FPSB INDIA

CFP® Professionals CONNECT

NEWSLETTER
VOLUME 36
SEPTEMBER - OCTOBER
2026 EDITION

MESSAGE FROM THE CEO

Dear CFP® Professionals Family,

Financial planning is increasingly becoming an important part of conversations around financial security, career choices and long-term well-being. The challenge before us is to ensure that professional financial planning is not only understood as a valuable service but also recognised as a profession that can make a lasting difference in people's lives.

Over the past month, our engagement with the media has brought this relevance into focus. From examining the role of Artificial Intelligence in financial planning to discussing financial anxiety, spending decisions and retirement preparedness, these conversations have reinforced a common thread: financial decisions are deeply personal, and the right guidance can help people navigate them with greater clarity and confidence.

World Financial Planning Day on 7 October offered a timely opportunity to reiterate the importance of structured, goal-based financial planning. I encourage each of you to use such opportunities to engage with your communities, challenge misconceptions and demonstrate the value of professional financial planning in helping individuals prepare for life's many milestones.

Strengthening the profession also requires sustained collaboration across the education, industry and regulatory ecosystem. Our partnerships with educational institutions and industry bodies are helping create pathways for aspiring professionals to develop the skills and expertise required by India's evolving financial services sector. In parallel, we remain actively engaged in discussions with regulators to advance the recognition and development of the financial planning profession. As we prepare for the **India Financial Planning Summit 2026**, scheduled for **18 November at The Westin Garden City, Goregaon East, Mumbai**, we look forward to bringing together financial planners and industry leaders to discuss the ideas, opportunities and capabilities that will shape the future of our profession. We are also in active discussions with regulatory stakeholders and look forward to welcoming speakers from SEBI and PFRDA, whose perspectives would add significant value to the dialogue.

As we look ahead, I encourage you to be ambassadors for the profession, in your work with clients, your engagement with peers and your conversations with those discovering financial planning for the first time. Your continued participation in these collective efforts will be vital to building public trust, inspiring the next generation of financial planners and strengthening the profession's contribution to India's financial well-being.

I look forward to your continued support and to welcoming you to the **India Financial Planning Summit 2026**.



Ramesh Vishwanathan

Whole Time Director and
Chief Executive Officer, FPSB India

MARK YOUR CALENDAR

India Financial Planning Summit 2026

November 18th, 2026 | Westin Garden City, Goregaon East, Mumbai

The future of financial planning is being shaped today. Be part of the conversation.

Join us on November 18, 2026 (Wednesday) at The Westin Garden City, Goregaon, Mumbai, for the India Financial Planning Summit 2026—a premier gathering of financial planners and industry leaders focused on the ideas, opportunities, and capabilities that will shape the future of the profession.

The financial planning landscape is evolving rapidly. Clients are becoming more informed, expectations are rising, technology is transforming the way advice is delivered, and the role of the financial planner is expanding beyond products and transactions to deeper, more meaningful client relationships.

In this changing environment, staying ahead requires more than keeping pace—it requires staying prepared for what comes next.

The India Financial Planning Summit 2026 brings together leading voices and practitioners to share insights, challenge conventional thinking, explore emerging trends, and exchange practical experiences. It is an opportunity to learn from the best, broaden your perspective, strengthen your capabilities, and connect with peers who are shaping the profession.

Come with questions. Leave with new perspectives, fresh ideas, and renewed inspiration to take your practice and your profession forward.

Be there. Be part of the conversation. Be ready for the future of financial planning.

CPD: CFP Professionals attending the event will earn 7 Continuing Professional Development (CPD) points

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FPSB India and MIT-WPU Join Hands to Advance Financial Planning Education

FPSB India has signed a Memorandum of Understanding (MoU) with MIT World Peace University (MIT-WPU), Pune, to strengthen financial planning education and equip students with industry-relevant knowledge and skills. The collaboration aims to provide students with a strong foundation in key areas of financial planning, including taxation, retirement and estate planning, wealth management and client advisory.

The partnership will help students develop globally aligned professional competencies and explore diverse career opportunities across banking, insurance, investment advisory, fintech and the broader BFSI sector.

