



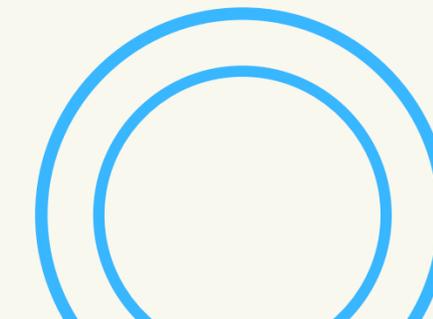
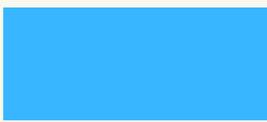
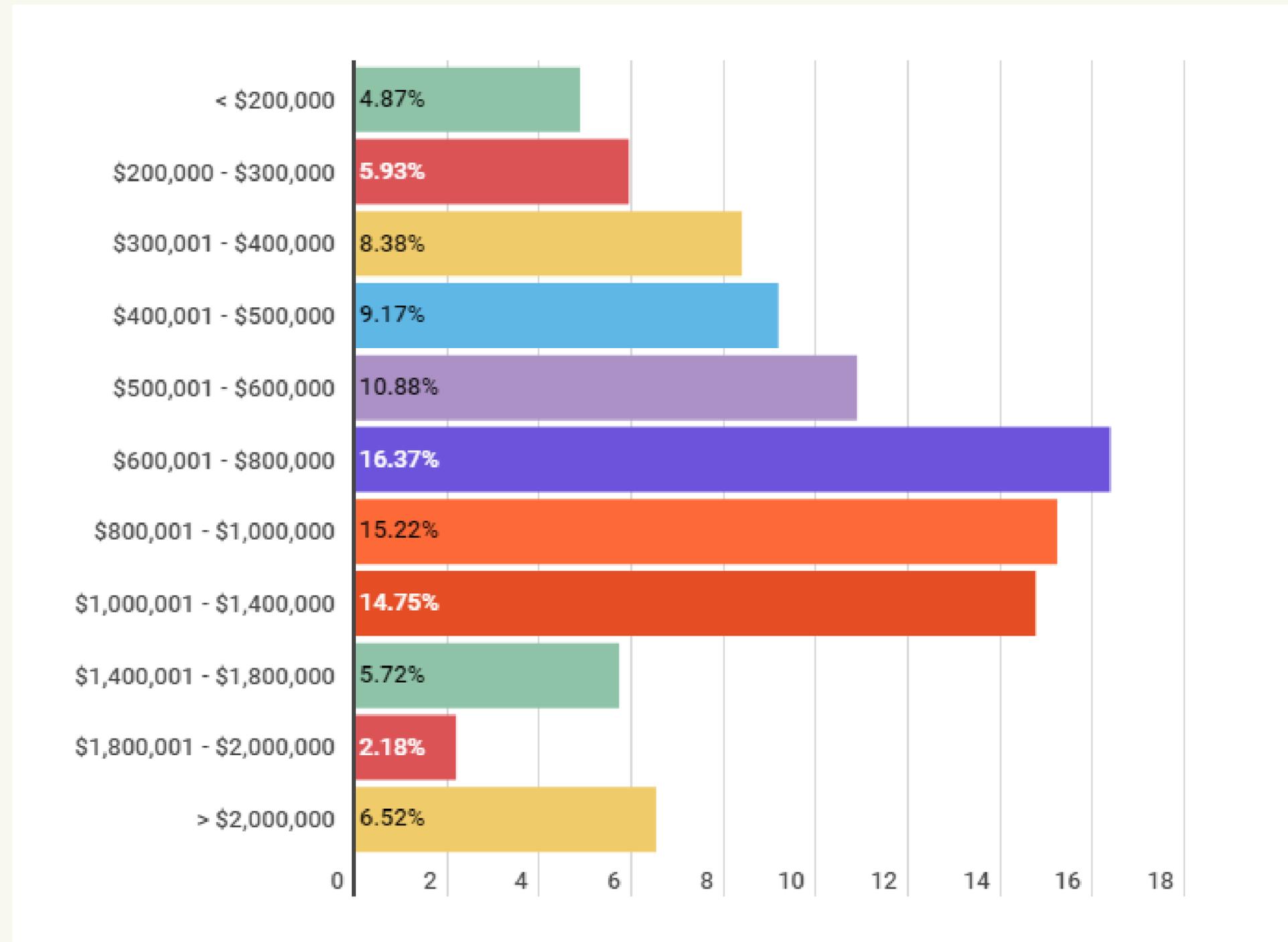
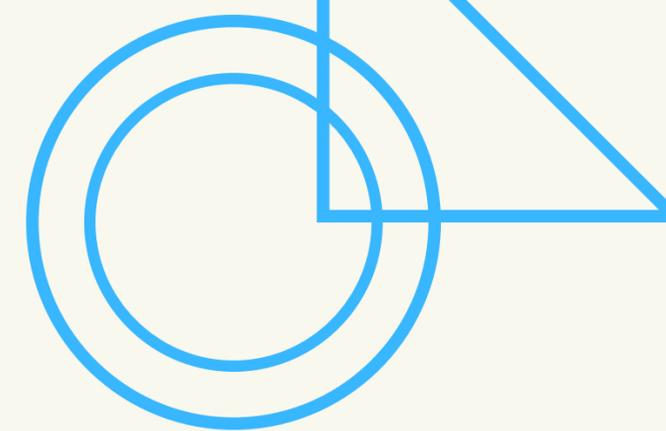
**SURVEY ON CFP CERTIFICANTS**  
(CONDUCTED BETWEEN NOVEMBER 2019 AND FEBRUARY 2020)  
NO. OF RESPONDENTS: 3,392



