

College for Financial Planning

2021 FACT BOOK



COLLEGE FOR
FINANCIAL PLANNING®
A **KAPLAN** COMPANY

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INTRODUCTION TO THE FACT BOOK

This fact book contains important and frequently requested information about the College's programs, students, faculty, staff, and operations. It is meant to serve as an information source for College employees and stakeholders, as well as current and prospective students.

The data provided in this fact book is for the 2020 calendar year. Additional data can be found on the Office of Institutional Research and Effectiveness website, <https://www.kaplanfinancial.com/wealth-management/resources/ire>.

If you have any questions or concerns about this fact book, please contact the Office of Institutional Research and Effectiveness at research@cffp.edu.

INTRODUCTION TO THE COLLEGE

College for Financial Planning Mission

The College's mission is to be the education provider of choice for working adults in the financial services industry by enabling student learning through advanced education programs and quality support services.

Academic Affairs Mission

Our mission is to empower our diverse stakeholders to strategically develop and deliver premier, student-centered education and cutting-edge research, in order to advance the field of financial planning and enable our students to make a difference in their clients' lives.

History of the College

The College for Financial Planning was granted a charter by the state of Colorado in 1972 as a private, nonprofit corporation to formalize the financial planning profession via the CERTIFIED FINANCIAL PLANNER™ (CFP®) certification. In 1985, the College and the Certified Financial Planner Board of Standards Inc. became separate entities, with the College providing education and the CFP Board supporting the CFP® certification itself. The National Endowment for Financial Education (NEFE) evolved from and served as the parent entity of the College from 1992 to 1997 when it finalized the sale of the College for Financial Planning to Apollo Group, Inc. The College for Financial Planning was acquired by Kaplan, Inc. in 2018. As a result of the recent acquisition, the enrollment data notably increased in some areas such as the CFP® Education Program.

Over the years, the College has developed and introduced a variety of programs to better serve the needs of its students and the financial services industry. Today, the College remains committed to offering the highest level of education to the financial services industry, including a Master of Science degree and the Certified Financial Planner Professional Education program. The College also offers seven graduate-level designation programs (ABFPSM, APMA®, AWMA®, SE-AWMA®, CSRIC®, CRPC®, and CRPS®) and five certificate-level professional designation programs (AAMS®, ADPA®, LUTCF®, FPQP®, and WMSSM) that are considered among the most respected credentials in the industry.

Industry Nomenclature

In the financial services industry, certificate programs are referred to as professional designations or simply designations. The programs the College offers are highly sought-after and well-respected credentials. Graduates of these programs have continuing education and ethics requirements that must be upheld in order to maintain their designation.

2020 Board of Directors

➤ Dirk Pantone, President of the College for Financial Planning

President Pantone joined the College for Financial Planning in 2001 as Controller. He served as the Vice President of Sales & Marketing before becoming President of the College in 2018. As a seasoned financial and operational leader, he has an extensive knowledge of all aspects of the College and industry.

In addition to his CPA and CFP® certifications, President Pantone earned a Bachelor of Science degree from Columbia College (Columbia, MO) and an M.S. in Finance and Accounting from Regis University (Denver, CO).

Prior to joining the College, President Pantone spent 10 years in operations, finance, and accounting management. He was operations manager for retail stores from 1991 through 1995 where he was responsible for the growth and operations of multimillion dollar sales for retail operations in four states. He subsequently became accounting manager for regulatory accounting and budgeting in the broadband industry in 1995 and became finance director for business development before joining the College in 2001.

➤ **Eileen Sharkey, Chair of the Board**

The late Eileen Sharkey was the Principal and Chair of Sharkey, Howes & Javer. Eileen began her career as an actuary designing corporate pension and profit sharing plans. She discovered that advocating the necessity of lifelong planning was her passion and in 1978 she earned her CFP®, CERTIFIED FINANCIAL PLANNER™ certification, and began helping individuals and small businesses create personalized investment and retirement plans. In 1990, Eileen formed the firm Sharkey, Howes & Javer with partners, Lawrence E. Howes, MBA, CFP® and Joel B. Javer, CLU, CFP®.

Eileen was recognized as one of the Top 50 Women in Wealth by Wealth Manager in 2014, and a Five Star Wealth ManagerSM by 5280 and ColoradoBiz magazines 2012 – 2015. During 2009, Ms. Sharkey received the P. Kemp Fain Award, the highest honor given to a member of the Financial Planning Association. The Denver Business Journal named her an Outstanding Woman in Business in 2010.

As a financial educator and expert, Ms. Sharkey was frequently quoted in local and national publications including The Wall Street Journal, USA Today, The New York Times, Good Housekeeping, and Money Magazine. She presented numerous speeches and workshops to audiences of all ages that appreciated her ability to make complex financial information practical and easy to understand.

➤ **Karen Spero, founded Spero-Smith Investment Advisors**

Karen Spero founded Spero-Smith Investment Advisors in 1972, a firm that specializes in personal financial planning and portfolio management for individuals and small business owners, with a special emphasis on retirement and succession planning. The firm manages in excess of \$300 million. Karen sold her interest in the company and has no financial interest in the firm nor is she employed by the firm. She has the honorary title of Chairman Emeritus and is a member of the firm's Advisory Board.

Karen maintains both the CFP®, CERTIFIED FINANCIAL PLANNER™ certification and the Accredited Investment Fiduciary Analyst (AIFA®) designation. She earned her B.S. degree in business administration from Lake Erie College, where she served as vice chair of the Lake Erie College Board of Trustees and is now an emeritus member of the Board. In 2002, Karen was inducted into the Hall of Excellence of the Ohio Foundation of Independent Colleges, Inc.

For more than 20 years, Karen was the Staff Financial Advisor for TV 5's Morning Exchange. She also was a weekly commentator for public radio's "Ohio Portfolio" for its 3-year tenure. Karen has been consistently quoted in financial publications, including The Wall Street Journal, USA Today, "Smart Money," magazine, and others. She has done money makeovers for USA Today and Mutual Funds Magazine. For 7 years, Worth Magazine named Karen to its list of the 'Best 250 Financial Advisors in USA.'

➤ **Judith A. Shine, president of Shine Investment Advisory Services, Inc.**

Judy is the founder and president of Shine Investment Advisory Services, Inc., an independent financial planning and investment advisory firm founded in 1993. Judy received a BA in psychology from Ohio State University in 1979 and became a CERTIFIED FINANCIAL PLANNER™ practitioner in 1985.

She is proud to be a longstanding member of the Financial Planning Association, the largest organization of professionals dedicated to championing the financial planning process, and served as a board member of

the Association for four years. From 1996-2001, she chaired the Editorial Advisory Board of the Journal for Financial Planning.

Judy speaks and writes frequently on all aspects of personal financial planning. She has been quoted in various financial publications and professional journals, including Business Week, The Wall Street Journal, Forbes, Fortune, Financial Advisor, Worth, Smart Money, US News & World Report, The New York Times and The Boston Globe. She is also a frequent contributor to Dow Jones MarketWatch.

➤ **James F. Williams, founded of J.F. Williams Co., Inc.**

James Williams founded J.F. Williams Co., Inc. in 1995 to help people manage their money to tend to their life. His prior experience includes an extensive career in personal and estate tax planning and compliance management with a national accounting firm; as well as providing income tax, property and excise tax compliance management and special finance planning for a variety of businesses.

He also has developed specialized expertise in managing retirement planning and other life transitions by participating in the Sudden Money Institute and similar professional networks.

Jim holds a bachelor's degree in accounting from University of Southern Colorado, and a master's degree in accounting with emphasis in taxation from Colorado State University. He has held a CPA certification since 1978 and his CERTIFIED FINANCIAL PLANNER™ certification since 1995. He is a member of the FPA, NAPFA, the Personal Financial Planning Division of the American Institute of Certified Public Accountants, the Colorado Society of Certified Public Accountants, and the Rocky Mountain Estate Planning Council. He also has served on the Discipline and Ethics Commission of the Certified Financial Planner™ Board of Standards.