The MoU was signed in the presence of Teena Rawal and Sharath N from FPSB India, alongside Ganesh Pokale, Registrar; Dr. Anjali Sane, Dean; Ashish Kathale, Professor; and Dr. Sushil Gupta, Associate Professor, representing MIT-WPU.

Through this collaboration, FPSB India and MIT-WPU aim to create meaningful learning opportunities for students and strengthen pathways to careers in India's growing financial services sector.











FPSB India and Simandhar Education Partner to Expand Access to CFP® Certification

FPSB India has signed a Memorandum of Understanding (MoU) with Simandhar Education to expand access to the globally recognised CERTIFIED FINANCIAL PLANNER® (CFP®) certification and support the development of skilled financial planning professionals in India.

The collaboration will focus on building greater awareness of professional financial planning, supporting aspiring professionals in pursuing the CFP® certification and creating opportunities for individuals to develop the knowledge and competencies required by the evolving financial services industry.

By combining their efforts to promote professional education and industry-relevant skills, FPSB India and Simandhar Education aim to strengthen the pipeline of future-ready talent and contribute to the continued growth of the financial planning profession in India.











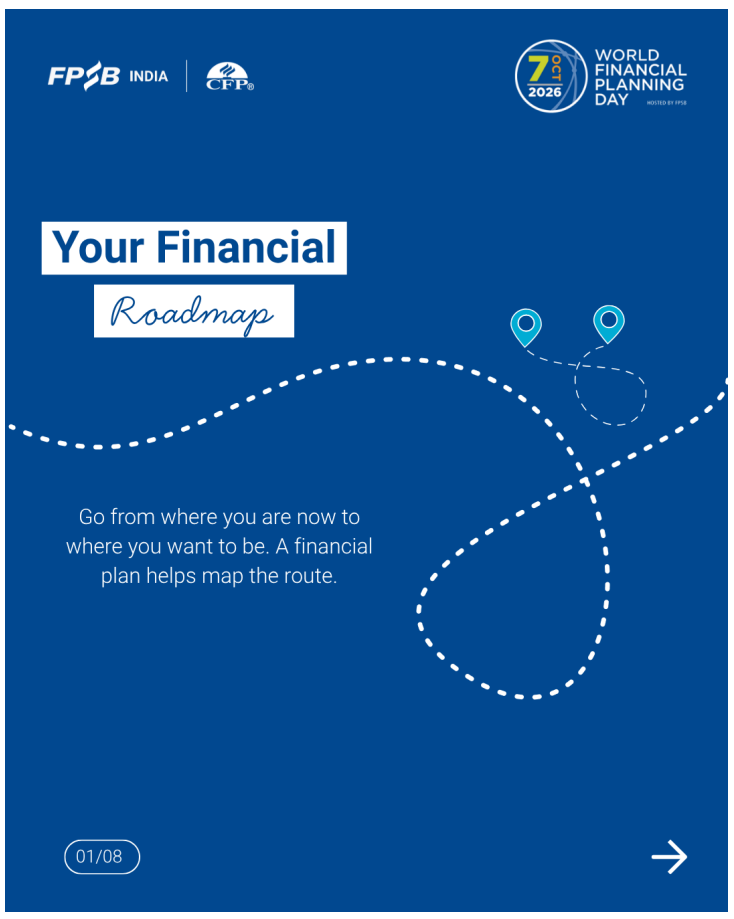


Social Media Campaign Highlights

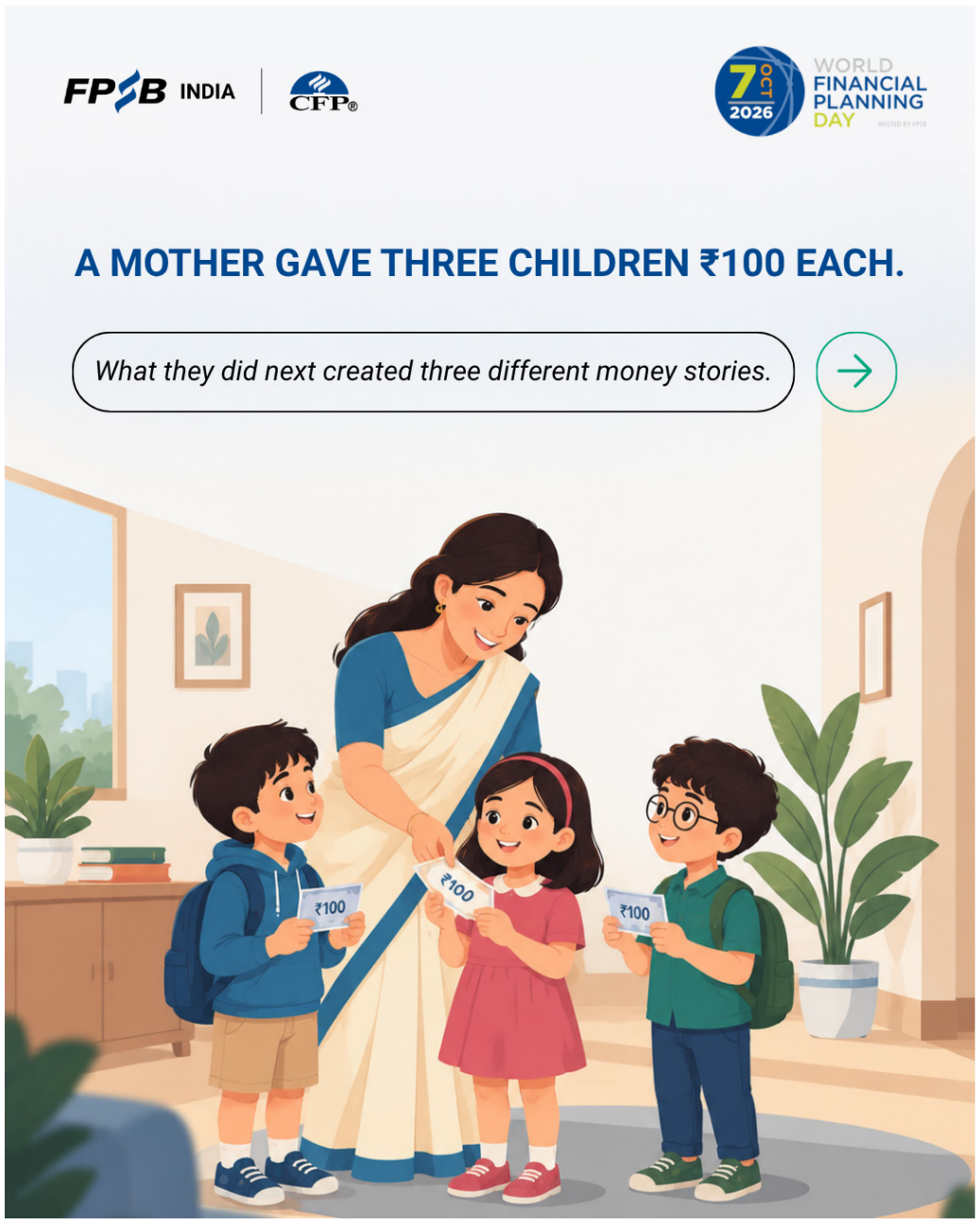
FPSB India launched a series of purpose-driven social media campaigns aimed at reinforcing the role of professional financial planning in everyday life. Each campaign connects common aspirations at the start of the year with the importance of informed, goal-based financial decisions guided by CFP® professionals.

Driving Awareness and Engagement Through Purpose-Driven Content





FPSB India continued to leverage social media to strengthen awareness of professional financial planning, highlight career opportunities in the profession and showcase the value of the CERTIFIED FINANCIAL PLANNER® (CFP®) certification. Through awareness campaigns and expert-led content, the initiatives aimed to engage aspiring professionals, students and the wider financial services community.



World Financial Planning Day – Promoting Financial Awareness

FPSB India raised awareness on World Financial Planning Day through a dedicated social media campaign highlighting the importance of financial planning in helping individuals make informed decisions and work towards their life goals. The campaign reinforced the role of CFP® professionals in providing structured, goal-based financial guidance and building greater awareness of professional financial planning.