# Chart 1: Income and Remuneration Reported for 2019

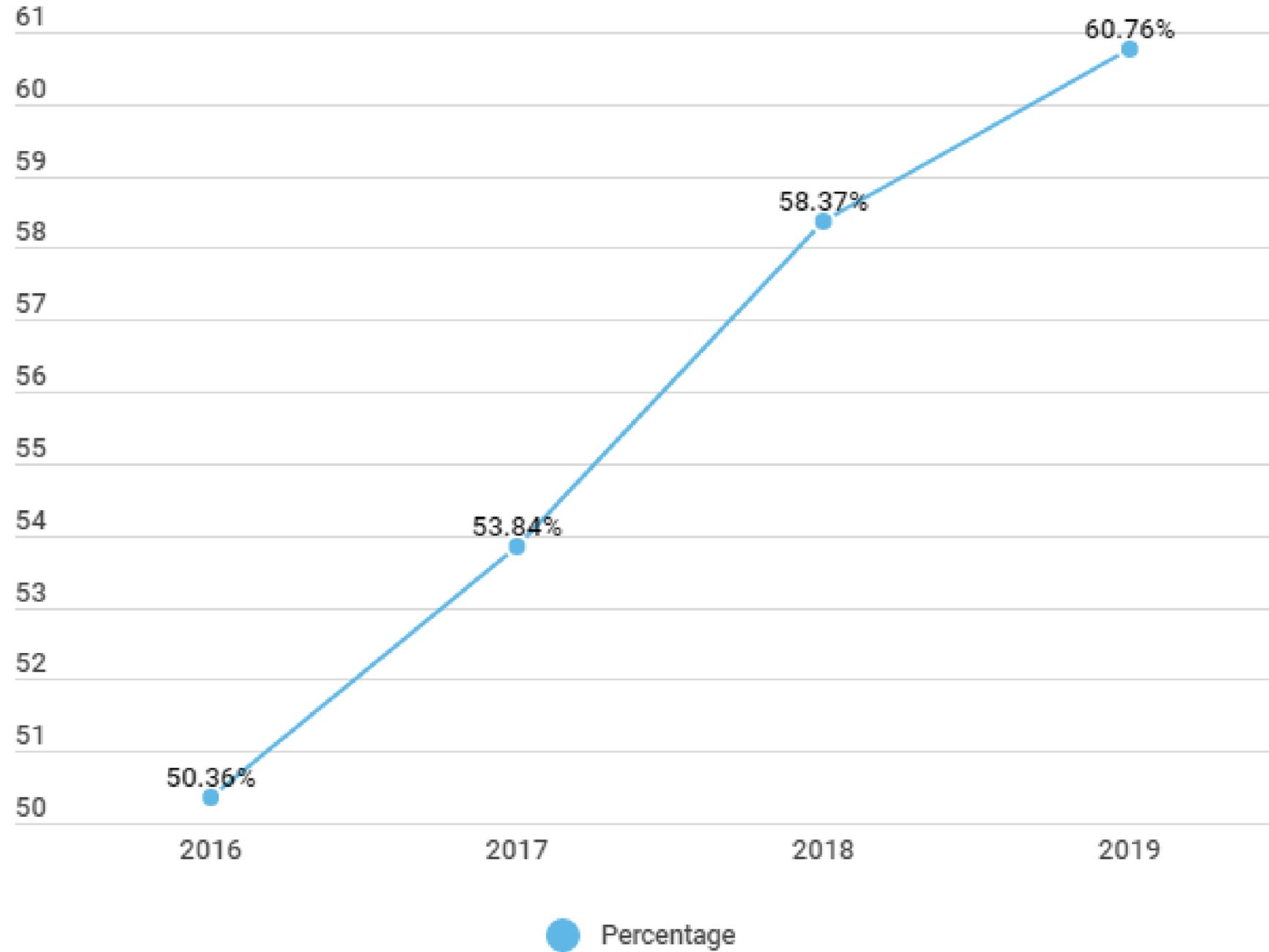
No. of Respondents: 3,390

60.76% of the respondents were earning \$600,001 or above for the past 12 months.



## Chart 2: Percentage of CFP Certificants Earning \$600,001 or Above

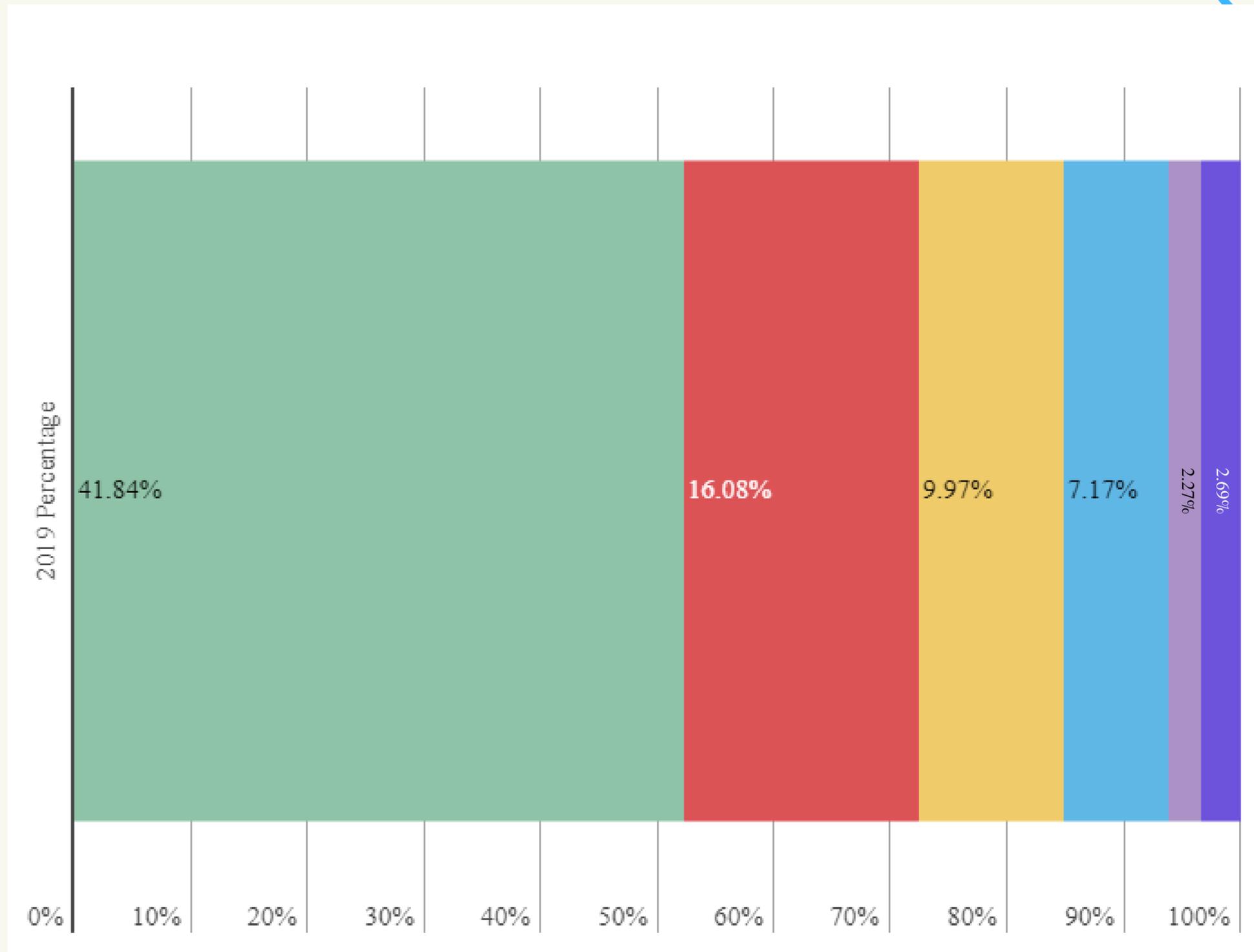
No. of Respondents: 3,390



### Chart 3: Income Growth in Percentage

No. of Respondents: 3,389

Similar to previous years, around 40% of the respondents had a salary growth of 1%-5%.