Academic and Administrative Organization

The College for Financial Planning's Academic Affairs unit is led by Provost Amy Rell, who oversees the College's two academic divisions and three administrative units. The Dean of Academic Programs leads the Department of Financial Planning, Practice and Insurance and the Department of Tax and Estate Planning. The Dean of the Graduate School leads the Department of Retirement Studies and Department of Finance and Economics. Academic Affairs administrative units, Registrar, Office of Institutional Research and Effectiveness, and Academic Affairs administration serve the provost and academic divisions.

The Enrollment and Student Success units are led by Jan Dupont, Vice President of Enrollment and Student Success. She oversees the Manager of the Student Success Center and staff.

Faculty and Staff Headcounts

Full-time faculty and staff head count: 74

Full-time faculty head count: 15

Part-time faculty head count: 94

Full-time administration and staff head count: 59

Programs of Study

The College for Financial Planning currently offers the following certificate and degree programs.

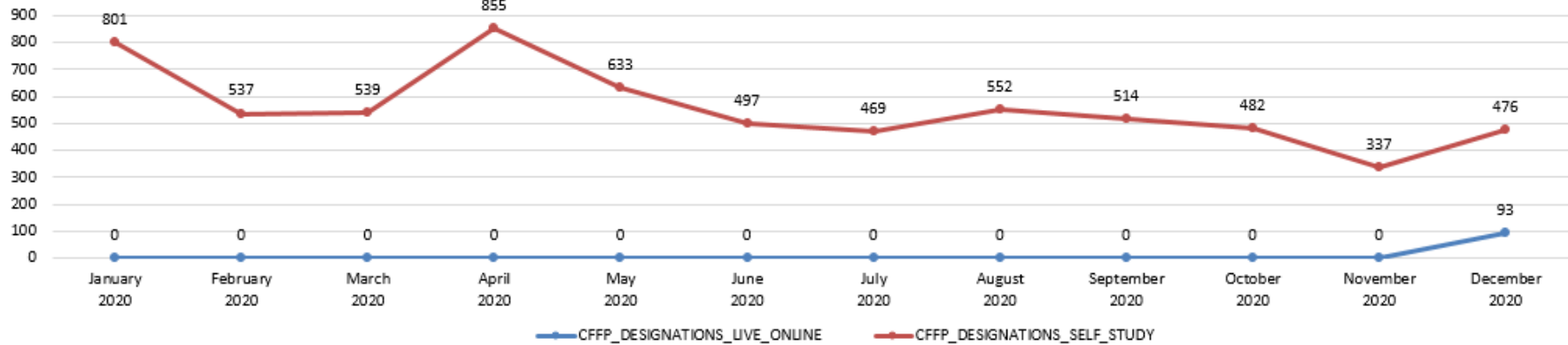
- Master of Science in Personal Financial Planning Degree Program
- CERTIFIED FINANCIAL PLANNER™ or CFP® Certification Education Program
- Accredited Asset Management SpecialistSM or AAMS® Designation Program
- Accredited Behavioral Finance ProfessionalSM or ABFPSM Designation Program
- Accredited Domestic Partnership AdvisorSM or ADPA® Designation Program
- Accredited Portfolio Management AdvisorSM or APMA® Designation Program
- Accredited Wealth Management AdvisorSM, AWMA® Designation Program
- Chartered Retirement Planning CounselorSM or CRPC® Designation Program
- Chartered Retirement Plans SpecialistSM or CRPS® Designation Program
- Chartered SRI CounselorSM or CSRIC® Designation Program
- Foundations in Financial PlanningSM Program leading to the Financial Paraplanner Qualified ProfessionalSM or FPQP® Designation
- Life Underwriter Training Council FellowSM or LUTCF® Designation Program
- Sports and Entertainment Accredited Wealth Management AdvisorSM or SE-AWMA® Designation Program
- Wealth Management SpecialistSM or WMSSM Designation Program

PROGRAM ENROLLMENTS

Professional Designation Programs

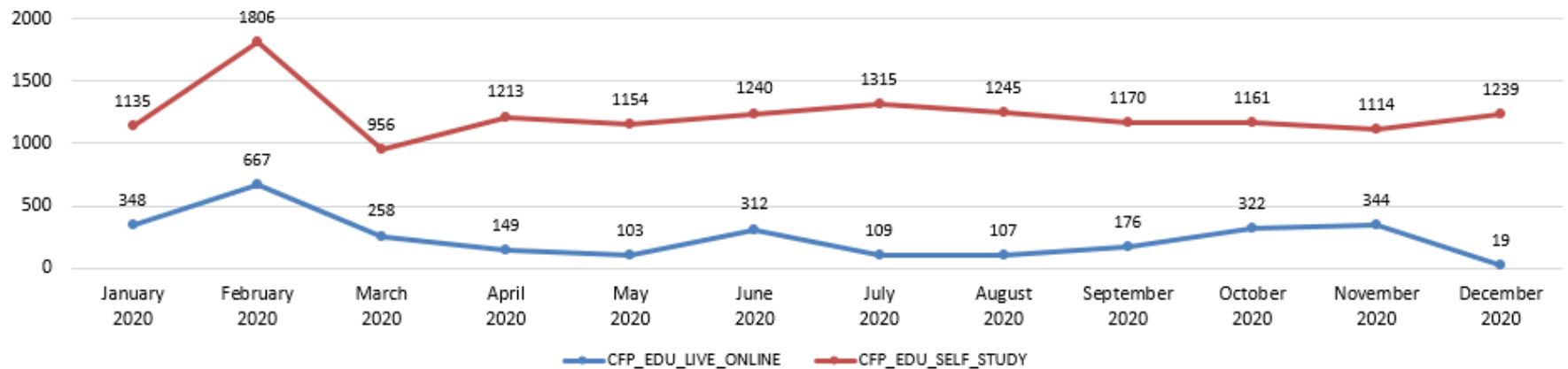
Distinct enrollment in the structured pace designation programs was started in December of 2020.

All Designation Courses: Structured Pace vs. Self-Study Enrollments



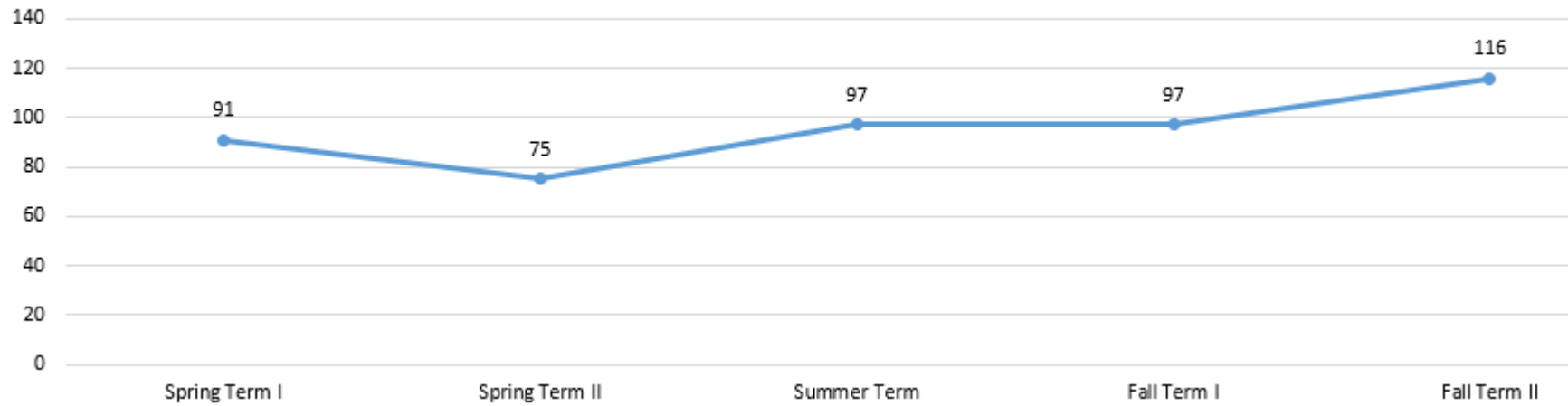
CERTIFIED FINANCIAL PLANNER® Certification Education Program