Hear from CFP® Professionals – Insights from the Industry



FPSB India featured Kirttan Shah, CFP®, Founder & CEO, Truvanta Wealth, in an expert-led Q&A exploring common misconceptions about financial planning, career opportunities in wealth management and the skills required to succeed in the profession. The video offered aspiring financial planners and finance professionals practical insights drawn from his experience, highlighting the opportunities and competencies that shape a successful career in financial planning.

Hear from Our Authorised Education Provider – Understanding the Value of CFP® Certification



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Spotlight **News!**

Stay updated on the latest stories featuring FPSB India and insights from the financial planning community making waves across to inspire conversations around financial planning:

FPSB India in the News: Advancing Conversations on Financial Planning

FPSB India continued to strengthen its media presence through prominent publications, bringing expert perspectives on financial planning, retirement preparedness and the evolving role of CFP® professionals to a wider audience. These media features highlighted the importance of informed financial decision-making, personalised advice and long-term financial well-being.

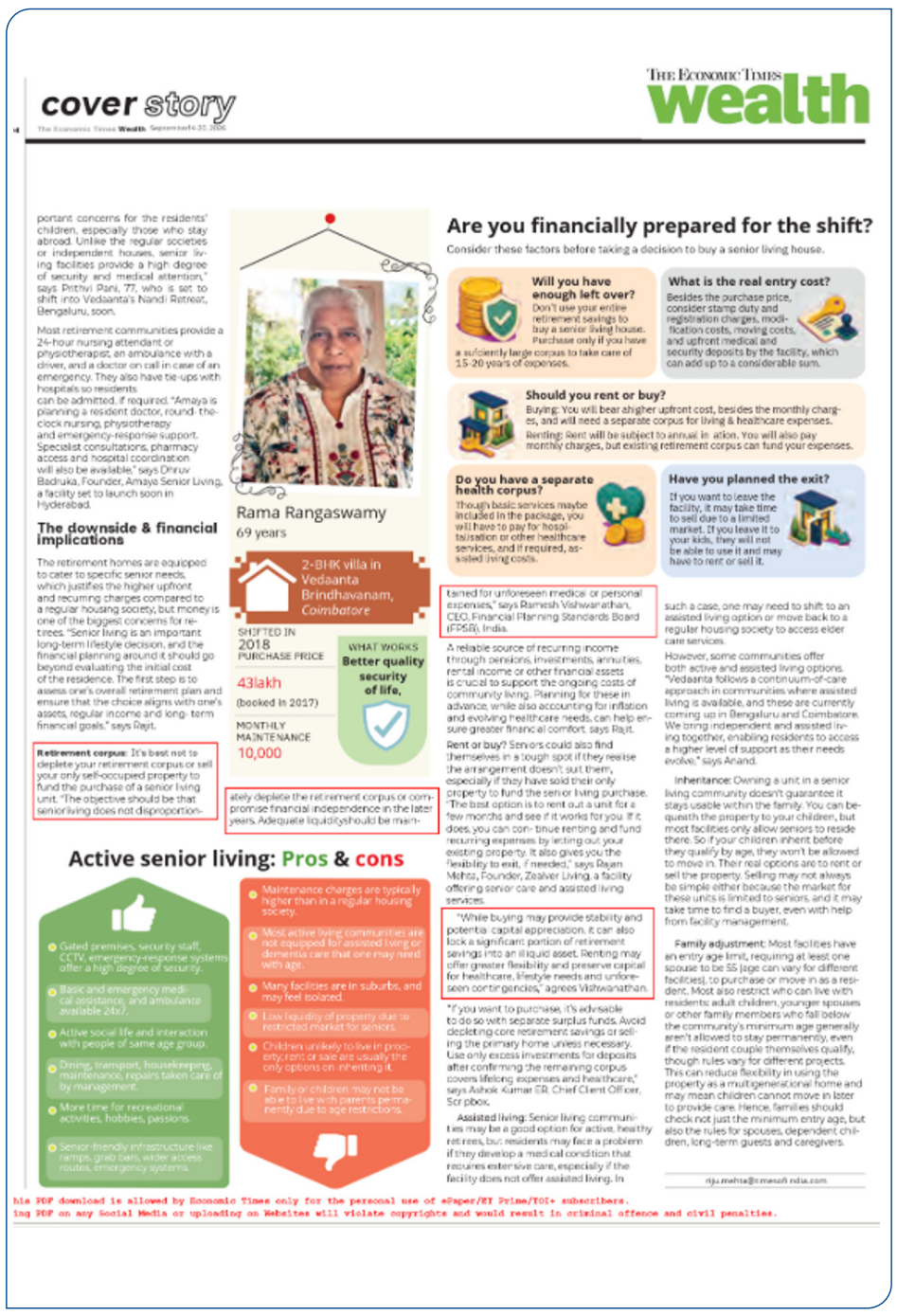
ET Wealth Cover Story: Planning for a Secure Retirement