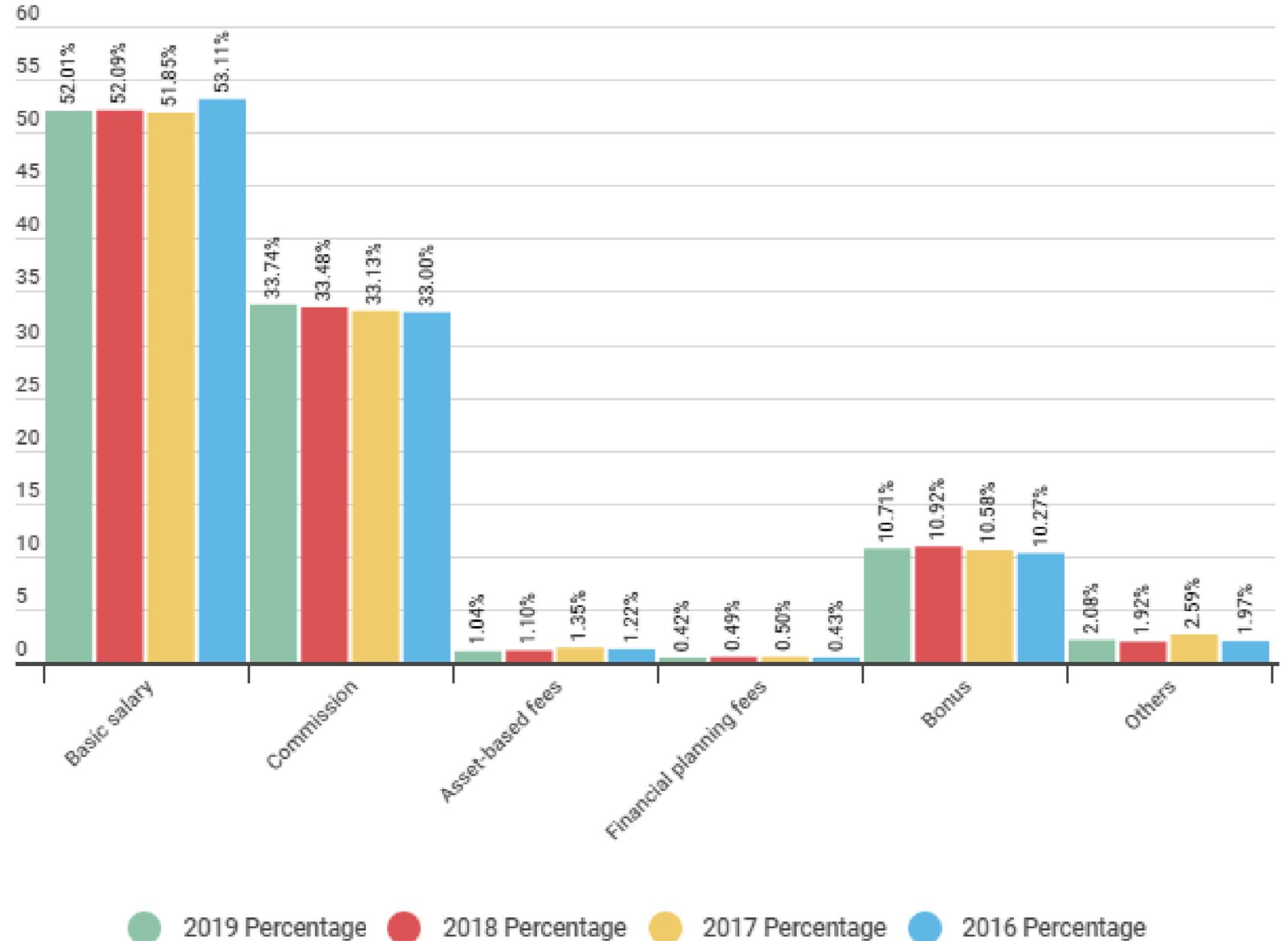


● 1% - 5% ● 6% - 8% ● 9% - 11% ● 12% - 20% ● 21% - 30% ● ≥ 30%

## Chart 4: Composition of Income

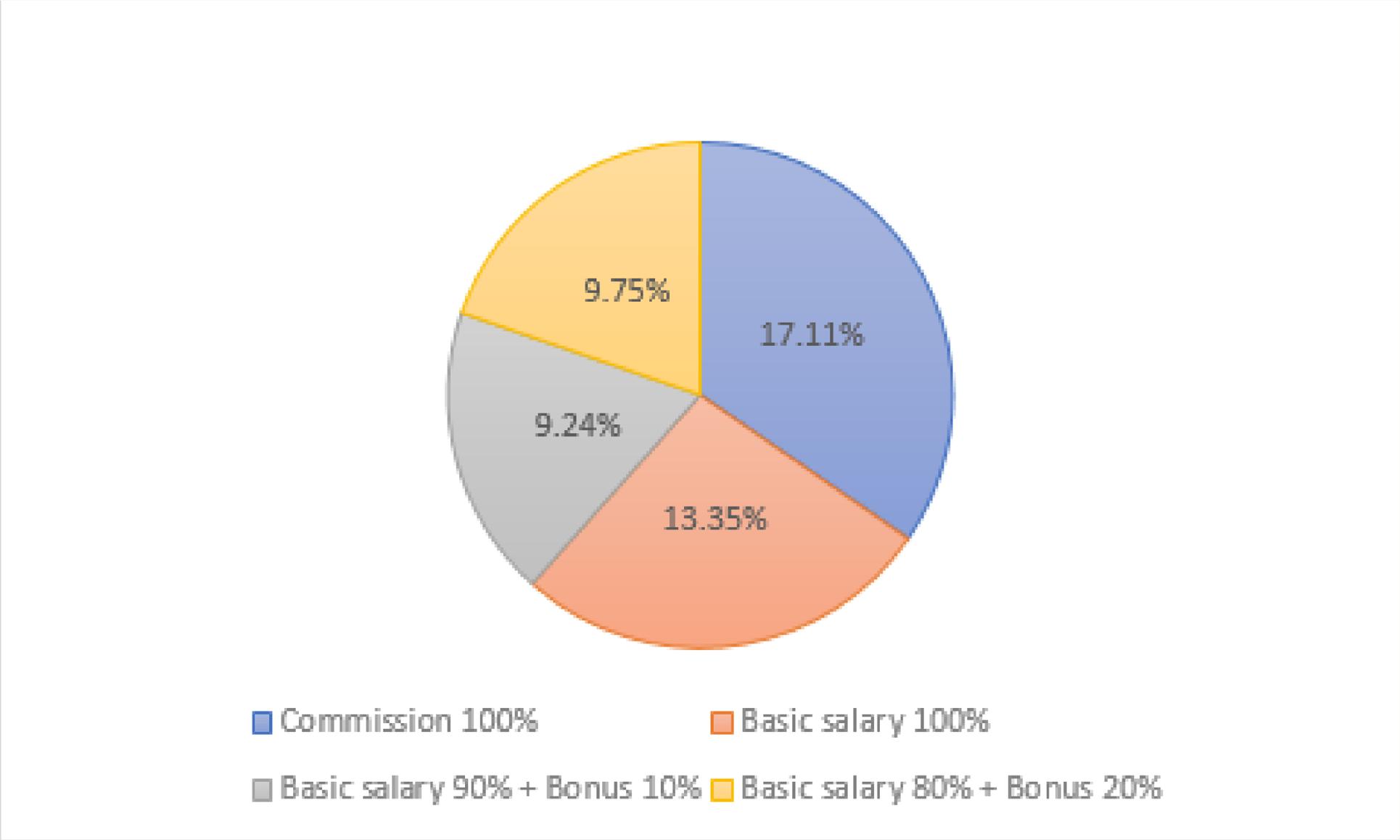
No. of Respondents: 3,139

Similar to previous years, around one-sixth of the respondents earned commission only.