All CFP Courses Structured Pace vs. Self-Study Enrollments

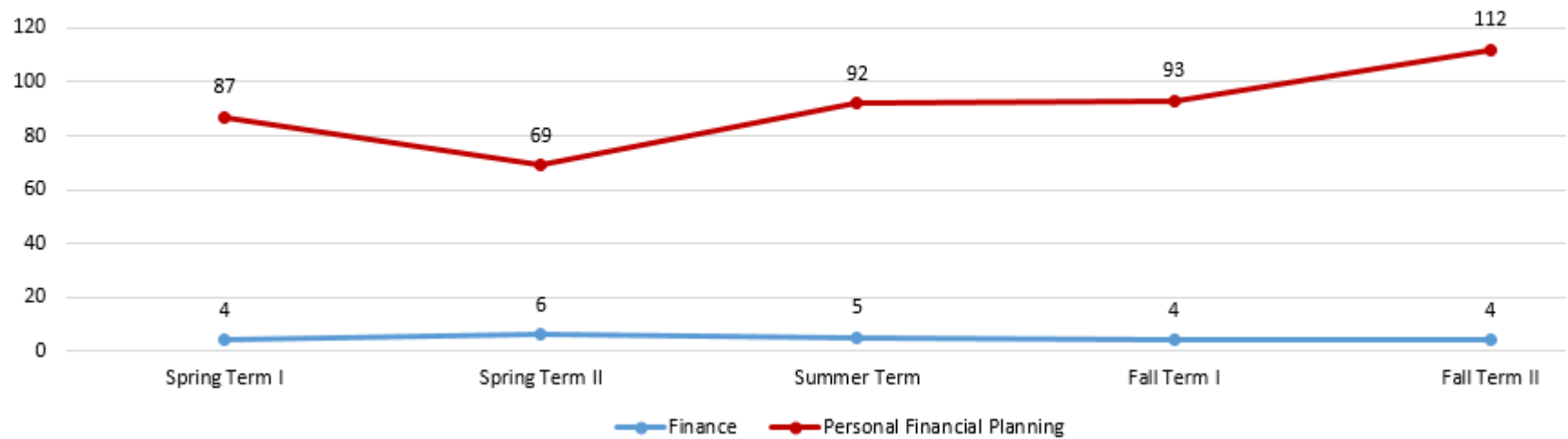


Graduate Degree Programs

All Graduate Degree Programs Combined



Graduate Degree Programs by Degree



The Master of Science degree in Finance was being taught out in 2020.

STUDENT CHARACTERISTICS

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|--------------------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|--------------|---------------|
| Enrollment Totals | 9,496 | 6,596 | 5,945 | 6,417 | 8,311 | 7,991 | 7,273 | 7,501 | 9,341 | 11,732 |
| Gender | | | | | | | | | | |
| Female | 18.5% | 20.9% | 18.6% | 15.8% | 14.4% | 13.6% | 13.6% | 8.3% | 4.5% | 3.6% |
| Male | 56.9% | 54.2% | 46.5% | 38.0% | 35.4% | 35.1% | 31.1% | 20.6% | 11.2% | 7.3% |
| Not Reported | 24.5% | 24.9% | 34.9% | 46.2% | 50.1% | 51.3% | 55.3% | 71.1% | 84.3% | 88.9% |
| Age Range | | | | | | | | | | |
| 20-25 | 0.0% | 0.0% | 0.1% | 0.3% | 0.6% | 2.1% | 2.7% | 2.2% | 1.3% | 0.7% |
| 26-30 | 0.4% | 1.3% | 2.2% | 4.0% | 4.6% | 5.8% | 6.0% | 4.2% | 1.9% | 1.4% |
| 31-35 | 2.3% | 3.0% | 4.1% | 4.7% | 4.9% | 5.7% | 5.6% | 3.6% | 2.3% | 1.5% |
| 36-40 | 2.8% | 3.1% | 3.7% | 4.1% | 4.1% | 4.8% | 4.3% | 2.9% | 1.9% | 1.3% |
| 41-45 | 2.7% | 2.9% | 3.1% | 3.3% | 3.4% | 3.3% | 3.2% | 2.2% | 1.3% | 1.3% |
| 46-50 | 2.4% | 2.4% | 2.7% | 2.9% | 3.2% | 3.7% | 2.7% | 2.1% | 1.3% | 1.0% |
| 51-55 | 2.3% | 2.1% | 2.3% | 2.5% | 2.5% | 2.6% | 2.0% | 1.5% | 0.7% | 0.9% |
| 56-60 | 2.2% | 2.2% | 1.9% | 2.0% | 2.1% | 1.7% | 2.0% | 1.0% | 0.7% | 0.7% |
| 61-65 | 1.3% | 1.4% | 1.3% | 1.3% | 1.0% | 1.0% | 1.0% | 0.6% | 0.3% | 0.3% |
| 66-70 | 0.7% | 0.6% | 0.4% | 0.6% | 0.3% | 0.4% | 0.3% | 0.1% | 0.1% | 0.1% |
| 71+ | 0.2% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.0% | 0.0% |
| Not Reported | 82.7% | 80.8% | 78.1% | 74.3% | 73.2% | 68.9% | 70.1% | 79.5% | 88.2% | 90.7% |
| Race/Ethnicity | | | | | | | | | | |
| Asian/Pacific Islander | 0.5% | 0.5% | 0.7% | 1.0% | 1.0% | 1.2% | 1.1% | 0.7% | 0.6% | 0.5% |
| Black/African-American | 0.5% | 0.5% | 0.8% | 0.7% | 0.6% | 1.0% | 1.2% | 0.8% | 0.3% | 0.3% |
| Hispanic Non-White | 0.1% | 0.2% | 0.3% | 0.3% | 0.3% | 0.4% | 0.4% | 0.3% | 0.1% | 0.1% |
| Hispanic White | 0.5% | 0.5% | 0.8% | 0.8% | 1.2% | 1.4% | 1.3% | 0.9% | 0.5% | 0.4% |
| Native American | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.1% | 0.2% | 0.0% | 0.0% | 0.1% |
| White/Caucasian | 14.9% | 16.5% | 18.3% | 21.3% | 22.3% | 25.8% | 24.3% | 16.8% | 9.8% | 6.6% |
| More than one indicated | 0.2% | 0.3% | 0.2% | 0.4% | 0.3% | 0.4% | 0.4% | 0.3% | 0.1% | 0.1% |
| Not Reported | 83.3% | 81.5% | 79.0% | 75.4% | 74.0% | 69.8% | 71.0% | 80.1% | 88.6% | 91.7% |