ET Wealth | Retirement Planning and Senior Living

FPSB India's media outreach contributed to an ET Wealth cover story published in both print and online editions, focusing on the financial considerations associated with senior living and retirement planning.

The story highlighted the impact of rising senior living and healthcare costs on retirement preparedness, emphasising the importance of maintaining an adequate retirement corpus, ensuring liquidity and planning for future healthcare and contingency expenses.

The coverage reinforced the need for proactive retirement planning to support financial independence, security and quality of life in the later years.



cover story

The Economic Times wealth

portant concerns for the residents' children, especially those who stay abroad. Unlike the regular societies or independent houses, senior living facilities provide a high degree of security and medical attention," says Prithvi Pani, 77, who is set to shift into Vedaanta's Nandi Retreat, Bengaluru, soon.

Most retirement communities provide a 24-hour nursing attendant or physiotherapist, an ambulance with a driver, and a doctor on call in case of an emergency. They also have tie-ups with hospitals so residents can be admitted, if required. "Amaya is planning a resident doctor, round-the-clock nursing, physiotherapy and emergency-response support. Specialist consultations, pharmacy access and hospital coordination will also be available," says Dhruv Badruka, Founder, Amaya Senior Living, a facility set to launch soon in Hyderabad.

The downside & financial implications

The retirement homes are equipped to cater to specific senior needs, which justifies the higher upfront and recurring charges compared to a regular housing society, but money is one of the biggest concerns for retirees. "Senior living is an important long-term lifestyle decision, and the financial planning around it should go beyond evaluating the initial cost of the residence. The first step is to assess one's overall retirement plan and ensure that the choice aligns with one's assets, regular income and long-term financial goals," says Rajit.

Retirement corpus: It's best not to deplete your retirement corpus or sell your only self-occupied property to fund the purchase of a senior living unit. "The objective should be that senior living does not disproportionately deplete the retirement corpus or compromise financial independence in the later years. Adequate liquidityshould be main-

Rama Rangaswamy
69 years

2-BHK villa in Vedaanta Brindhavanam, *Coimbatore*

SHIFTED IN 2018
PURCHASE PRICE 43lakh (booked in 2017)
MONTHLY MAINTENANCE 10,000

WHAT WORKS **Better quality security of life,**

Are you financially prepared for the shift?

Consider these factors before taking a decision to buy a senior living house.

Will you have enough left over? Don't use your entire retirement savings to buy a senior living house. Purchase only if you have a sufficiently large corpus to take care of 15-20 years of expenses.

What is the real entry cost? Besides the purchase price, consider stamp duty and registration charges, modification costs, moving costs, and upfront medical and security deposits by the facility, which can add up to a considerable sum.

Should you rent or buy? Buying: You will bear ahigher upfront cost, besides the monthly charges, and will need a separate corpus for living & healthcare expenses. Renting: Rent will be subject to annual in ation. You will also pay monthly charges, but existing retirement corpus can fund your expenses.

Do you have a separate health corpus? Though basic services maybe included in the package, you will have to pay for hospitalisation or other healthcare services, and if required, assisted living costs.