# Chart 5: Top 4 Choices of Income

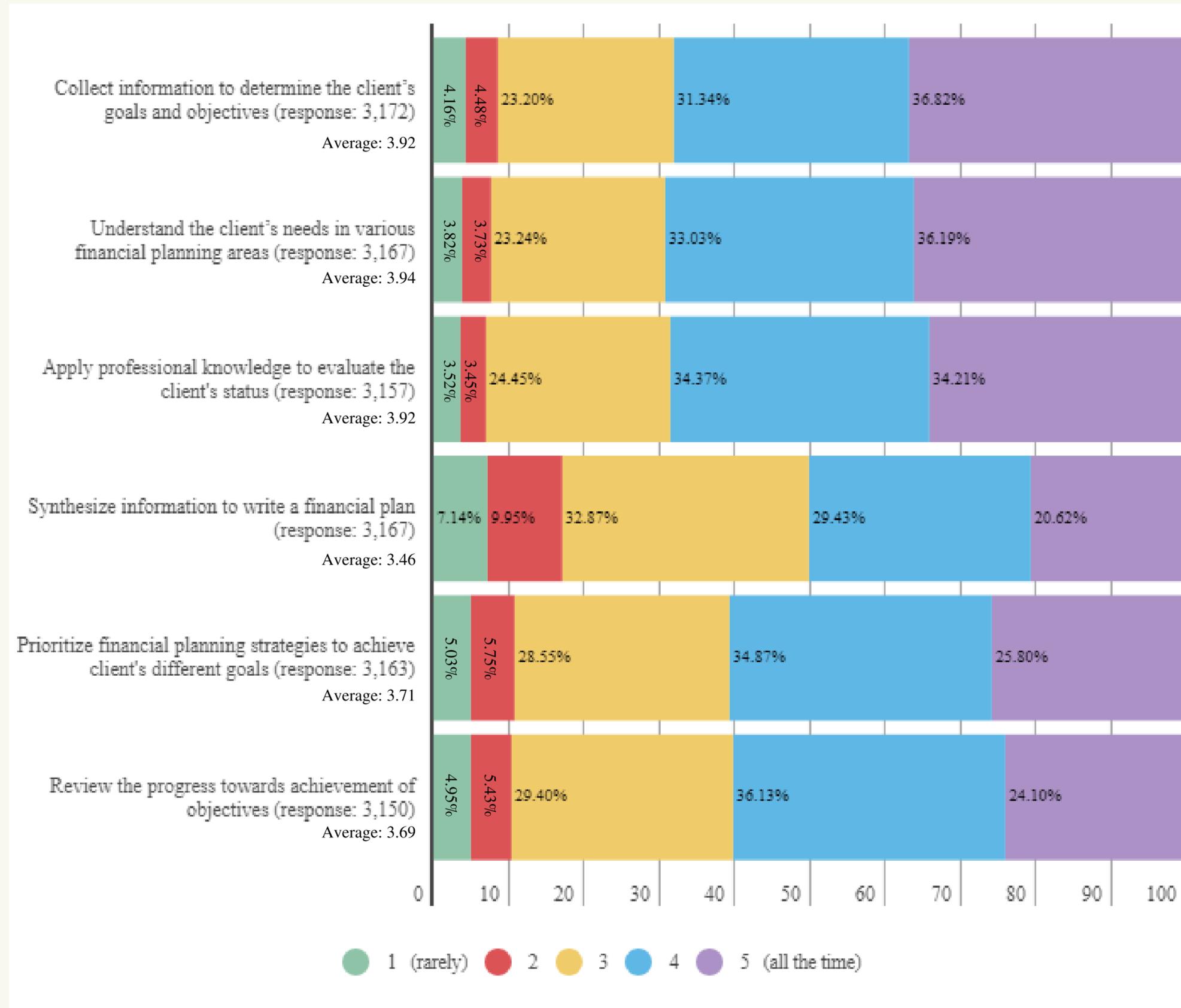
No. of Respondents: 3,139



# Chart 6: Financial Planning Skills that CFP® Certificants use in Daily Practice

No. of Respondents: 3,150 - 3,172

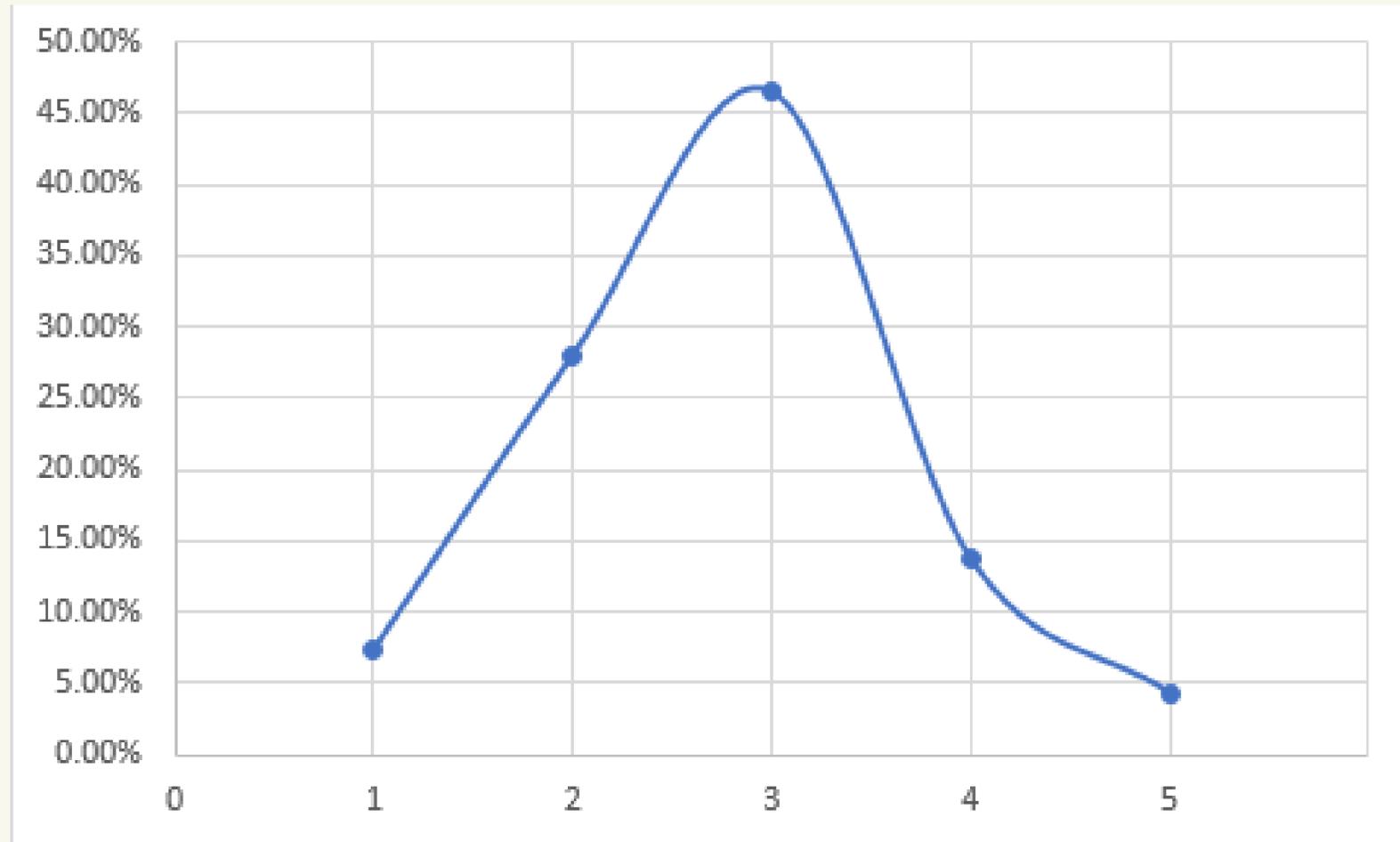
The skill of “Understanding the client’s needs in various financial planning areas” was mostly used.



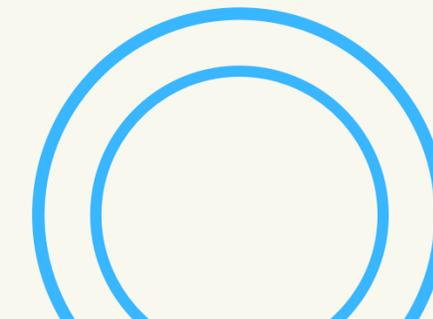
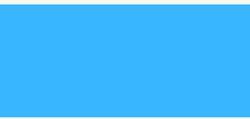
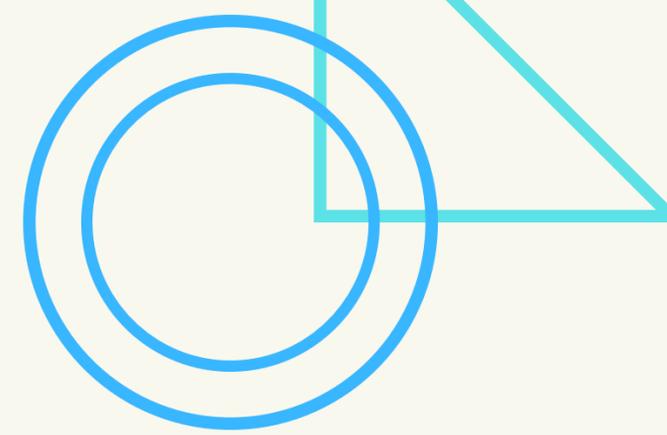
## Chart 7: Economic Outlook of Hong Kong in Next Three Years

No. of Respondents: 3,030

(1 = Strongly negative ; 5 = Strongly positive)

