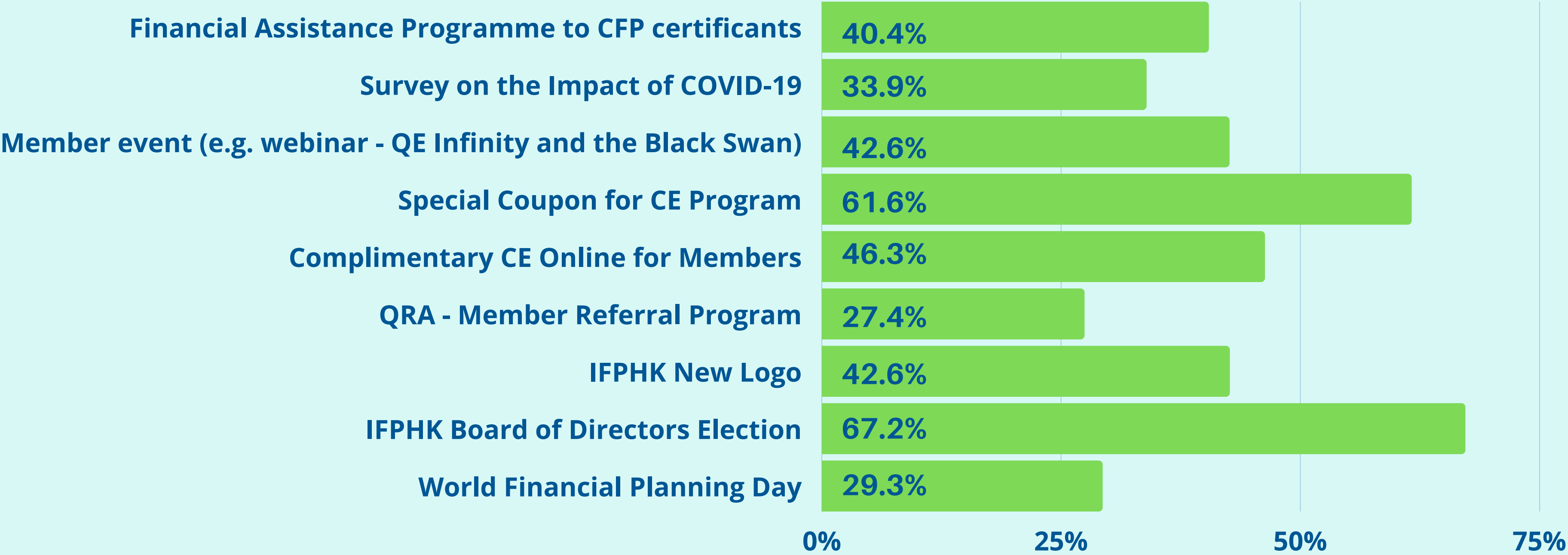
No. of Respondent: 3,119



Around three quarters of the respondents indicated that they preferred online training or webinars.

# Chart 14: Awareness of IFPHK 's Events or Programs

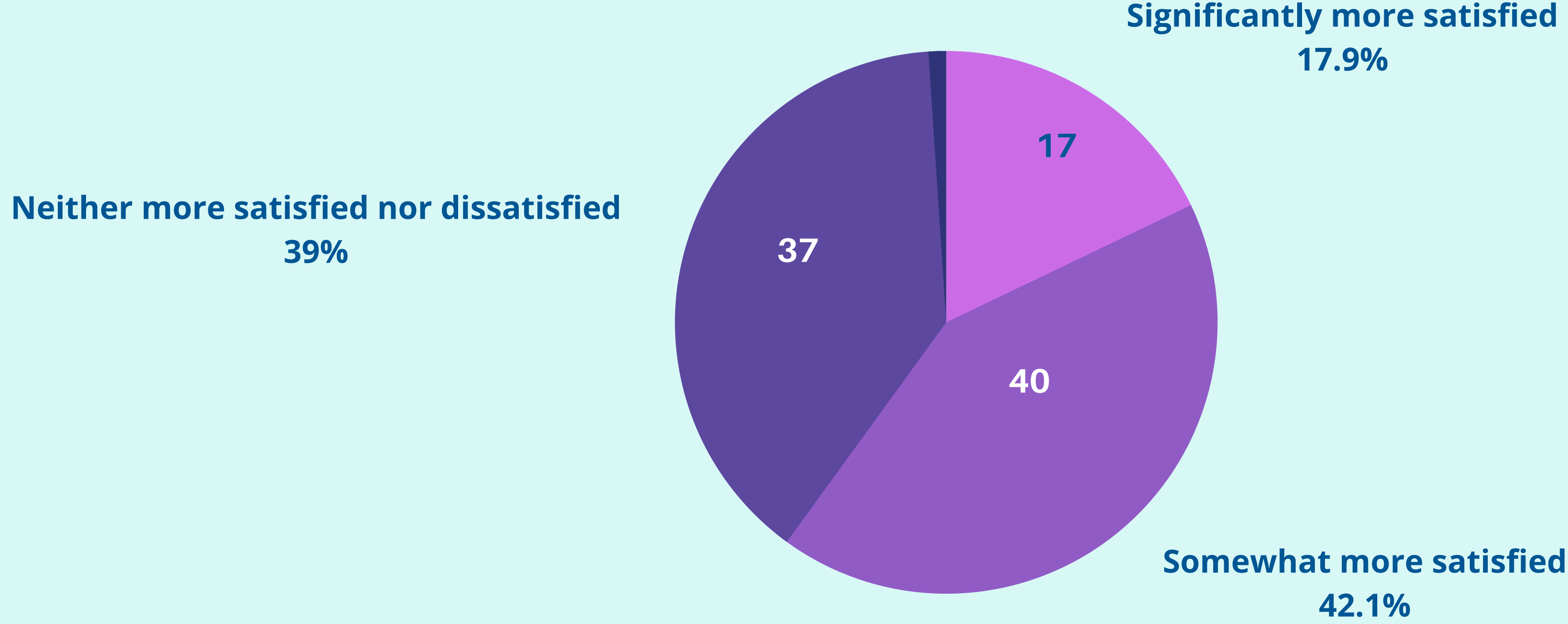
No. of Respondent: 3,014 – 3,072



Over 60% of the respondents were aware of “Special Coupon for CE Program” and “IFPHK Board of Directors Election”.

# Chart 15 : Satisfactory Level after Having CFP Certification (2019/2020 CFP Certificants)

No. of Respondent: 95



60% of the respondents were "significantly more satisfied" or "somewhat more satisfied" with their career after having received the CFP certification.



# Chart 16 : Career Advancement After Obtaining CFP Certification

No. of Respondent: 94



Around 30% of the respondents indicated that they were able to start their own practice as a result of the designation.