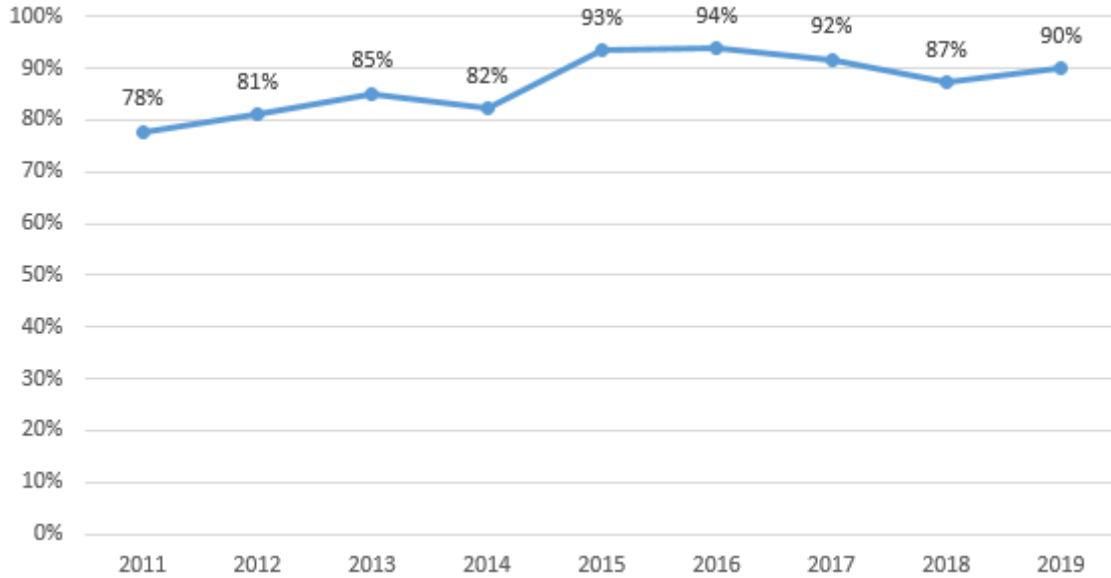
| Totals by State | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------------|-------|-------|-------|-------|-------|-------|-------|------|-------|-------|
| State | | | | | | | | | | |
| AK - Alaska | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% | 0.1% | 0.1% | 0.1% |
| AL - Alabama | 0.9% | 0.9% | 0.7% | 0.7% | 0.8% | 0.8% | 0.9% | 0.8% | 0.7% | 0.5% |
| AR - Arkansas | 0.5% | 0.3% | 0.6% | 0.5% | 0.4% | 0.5% | 0.4% | 0.6% | 0.2% | 0.3% |
| AZ - Arizona | 3.3% | 3.6% | 3.8% | 3.1% | 3.1% | 3.3% | 3.4% | 3.8% | 2.4% | 1.5% |
| CA - California | 11.2% | 11.5% | 10.9% | 10.6% | 10.9% | 10.5% | 11.0% | 9.5% | 7.3% | 5.7% |
| CO - Colorado | 3.8% | 4.2% | 4.8% | 4.9% | 3.8% | 4.0% | 3.9% | 4.4% | 3.5% | 2.6% |
| CT - Connecticut | 1.5% | 1.9% | 1.9% | 1.8% | 1.8% | 2.1% | 1.7% | 1.4% | 1.3% | 0.8% |
| DC - District of Columbia | 0.5% | 0.5% | 0.5% | 0.5% | 0.5% | 0.4% | 0.5% | 0.4% | 0.1% | 0.2% |
| DE - Delaware | 0.3% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% | 0.3% | 0.2% | 0.2% | 0.3% |
| FL - Florida | 6.6% | 7.4% | 7.2% | 7.7% | 8.9% | 8.2% | 8.1% | 7.8% | 5.4% | 3.3% |
| GA - Georgia | 2.5% | 2.2% | 2.6% | 2.2% | 2.4% | 2.6% | 2.8% | 2.6% | 1.7% | 1.6% |
| HI - Hawaii | 0.4% | 0.4% | 0.5% | 0.4% | 0.5% | 0.4% | 0.4% | 0.3% | 0.3% | 0.3% |
| IA - Iowa | 1.0% | 1.0% | 1.0% | 0.7% | 0.8% | 0.9% | 1.0% | 1.2% | 0.9% | 0.7% |
| ID - Idaho | 0.6% | 0.4% | 0.3% | 0.2% | 0.3% | 0.3% | 0.4% | 0.4% | 0.3% | 0.2% |
| IL - Illinois | 4.3% | 4.1% | 3.7% | 3.6% | 3.7% | 3.5% | 4.3% | 4.7% | 2.9% | 2.2% |
| IN - Indiana | 2.1% | 2.1% | 2.2% | 2.5% | 1.8% | 1.9% | 1.6% | 1.9% | 1.5% | 1.0% |
| KS - Kansas | 0.8% | 1.0% | 0.8% | 1.1% | 0.9% | 1.1% | 1.3% | 1.2% | 1.0% | 0.7% |
| KY - Kentucky | 0.9% | 0.8% | 0.7% | 0.9% | 0.8% | 0.8% | 0.9% | 0.8% | 0.6% | 0.6% |
| LA - Louisiana | 0.9% | 0.8% | 1.0% | 0.8% | 0.9% | 0.9% | 0.8% | 1.0% | 0.9% | 0.6% |
| MA - Massachusetts | 2.6% | 2.6% | 2.6% | 2.9% | 2.8% | 2.5% | 2.5% | 2.6% | 2.0% | 1.9% |
| MD - Maryland | 2.2% | 2.1% | 2.6% | 2.6% | 2.2% | 2.5% | 2.3% | 2.0% | 1.5% | 1.3% |
| ME - Maine | 0.4% | 0.4% | 0.4% | 0.5% | 0.4% | 0.5% | 0.4% | 0.3% | 0.6% | 0.2% |
| MI - Michigan | 2.5% | 2.8% | 2.7% | 2.7% | 2.4% | 2.4% | 2.3% | 3.0% | 2.3% | 1.7% |
| MN - Minnesota | 2.8% | 2.7% | 2.4% | 3.1% | 2.4% | 2.9% | 2.2% | 2.5% | 2.2% | 1.5% |
| MO - Missouri | 2.5% | 2.4% | 2.1% | 2.4% | 2.1% | 2.0% | 2.0% | 2.1% | 1.8% | 1.1% |
| MS - Mississippi | 0.3% | 0.3% | 0.3% | 0.3% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% | 0.2% |
| MT - Montana | 0.4% | 0.3% | 0.3% | 0.2% | 0.2% | 0.3% | 0.1% | 0.4% | 0.2% | 0.2% |
| NC - North Carolina | 3.2% | 3.7% | 4.0% | 3.2% | 3.6% | 3.4% | 3.1% | 3.8% | 2.6% | 1.7% |
| ND - North Dakota | 0.2% | 0.2% | 0.2% | 0.2% | 0.1% | 0.2% | 0.3% | 0.3% | 0.3% | 0.2% |
| NE - Nebraska | 0.6% | 0.9% | 0.7% | 0.6% | 0.5% | 0.7% | 0.6% | 1.0% | 0.6% | 0.6% |
| NH - New Hampshire | 0.6% | 0.6% | 0.6% | 0.6% | 0.8% | 0.7% | 0.8% | 0.7% | 0.5% | 0.6% |
| NJ - New Jersey | 4.1% | 3.2% | 3.4% | 3.6% | 4.4% | 4.5% | 4.5% | 4.3% | 2.6% | 1.8% |
| NM - New Mexico | 0.3% | 0.4% | 0.3% | 0.3% | 0.3% | 0.4% | 0.4% | 0.4% | 0.2% | 0.2% |
| NV - Nevada | 0.5% | 0.7% | 0.7% | 0.7% | 0.7% | 0.7% | 0.6% | 0.8% | 0.4% | 0.2% |
| NY - New York | 5.4% | 5.3% | 5.9% | 5.9% | 6.4% | 6.3% | 6.5% | 5.1% | 3.7% | 2.8% |
| OH - Ohio | 3.2% | 3.6% | 3.5% | 3.2% | 3.4% | 3.5% | 3.6% | 3.2% | 2.6% | 1.6% |
| OK - Oklahoma | 0.7% | 0.5% | 0.7% | 0.6% | 0.5% | 0.7% | 0.6% | 0.6% | 0.6% | 0.5% |
| OR - Oregon | 1.1% | 0.9% | 1.0% | 0.9% | 1.0% | 0.9% | 1.0% | 1.2% | 0.8% | 0.6% |
| PA - Pennsylvania | 3.9% | 3.6% | 3.9% | 3.9% | 3.6% | 3.6% | 3.6% | 3.5% | 3.0% | 2.5% |
| RI - Rhode Island | 0.2% | 0.4% | 0.4% | 0.4% | 0.4% | 0.4% | 0.3% | 0.4% | 0.4% | 0.2% |
| SC - South Carolina | 1.3% | 0.9% | 1.1% | 1.2% | 1.2% | 1.1% | 1.2% | 1.2% | 0.9% | 0.9% |
| SD - South Dakota | 0.3% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.3% | 0.2% |
| TN - Tennessee | 1.7% | 1.5% | 1.5% | 1.6% | 1.5% | 1.2% | 1.6% | 1.3% | 1.4% | 0.9% |
| TX - Texas | 7.8% | 7.3% | 6.6% | 7.1% | 7.6% | 6.8% | 7.0% | 6.4% | 5.3% | 4.0% |
| UT - Utah | 0.9% | 1.0% | 0.8% | 1.0% | 0.7% | 0.9% | 1.0% | 0.9% | 0.8% | 0.5% |
| VA - Virginia | 2.9% | 2.6% | 2.7% | 2.5% | 2.9% | 3.1% | 2.6% | 2.7% | 2.3% | 1.5% |
| VT - Vermont | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.2% | 0.1% | 0.1% | 0.1% |
| WA - Washington | 2.8% | 3.0% | 2.7% | 2.7% | 2.5% | 2.7% | 2.8% | 2.9% | 2.3% | 1.9% |
| WI - Wisconsin | 1.7% | 1.8% | 1.8% | 1.7% | 1.7% | 1.5% | 1.3% | 2.0% | 1.8% | 1.7% |
| WV - West Virginia | 0.2% | 0.3% | 0.2% | 0.2% | 0.2% | 0.2% | 0.1% | 0.3% | 0.2% | 0.2% |
| WY - Wyoming | 0.1% | 0.1% | 0.1% | 0.1% | 0.0% | 0.1% | 0.2% | 0.1% | 0.1% | 0.1% |
| Not Reported | 0.1% | 0.0% | 0.0% | 0.0% | 0.0% | 0.0% | 0.1% | 0.1% | 23.9% | 43.2% |