Have you planned the exit? If you want to leave the facility, it may take time to sell due to a limited market. If you leave it to your kids, they will not be able to use it and may have to rent or sell it.

tained for unforeseen medical or personal expenses," says Ramesh Vishwanathan, CEO, Financial Planning Standards Board (FPSB), India.

A reliable source of recurring income through pensions, investments, annuities, rental income or other financial assets is crucial to support the ongoing costs of community living. Planning for these in advance, while also accounting for inflation and evolving healthcare needs, can help ensure greater financial comfort, says Rajit.

Rent or buy? Seniors could also find themselves in a tough spot if they realise the arrangement doesn't suit them, especially if they have sold their only property to fund the senior living purchase. "The best option is to rent out a unit for a few months and see if it works for you. If it does, you can continue renting and fund recurring expenses by letting out your existing property. It also gives you the flexibility to exit, if needed," says Rajan Mehta, Founder, Zealver Living, a facility offering senior care and assisted living services.

"While buying may provide stability and potential capital appreciation, it can also lock a significant portion of retirement savings into an illiquid asset. Renting may offer greater flexibility and preserve capital for healthcare, lifestyle needs and unforeseen contingencies," agrees Vishwanathan.

"If you want to purchase, it's advisable to do so with separate surplus funds. Avoid depleting core retirement savings or selling the primary home unless necessary. Use only excess investments for deposits after confirming the remaining corpus covers lifelong expenses and healthcare," says Ashok Kumar SR, Chief Client Officer, Scripbox.

Assisted living: Senior living communities may be a good option for active, healthy retirees, but residents may face a problem if they develop a medical condition that requires extensive care, especially if the facility does not offer assisted living. In such a case, one may need to shift to an assisted living option or move back to a regular housing society to access elder care services.

However, some communities offer both active and assisted living options. "Vedaanta follows a continuum-of-care approach in communities where assisted living is available, and these are currently coming up in Bengaluru and Coimbatore. We bring independent and assisted living together, enabling residents to access a higher level of support as their needs evolve," says Anand.

Inheritance: Owning a unit in a senior living community doesn't guarantee it stays usable within the family. You can bequeath the property to your children, but most facilities only allow seniors to reside there. So if your children inherit before they qualify by age, they won't be allowed to move in. Their real options are to rent or sell the property. Selling may not always be simple either because the market for these units is limited to seniors, and it may take time to find a buyer, even with help from facility management.

Family adjustment: Most facilities have an entry age limit, requiring at least one spouse to be 55 (age can vary for different facilities), to purchase or move in as a resident. Most also restrict who can live with residents: adult children, younger spouses or other family members who fall below the community's minimum age generally aren't allowed to stay permanently, even if the resident couple themselves qualify, though rules vary for different projects. This can reduce flexibility in using the property as a multigenerational home and may mean children cannot move in later to provide care. Hence, families should check not just the minimum entry age, but also the rules for spouses, dependent children, long-term guests and caregivers.

riju.mehta@timesofindia.com

Active senior living: Pros & cons

- Gated premises, security staff, CCTV, emergency-response systems offer a high degree of security.
- Basic and emergency medical assistance, and ambulance available 24x7.
- Active social life and interaction with people of same age group.
- Dining, transport, housekeeping, maintenance, repairs taken care of by management.
- More time for recreational activities, hobbies, passions.
- Senior-friendly infrastructure like ramps, grab bars, wider access routes, emergency systems.
- Maintenance charges are typically higher than in a regular housing society.
- Most active living communities are not equipped for assisted living or dementia care that one may need with age.
- Many facilities are in suburbs, and may feel isolated.
- Low liquidity of property due to restricted market for seniors.
- Children unlikely to live in property, rent or sale are usually the only options on offering it.
- Family or children may not be able to live with parents permanently due to age restrictions.

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AI and Financial Planning: Why Human Expertise Still Matters

Business Standard | Q&A with Mr. Ramesh Vishwanathan, CEO, FPSB India

FPSB India featured in Business Standard in a Q&A exploring how artificial intelligence is transforming financial planning and the value that CFP® professionals continue to bring to the advisory process.

The feature highlighted the importance of personalised financial guidance, human judgement and professional expertise in helping individuals navigate complex financial decisions, even as AI-powered tools become increasingly accessible.

