

## **Financial Planning Profession in the Global Financial Market**

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We truly reside in a global village, more financially interdependent upon each other than we often know. As a result, the process of financial planning has become a universal language for preparing people for a lifetime prudent financial management and ultimate financial success and prosperity.

There are some unique financial planning threads that weave through our global fabric and that is where we can strengthen our support of each other. Financial planning demands a high level of trust, between advisor and client, between advisor and his or her team, and between the academic world and industry. These relationships transcend country or culture; they are fundamental to the human condition.

### **1. Common Threads**

- a. Behavior- Humans are behaviorally predictable
- b. Trust- “The Speed of Trust” Reduces Costs
- c. Process- The six steps work everywhere

### **2. Common Fabric**

- a. Financial Planning as an ACADEMIC COURSE of STUDY
- b. Financial Planning as a PROFESSION

### **3. How we can support each other on a global basis**

- a. Open communication
- b. Joint research
- c. Joint global Best Practices efforts

- d. Global In-and-Outsourcing
- e. Global “Crowd Sourcing”