RETENTION AND GRADUATION RATES

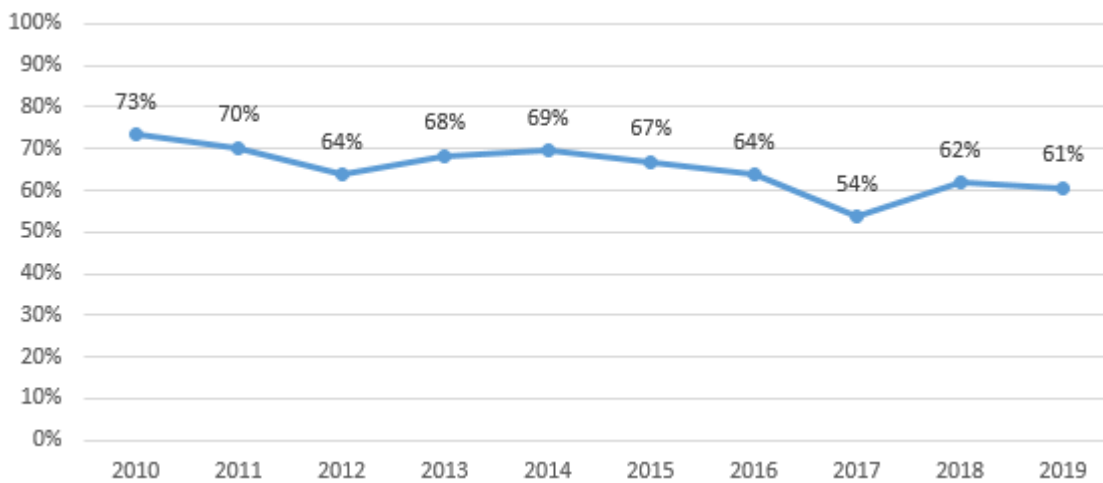
Retention Rates

The retention rates are defined as admitted students who started in the years shown and successfully completed two courses as of December 2020. The designation programs (AAMS®, ABFPSM, APMA®, AWMA®, CMFC®, CRPC®, CRPS®, CSRIC®, FPQP®, and WMSM) are single course programs, so there are no retention rates provided for them.

Graduate Degree Program Retention Rates



CFP® Certification Professional Education Program Retention Rates



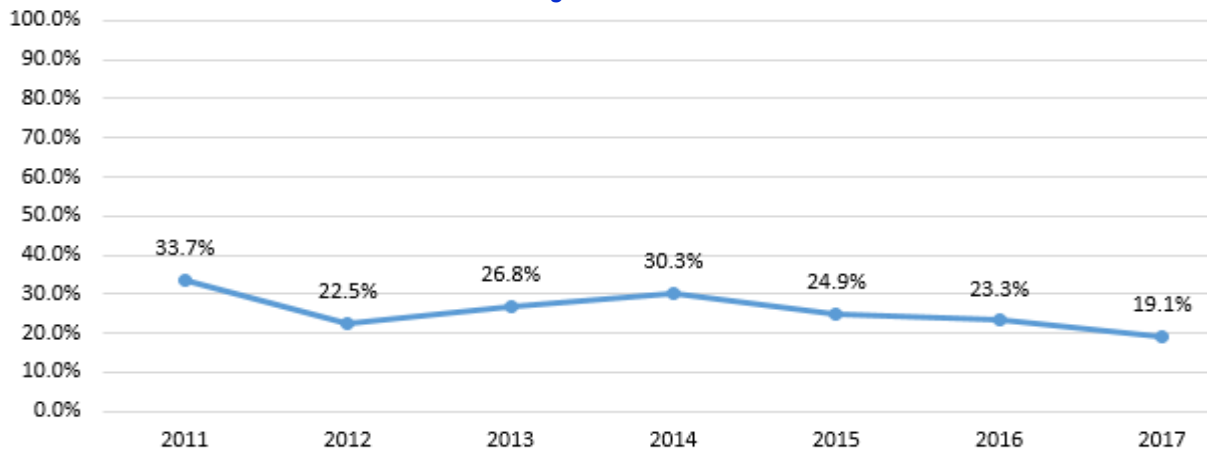
Graduation Rates and CFP Board Pass Rates

The graduation rates are defined as admitted students who started in the years shown and successfully completed all required courses as of December 2020.

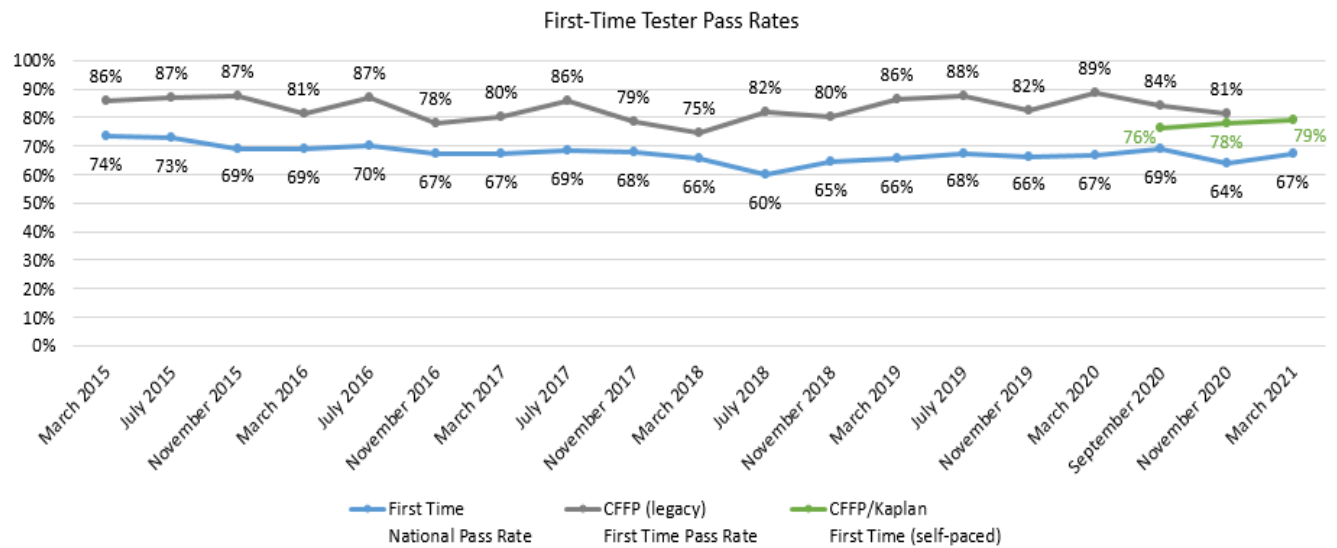
Graduate Degree Program: MS Personal Financial Planning

| Entering cohort | N cohort | Percent of entering cohort who graduated in 1 or 2 years | Percent of entering cohort who graduated in 3 years | Overall graduation rate |
|-----------------|----------|--|---|-------------------------|
| 2016 | 80 | 50% | 28% | 78% |
| 2017 | 93 | 57% | 28% | 85% |

