



COMPLY OR DON'T COME MONDAY

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F&I business managers have had a rough couple of years, but the ride isn't over yet. If you've been too busy trying to boost your dealership's flagging sales to take heed, know that you too have to comply with FAIS fit and proper requirements to continue running your business.

This is a very serious matter and cannot be ignored, else there will be a major shortage of qualified F&I professionals in the country – not to mention the simple fact that you'll be out of a job.

The FAIS Amendment Act of October 2008 declared that the fit and proper requirements would include a national exam to ensure that all representatives are appropriately trained and qualified. This has come about due to irregularities with some training providers identified by INSETA. (Not necessarily in the motor industry, but the broader insurance industry.)

This means you

As a result, the following is now required of all key individuals and representatives:

1. The minimum FAIS-compliant credits are required for those registered as representatives before December 2007, or a full FAIS-compliant qualification. The minimum qualification requirements are as follows:

- Date of first licensing between 30 September 2004 and 31 December 2007: F&I managers must have 60 credits at

NQF 4 by deadline 31 December 2009.

- Date of first licensing between 1 January 2008 and 31 December 2008: F&I managers have the option of obtaining 60 credits at NQF 4 by deadline 31 December 2011 or appropriate qualification at NQF 4 by 2013.
- Date of first licensing between 1 January 2009 and 31 December 2009: F&I managers must achieve an appropriate qualification at NQF 4 by 2013.
- Date of first licensing between 1 January 2010 and 31 December 2010: The minimum requirement is matric, after which F&Is must achieve an appropriate qualification at NQF 4 within five years of date of first licensing.

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2. Regulatory Exam 1

This exam will cover all the legislative requirements and is compulsory for everyone (no exceptions). This exam must be completed before the end of 2011. Pilot trials are

currently on the go and the actual exams will probably only start in the second half of this year. There are five providers who have been identified to host the exams.

3. Regulatory Exam 2

These exams will be on the actual products being sold. Certain specific qualifications may be exempt from these exams; however, the Retail Insurance Qualification is NOT and therefore all F&I business managers will need to write these exams, too. The deadline for this is December 2013. However, nothing has been started on them, and I doubt anything will until the RE1 is well underway.

4. Continuous professional development

Once the individual has completed the required leaning and completed the RE1, the CPD will come into play. The individual will have to prove that they are undergoing continuous professional development. This can be done through attending refresher programmes, new training available, focus groups, etc.

What next?

Visit www.autofi.co.za/training.htm to make further enquiries. Auto F&I is planning training dates for these exams and can publish further details when we are informed of the finalised regulatory exam dates.