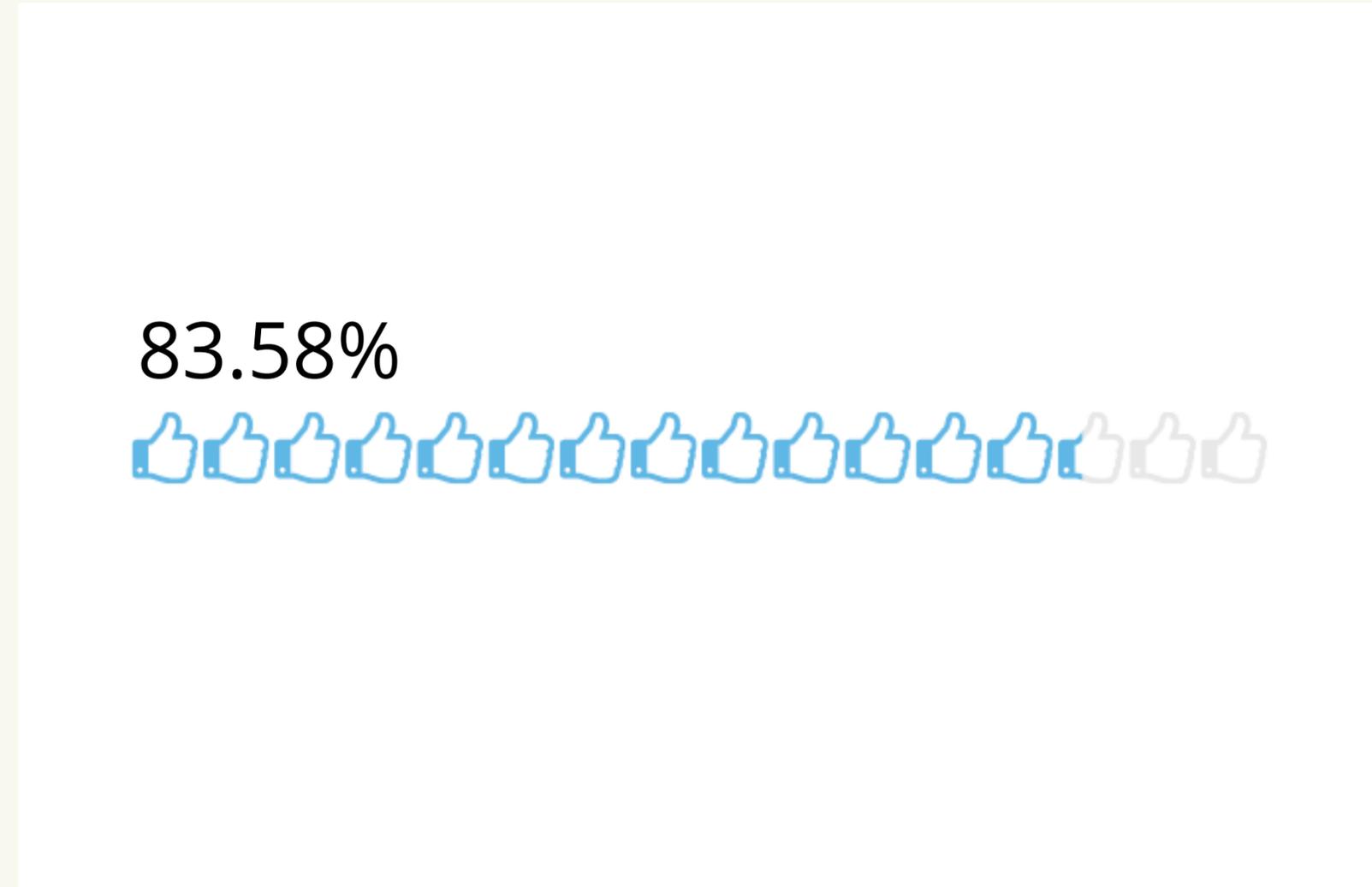


The average is 2.8 (below 3 "neither negative nor positive")

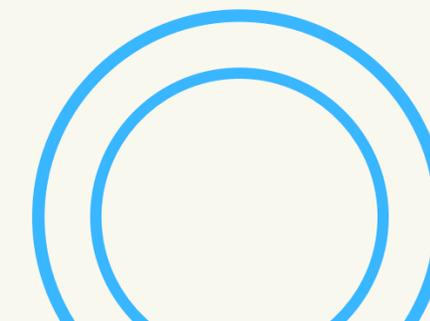
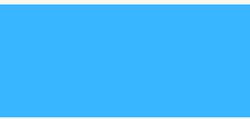
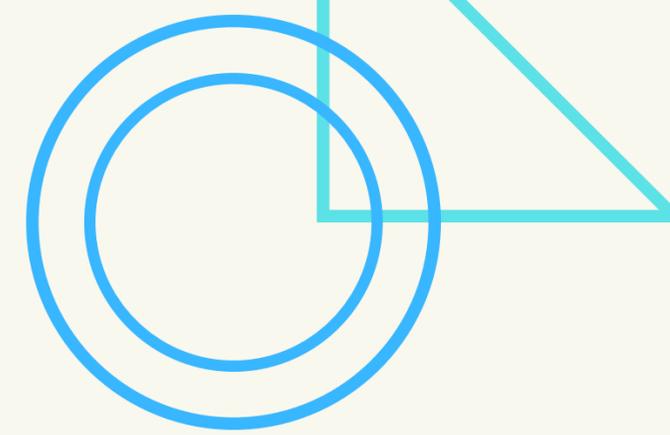