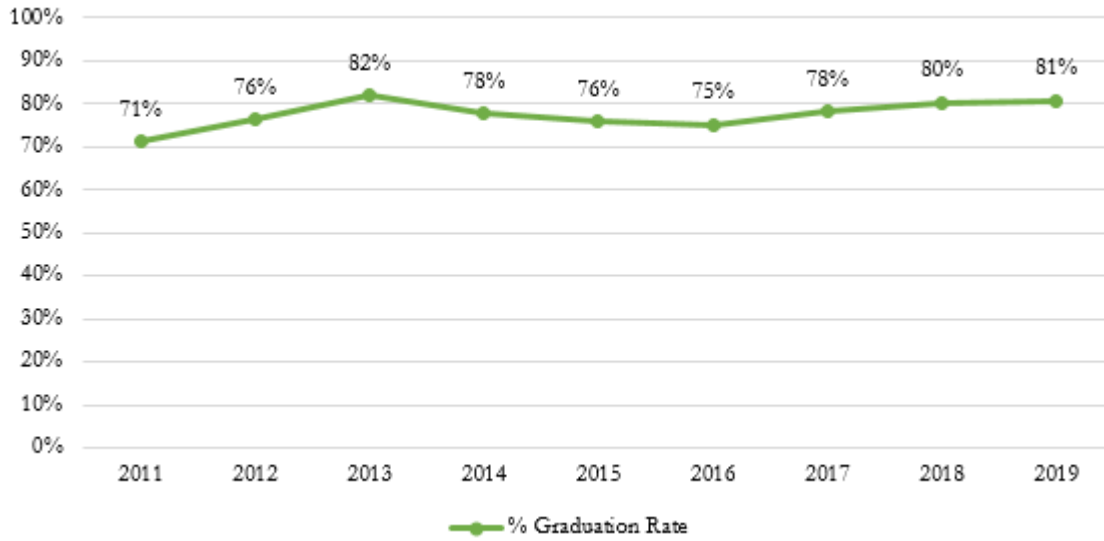
CFP® Certification Professional Education Program Graduation Rates



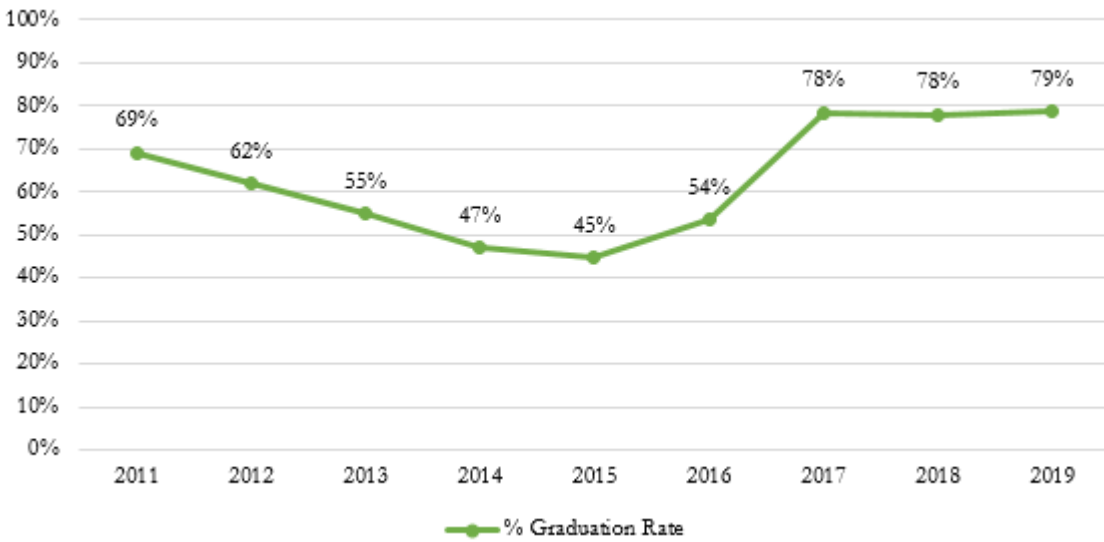
CFP Board Exam Pass Rates



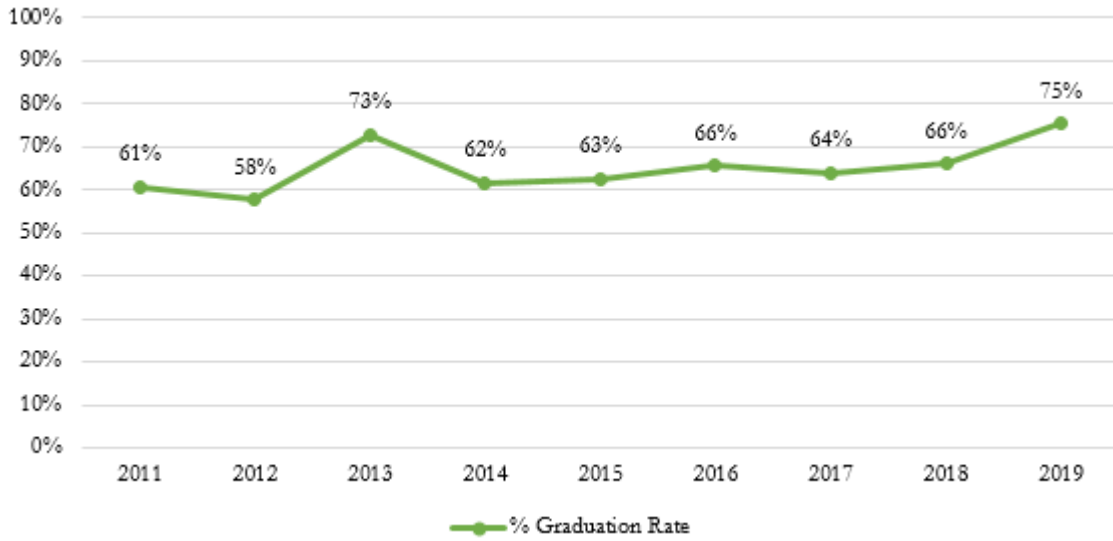
Accredited Asset Management SpecialistSM or AAMS[®] Program



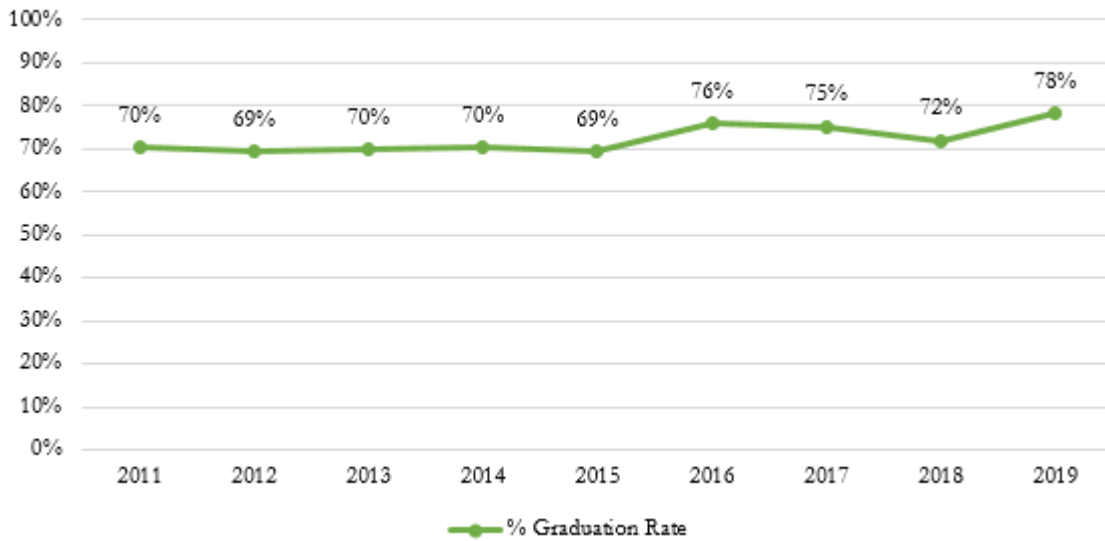
Accredited Portfolio Management AdvisorSM or APMA[®] Program



