



Accredited Africa Training Institute for Capacity Development

Unit FO409, Hatfield Plaza · 1122 Burnett St, Hatfield 0028 · Pretoria, Gauteng · South Africa

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COURSE BROCHURE

Sales Function in Collective Investment Schemes and LISPs

Business, Commerce and Management Studies / Finance, Economics and Accounting

Unit Standard 243151 · NQF Level 4 · 4 Credits · 1 Day

COURSE OVERVIEW

This course equips learners with the knowledge and skills to describe and perform the sales function within a Collective Investment Scheme (CIS) Manager or Linked Investment Service Provider (LISP). It covers the regulatory framework, sales processes, and ethical considerations essential for effective sales in the South African financial services industry.

Category	Business, Commerce and Management Studies
Subfield	Finance, Economics and Accounting
Unit Standard	243151
Accreditation	SAQA Accredited · NQF Level 4 · 4 Credits
Duration	1 day
Training Method	Online, On-Campus, In-House
Certificate	Issued via AATICD LMS – verifiable online

LEARNING OUTCOMES

- Explain the regulatory environment governing sales in CIS managers and LISPs.
- Describe the sales process, including prospecting, needs analysis, and product presentation.
- Apply ethical principles and treat customers fairly in sales interactions.
- Analyze different types of collective investment schemes and LISP structures.
- Demonstrate effective communication and client relationship management skills.
- Evaluate the role of disclosure, documentation, and compliance in sales.

WHO SHOULD ATTEND

- This course is designed for individuals working in or aspiring to work in sales roles within collective investment schemes or linked investment service providers, including sales representatives, relationship managers, and financial advisors.

COURSE OUTLINE

Day 1: Sales Function in Collective Investment Schemes and LISPs

- Overview of collective investment schemes and LISPs in the South African context.
- Regulatory environment: FAIS, CISC, and relevant codes of conduct.
- Sales process: prospecting, needs analysis, product presentation, and closing.
- Client suitability and risk profiling.
- Disclosure requirements and handling of complaints.
- Ethical considerations and treating customers fairly (TCF).
- Product knowledge: unit trusts, ETFs, hedge funds, and linked products.
- Record-keeping and reporting obligations.

ASSESSMENT & CERTIFICATION

Delegates are assessed through exercises and a final test. A mark of **50% or above** earns an **AATICD Certificate of Completion**, issued digitally with a unique verification code. This course carries **4 NQF credits** at **NQF Level 4**.

PRICING (PER DELEGATE, EX-VAT)

Delegates	Training Method	Price per Delegate	Total
1	Online	R 12,800.00	R 12,800.00
1	In-House	R 16,600.00	R 16,600.00
1	On-Campus (Pretoria)	R 19,200.00	R 19,200.00

UPCOMING SESSIONS

Start	End	Method	Venue
10 Aug 2026	10 Aug 2026	On-Campus	Pretoria, South Africa
11 Aug 2026	11 Aug 2026	On-Campus	Abu Dhabi, UAE
12 Aug 2026	12 Aug 2026	On-Campus	Durban, South Africa
12 Aug 2026	12 Aug 2026	On-Campus	Mauritius
13 Aug 2026	13 Aug 2026	On-Campus	Cape Town, South Africa
14 Aug 2026	14 Aug 2026	On-Campus	Dubai, UAE
17 Aug 2026	17 Aug 2026	On-Campus	Abu Dhabi, UAE
18 Aug 2026	18 Aug 2026	On-Campus	Durban, South Africa

Contact us if no suitable date is listed – on-demand sessions can be arranged for groups.

HOW TO GET A QUOTE OR APPLY

1. **Get an instant quotation online:** visit www.aaticd.co.za, open the page for this course (Unit Standard 243151) and click **Get A Quote / Apply**. Select your training method and number of delegates – your quotation is generated immediately and emailed to you with the course brochure attached.
2. **Apply by email:** send the course title, your preferred training method (Online, In-House or On-Campus Pretoria), the number of delegates and your preferred dates to apply@aaticd.co.za – our team will reply with a formal quotation.
3. **Apply by phone or WhatsApp:** call +27 12 004 8389 or WhatsApp +27 65 077 6310 and we will prepare your quotation and reserve your seats.
4. **Confirm your booking:** accept the quotation and settle the invoice. As soon as payment is confirmed your delegates are enrolled and receive their AATICD LMS login details by email, along with joining instructions for their chosen training method.

Group discounts apply automatically – the more delegates you enrol, the lower the price per delegate. No payment is required to request a quotation.

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