## Chart 8: In view of current events, have you reviewed or planned to review the financial plans of your clients?

No. of Respondents: 2,643

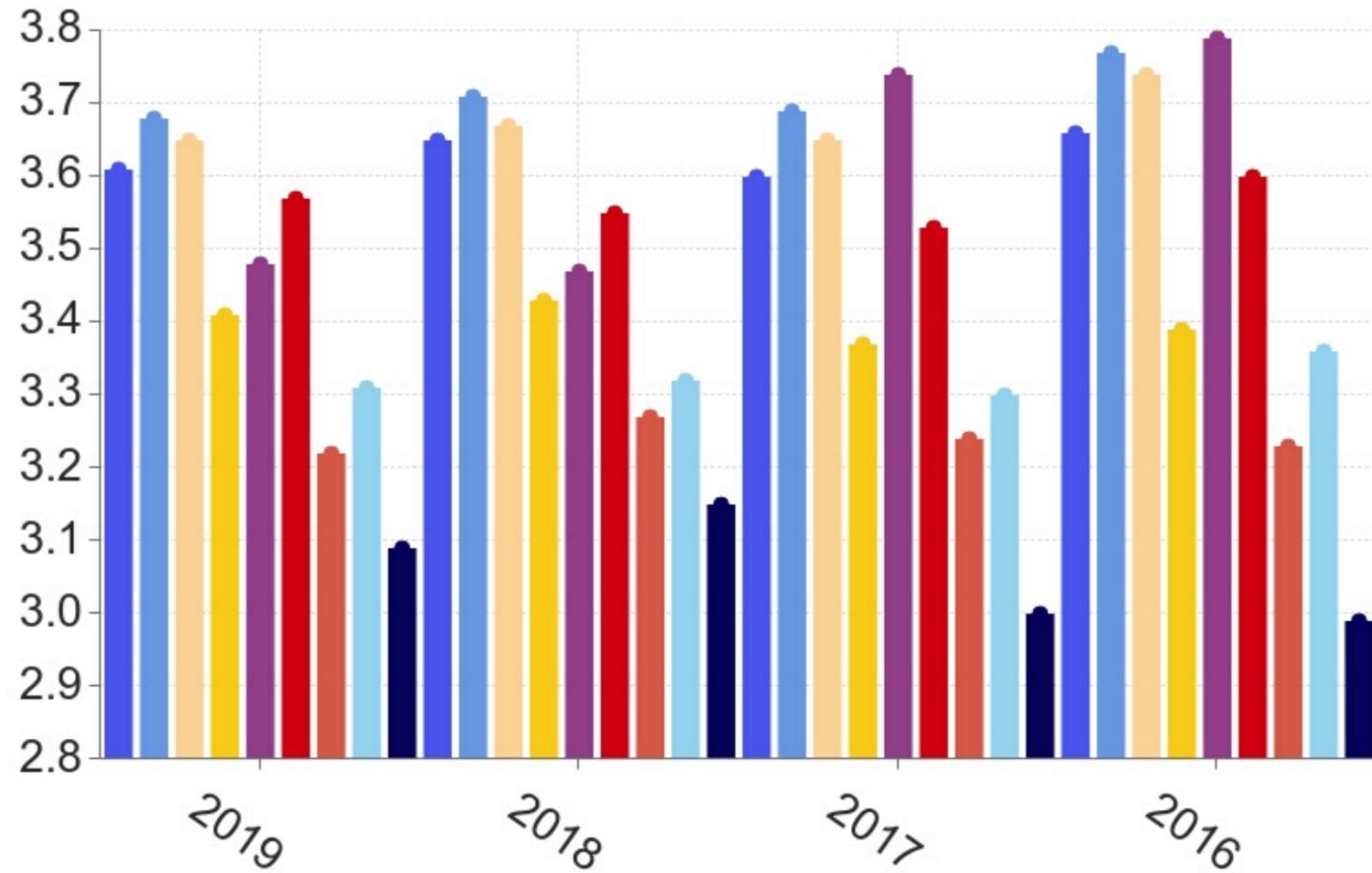


Majority of the respondents have reviewed or planned to review the financial plans with their clients,

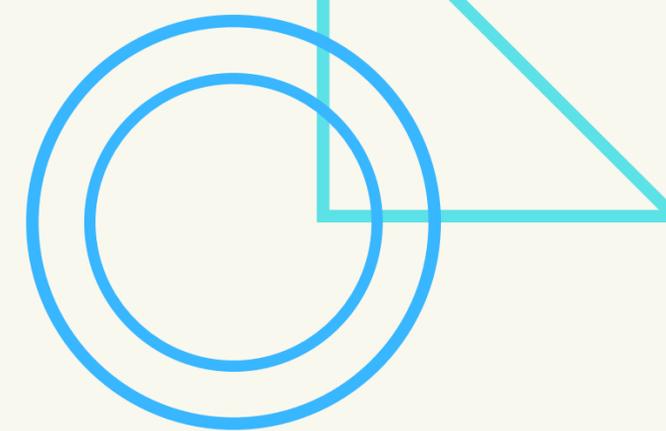


# Chart 9: Reasons for Renewing CFP Certification

No. of Respondents: 787 - 3,392

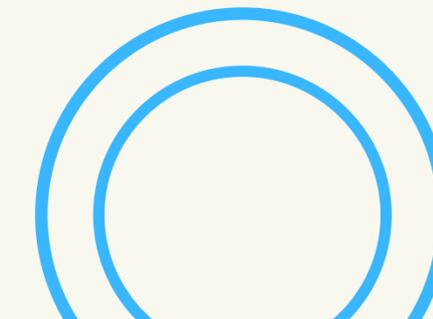
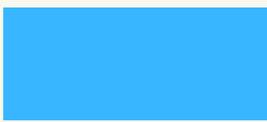


- Employer recognition of the CFP certification (response: 3,163)
- Clients recognition of the CFP certification (response: 3,164)
- Public awareness of the CFP certification (response: 3,149)
- Employment status during renewal period (response: 3,145)
- Adjustment to the CFP certification annual fee (if any) (response: 3,392)
- Adjustment to the CE requirements for CFP certification renewal (if any) (response: 3,131)
- IFPHK professional networking activities held / to be held (response: 3,139)
- IFPHK members' benefits (response: 3,121)
- Others (response: 787)



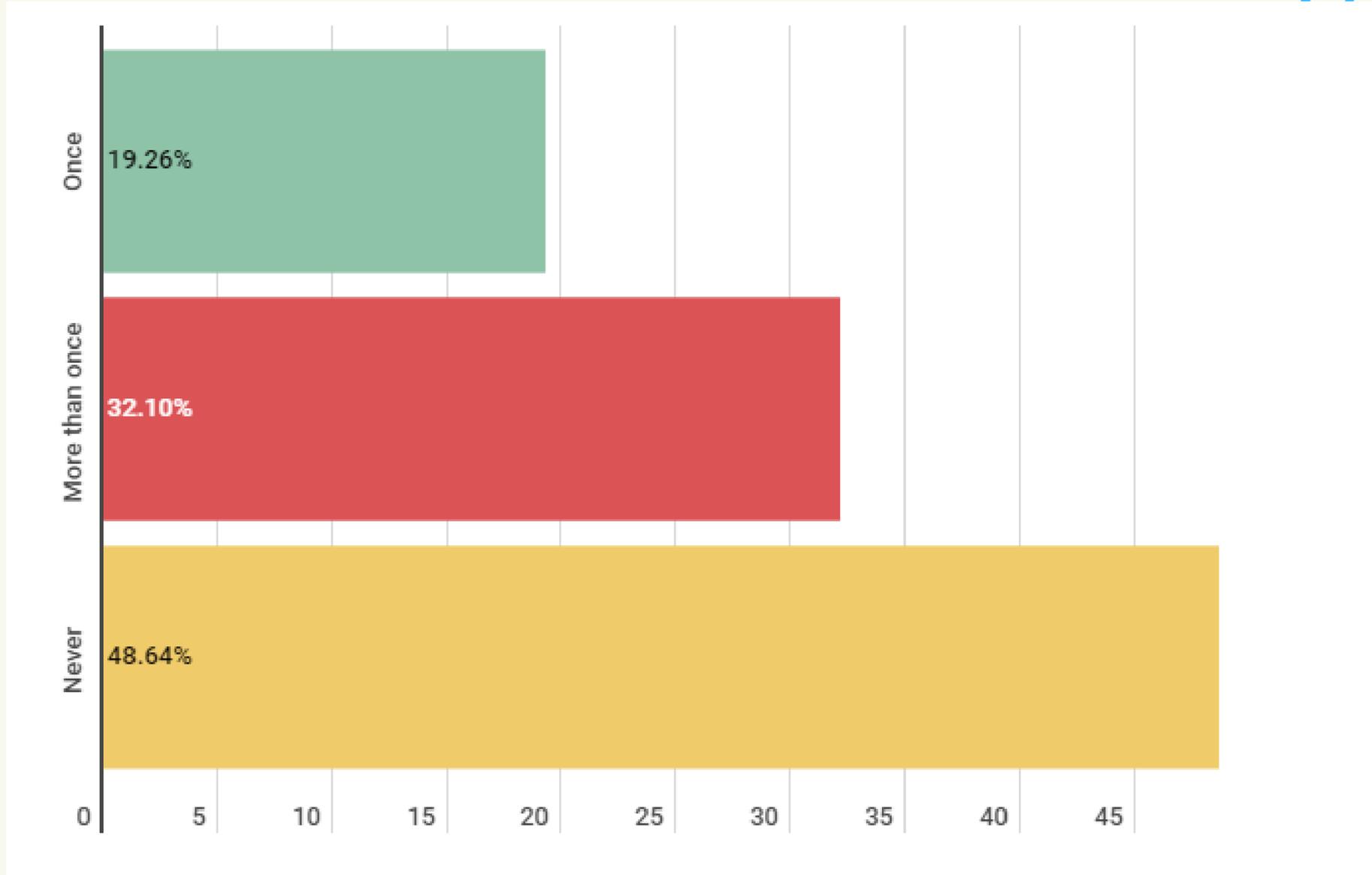
Three most important factors for renewing CFP Certification:

- clients recognition
- public awareness
- employer recognition



## Chart 10: Attending Training Organised by IFPHK

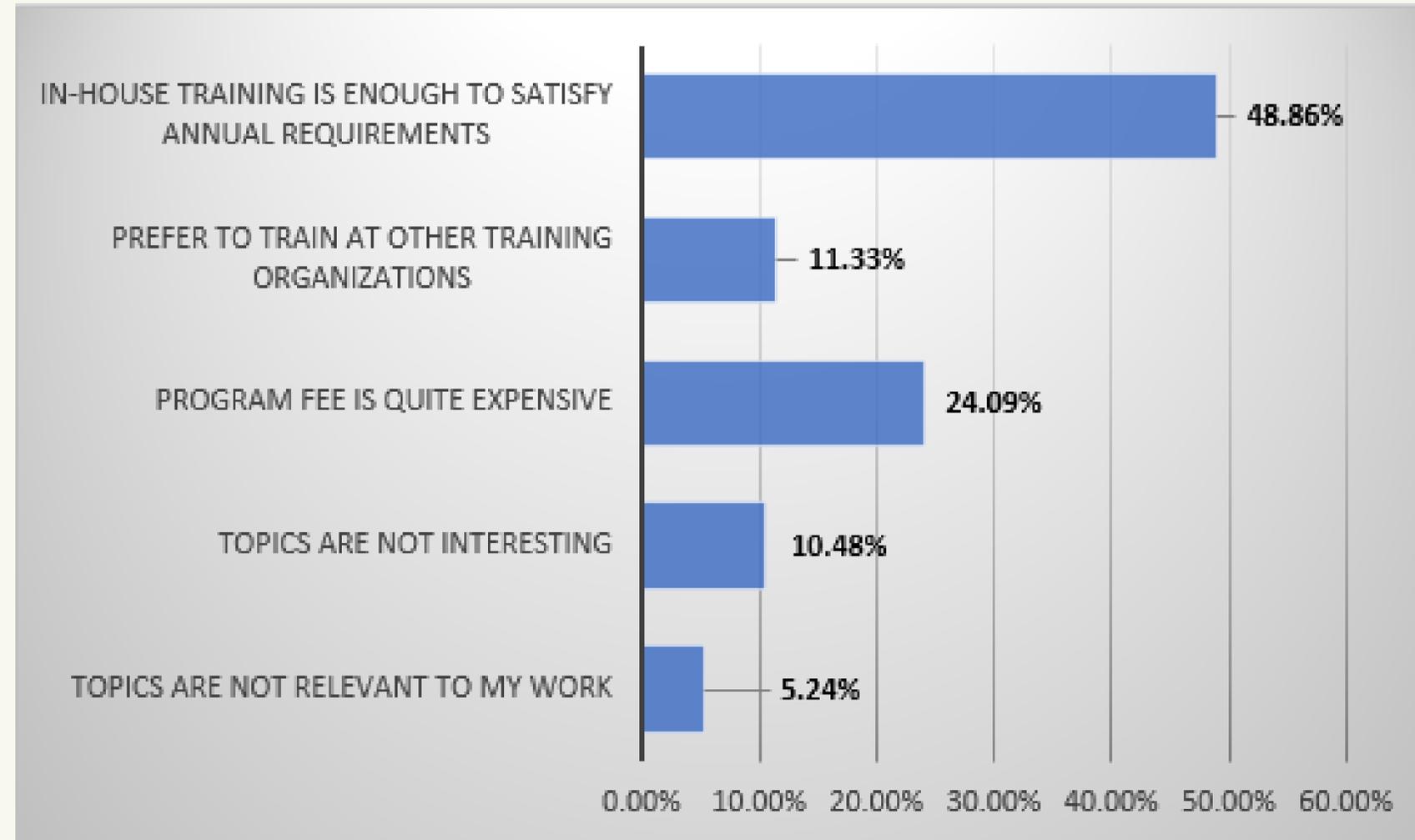
No. of Respondents: 3,162



48.64% of the respondents have never attended any in-house training nor public class at the IFPHK

## Chart 11: Reasons for Not Attending IFPHK's Training Courses

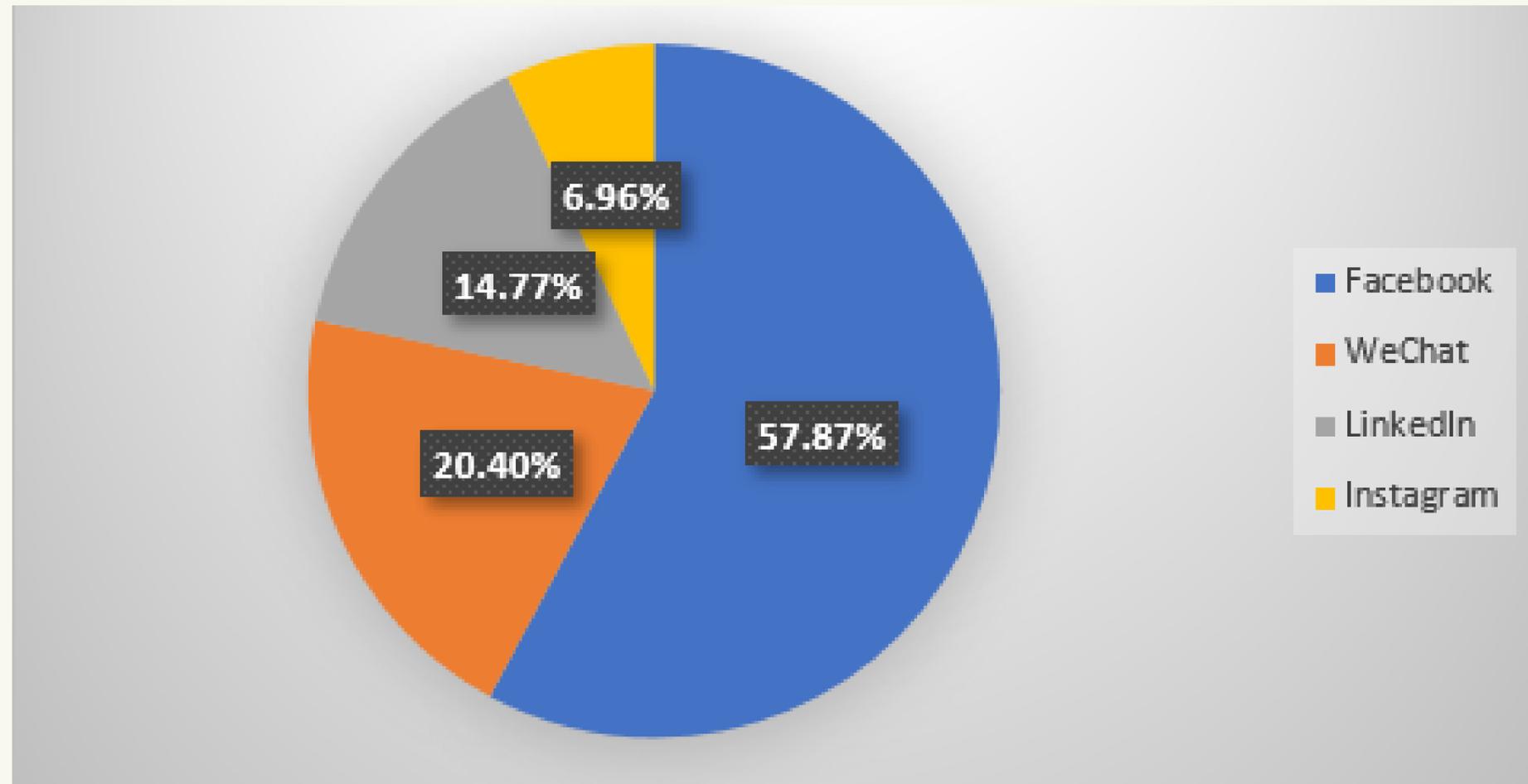
No. of Respondents: 2,022



Amongst those who have never attended any training at IFPHK, 48.86% indicated that their in-house training was enough to satisfy annual requirements.