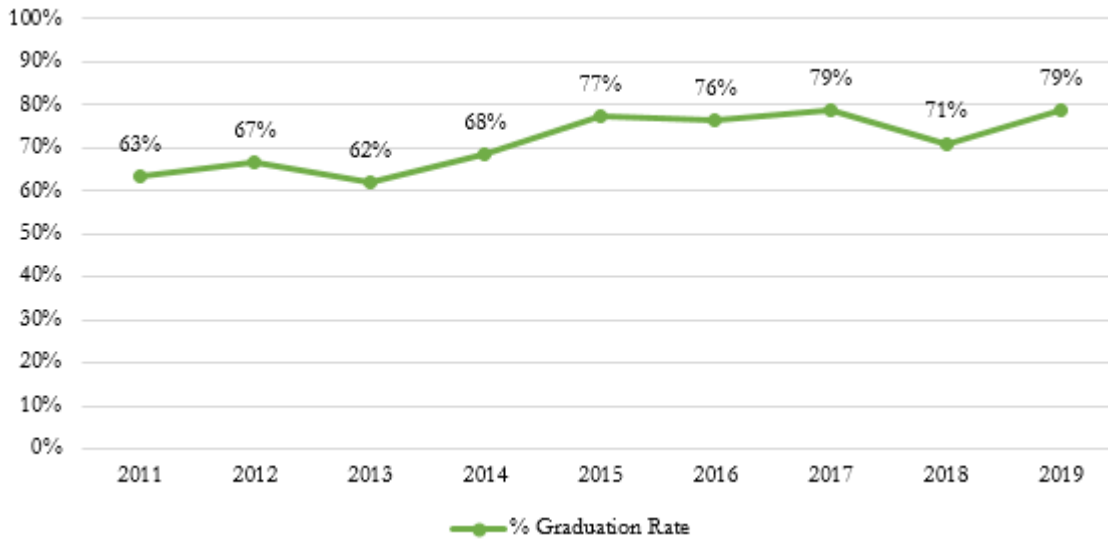
Accredited Wealth Management AdvisorSM or AWMA[®] Program



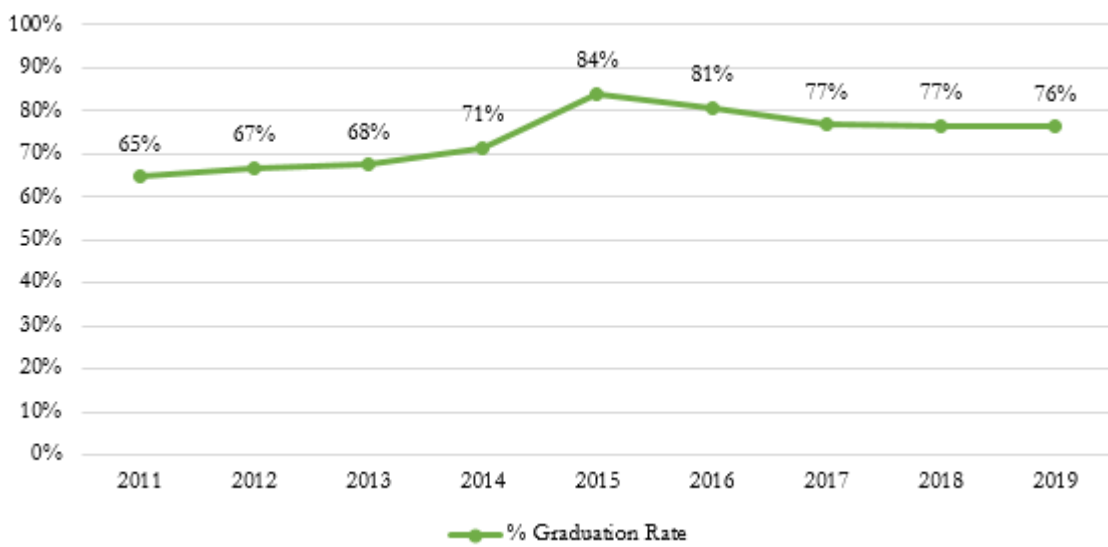
Chartered Retirement Planning CounselorSM or CRPC[®] Program



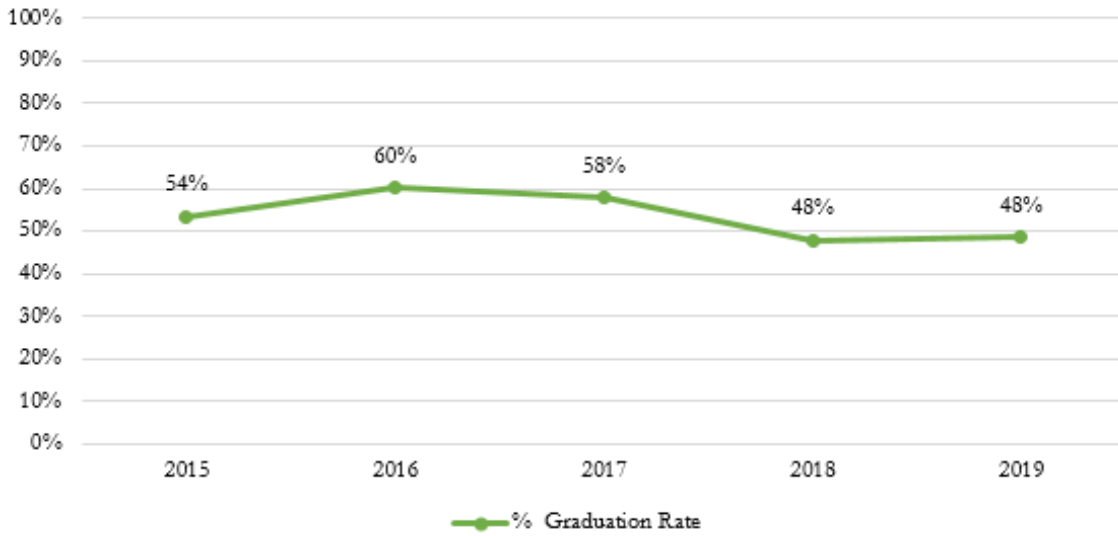
Chartered Retirement Plans SpecialistSM or CRPS[®] Program



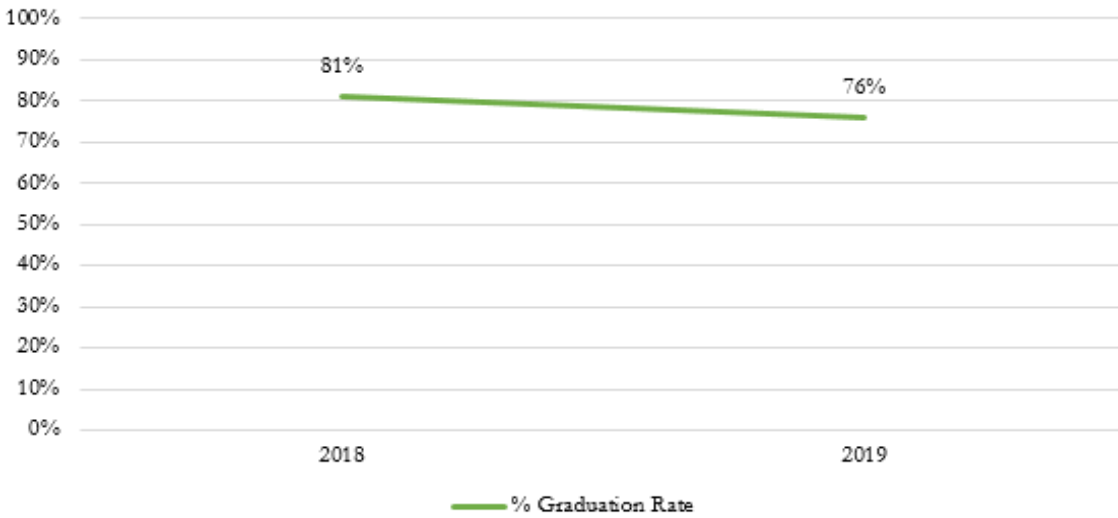
Foundations in Financial PlanningSM Program leading to the FPQP[®] designation



Life Underwriter Training Council FellowSM or LUTCF[®] Program

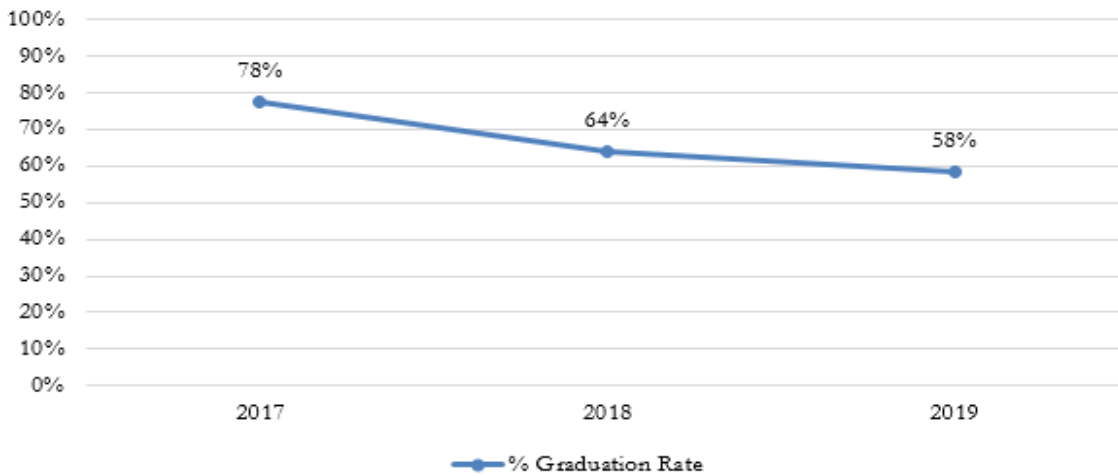


*Chartered SRI CounselorSM Program or CSRIC[®] **



*CSRIC program began in 2018.

WMSSM or Wealth Management SpecialistSM



PROGRAM GRADUATES

Graduates by Year (past ten years)

The following tables show the number of graduates in the calendar years shown.

Professional Designation Programs

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|------------------|-------|-------|-------|-------|-------|-------|-------|-------|-------|-------|
| AAMS | 1,108 | 593 | 470 | 541 | 580 | 589 | 476 | 540 | 576 | 1,141 |
| ADPA | 105 | 146 | 148 | 76 | 72 | 27 | 2 | N/A | N/A | N/A |
| APMA | 127 | 162 | 122 | 148 | 211 | 298 | 645 | 351 | 386 | 429 |
| AWMA | 115 | 111 | 150 | 251 | 301 | 313 | 233 | 266 | 208 | 238 |
| CMFC | 87 | 107 | 119 | 88 | 98 | 58 | 44 | 31 | 32 | 17 |
| CRPC | 1,990 | 1,361 | 1,153 | 1,304 | 1,467 | 1,600 | 1,453 | 1,253 | 1,263 | 1,715 |
| CRPS | 393 | 371 | 385 | 344 | 349 | 385 | 416 | 343 | 293 | 361 |
| CSRIC | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 9 | 139 | 308 |
| FFPN/FPQP | 214 | 197 | 228 | 206 | 248 | 274 | 274 | 285 | 252 | 382 |
| LUTCF | N/A | N/A | N/A | N/A | N/A | 132 | 132 | 91 | 52 | 114 |
| WMS | N/A | N/A | N/A | N/A | N/A | N/A | N/A | 725 | 681 | 533 |

CFP® Certification Professional Education Program

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|---------------------|-------|------|------|------|------|------|------|------|------|------|
| CFP® Program | 1,081 | 952 | 581 | 655 | 376 | 738 | 747 | 723 | 656 | 883 |

Graduate Degree Programs

| | 2011 | 2012 | 2013 | 2014 | 2015 | 2016 | 2017 | 2018 | 2019 | 2020 |
|-------------------------|------|------|------|------|------|------|------|------|------|------|
| Graduate Degrees | 59 | 60 | 62 | 52 | 113 | 67 | 88 | 68 | 102 | 87 |

Total Alumni

Professional Designation Programs

| | AAMS | ABFP | ADPA | APMA | AWMA | CMFC | CSRIC | CRPC | CRPS | FPQP | LUTCF | WMS* |
|------------------------|--------|------|------|-------|-------|-------|-------|--------|-------|-------|-------|------|
| Total Conferred | 23,265 | 4 | 666 | 2,855 | 3,348 | 6,626 | 400 | 32,704 | 7,021 | 8,857 | 496 | 632 |
| Total Certified | 11,602 | 4 | 387 | 2,636 | 2,382 | 1,841 | 400 | 21,194 | 4,541 | 2,308 | 354 | 426 |

*The totals for this designation are as of the date it was made available through the College. All others are since the programs began.

CFP® Professional Education Program

| | CFP® Education Program |
|--------------|------------------------|
| Total | 69,914 |

Graduate Degree Program

| | Graduate Degree Programs |
|--------------|--------------------------|
| Total | 1,896 |

TUITION AND SCHOLARSHIPS

Tuition

| Program | Tuition per course |
|--|--------------------|
| Master of Science in Personal Financial Planning Degree Program | \$1400 |
| CERTIFIED FINANCIAL PLANNER™ or CFP® Certification Education Program | |
| Premium | \$899.00 |
| Essential Plus | \$799.00 |
| Essential | \$599.00 |
| Accredited Asset Management Specialist SM or AAMS® Designation Program | \$1,300 |
| Accredited Behavioral Finance Professional SM or ABFP SM Designation Program | \$1,300 |
| Accredited Portfolio Management Advisor SM or APMA® Designation Program | \$1,300 |
| Accredited Wealth Management Advisor SM or AWMA® Designation Program | \$1,300 |
| Chartered Retirement Plans Specialist SM or CRPS® Designation Program | \$1,300 |
| Chartered Retirement Planning Counselor SM or CRPC® Designation Program | \$1,300 |
| Chartered SRI Counselor SM or CSRIC® Designation Program | \$1,300 |
| Foundations in Financial Planning SM or FPQP® Designation Program | \$1,300 |
| Life Underwriter Training Council Fellow SM or LUTCF® Designation Program | \$950 |
| Wealth Management Specialist SM or WMS SM Designation Program | \$1,300 |

Scholarships

The College offers several scholarships to deserving students.

- **Diversity Scholarships:** Up to 60 scholarships are awarded annually to qualified individuals seeking to complete the education requirement needed to attain CFP® certification and who are from an underrepresented population within the financial planning field, which might include differences based on gender, race, ethnicity, disability, and sexual orientation.
- **Merit Scholarship:** Three merit scholarships are awarded annually to individuals who show significant potential or have already achieved outstanding success in finance, financial planning, and/or financial analysis and show promise of being future industry leaders.
 - **Loren Dunton Merit Scholarship:** This scholarship is awarded in honor of the late Loren Dunton, who was the driving force that solidified the ideas and activities of professional financial planners. Mr. Dunton played a significant role in the creation and promotion of the IAFP, the College, and the Institute of Certified Financial Planners. For this scholarship, the College considers individuals who have proven themselves to be leaders in the financial planning field (minimum of five years' experience) and have given something back to the profession. This scholarship covers all costs associated with completion of the College's Master of Science in Personal Financial Planning or the Master of Science in Finance, excluding textbooks.
 - **David M. King Merit Scholarship:** Awarded annually to an individual who is new (2 to 7 years' experience) to the financial planning field and who shows significant potential and active industry leadership. This scholarship honors the achievements of David M. King, who held the position of board chairman at three major financial planning organizations: The College for Financial Planning (1983-1985); The Institute for

Certified Financial Planners (1979-1980); and the first Chairman of the Certified Financial Planner Board (1985-1987). This scholarship covers all costs associated with enrollment in the College's CFP® Certification Professional Education Program.

- Ginger E. Current Professional Designation Merit Scholarship: Awarded to students who are interested in earning in one of the College for Financial Planning's professional designations, such as the CRPC® or AAMS®. This scholarship is in honor of Ginger E. Current, and her dedication to the success of the College and our students for over 25 years. In choosing the recipients, the College reviews nominations of individuals who wish to expand their knowledge in personal financial planning. The scholarship covers all costs associated with enrollment in coursework for your choice of any of the College's professional designation programs.

SURVEYS

Students enrolled in all College programs are asked to complete an end of course feedback survey upon course completion. A core question of the survey asks students if the course prepared them to directly apply course learning to their professional work. Aggregated survey results for Designations, the CERTIFIED FINANCIAL PLANNER™ education program, and for the Master's in Personal Financial Planning are presented in the table below.

| Program | Percent of survey respondents who agreed or strongly agreed with this statement: Course prepared me to directly apply course learning to my professional work |
|--|--|
| Designations - aggregated | 97% |
| Certified Financial Planner™ Education Program | 90% |
| Master's Degree - Personal Financial Planning | 85% |