## Chart 12: Social Media Channels to Promote IFPHK and Its Certifications

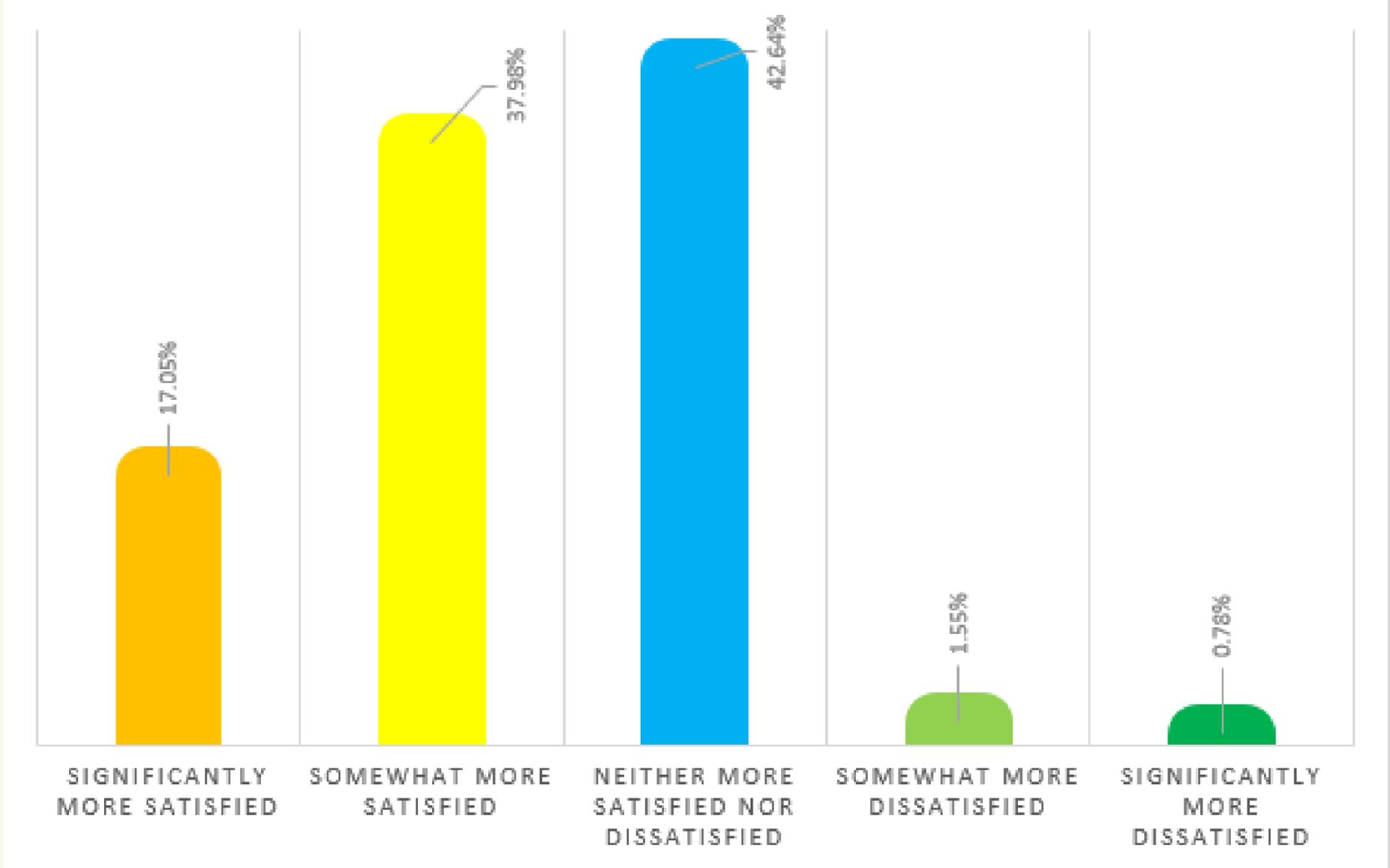
No. of Respondents: 3,088



Over half of the respondents considered Facebook the most effective social media channel to promote the IFPHK.

# Chart 13: Satisfactory Level after Having CFP Certification

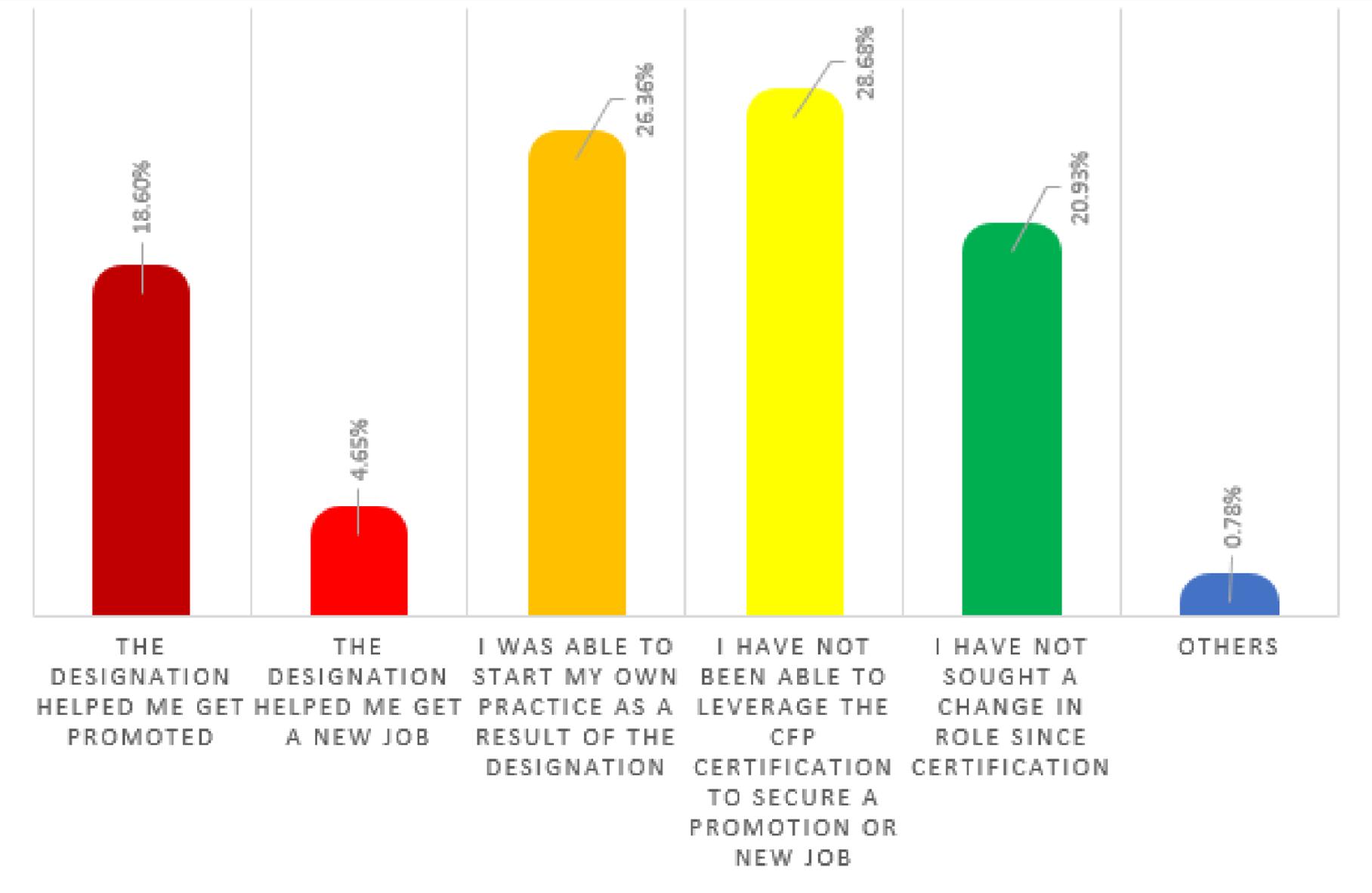
No. of Respondents: 129



55.03% of the respondents were “significantly more satisfied” or “somewhat more satisfied” with their career after receiving the CFP certification.

# Chart 14: Career Advancement after Obtaining CFP Certification

No. of Respondents: 129



18.6% of the respondents indicated that the designation helped them get promoted.

26.36% of the respondents indicated that they were able to start their own practice as a result of the designation.