KNOW MORE

Business Standard

AI can build your financial plan: What exactly are you paying your CFP for?

As technology takes over data-heavy tasks, veteran professional explains why certified financial planners are irreplaceable



Ramesh Vishwanathan, CEO, FPSB India

Artificial intelligence (AI) has become part of financial planning, with tools capable of analysing information, generating projections, supporting risk profiling and helping professionals handle routine tasks. As its capabilities expand, AI is beginning to take on some of the work traditionally done by financial planners.

But financial planning is just analysing numbers or suggesting where to invest. It also involves understanding a client's goals, family responsibilities, risk tolerance, behaviour and changing circumstances. This raises a bigger question for the profession: as AI becomes capable of doing more of the technical work, where does a human financial planner add value?

The question is particularly relevant as investors use AI tools for financial information and investment decisions. Ramesh Vishwanathan, chief executive officer of FPSB India, the country arm of Financial Planning Standards Board Ltd, tells Amit Kumar in an interview that AI is more likely to transform and augment the role of certified financial planner (CFP) professionals than replace them. Edited excerpts:

Which parts of financial planning can AI safely automate today, and which require human judgement?

AI can be a powerful tool in financial planning, particularly when it comes to processing information, analysing data and improving efficiency. It can assist financial planners in collecting and organising client information, analysing financial data, generating projections, supporting risk profiling and improving client communication.

FPSB's "Impact of AI on Financial Planning Global Research 2025" found that among planners using AI, common applications include client communication, cited by 41 per cent, client data collection by 33 per cent and client risk profiling by 30 per cent.

However, financial planning is about much more than analysing numbers. It is about understanding the person behind those numbers.

For instance, based purely on an individual's income, expenses and financial goals, an AI-enabled tool may indicate that the person has the capacity to invest a certain amount every month. A CFP professional, however, can bring additional context and professional judgement.

Through a deeper understanding of the client's circumstances, the professional may learn that the individual is considering a career change, supporting ageing parents, planning for a child's education or is uncomfortable with the level of risk involved in a particular investment strategy. These personal circumstances, priorities and emotions can significantly influence what may be appropriate.

This is where the human element becomes particularly important.

At FPSB India, we see AI as an important enabler for the financial planning profession. It can help professionals become more efficient, informed and responsive. At the same time, the role of the CFP professional remains critical in bringing together technical expertise, professional judgement, ethical responsibility and a deeper understanding of the client's circumstances to deliver truly personalised advice.

What is the biggest limitation of an AI-generated financial plan that an investor may not realise?

One of the most important limitations is that the quality and relevance of an AI-generated financial plan depend significantly on the information provided to the system, the questions asked and the assumptions on which the analysis is based.

A comprehensive financial plan is much more than a mathematical exercise. Two individuals may have similar incomes, assets and investment horizons, yet require very different financial strategies because their goals, responsibilities, risk tolerance, life circumstances and financial behaviour may differ significantly.

For example, an AI-enabled tool may suggest a higher allocation to equities for a young investor with a long investment horizon. On paper, that may appear appropriate. However, a deeper understanding of the investor may reveal a very low tolerance for market volatility or a tendency to become anxious and make impulsive decisions during market downturns.

These behavioural factors can be just as important as age or investment horizon when determining what may be appropriate.

A CFP professional can bring together the data, the client's broader life circumstances, goals, priorities and behaviour, and apply professional judgement to the overall financial planning process.

Are CFP professionals in India already using generative AI in their work? If yes, what are they using it for and how widespread is adoption?

Yes. AI adoption is already underway in the financial planning profession, and India is part of this broader global shift.

The FPSB's "Impact of AI on Financial Planning Global Research 2025" surveyed 6,206 financial planners across 24 territories, including India. Globally, 64 per cent of financial planners said their firms were already using AI or planned to start within the following 12 months.

Among planners using AI, common applications include client communication, collecting and organising client information, risk profiling, marketing, client onboarding and improving productivity.

The research found that 35 per cent of planners used AI for marketing and promotions, 34 per cent for client onboarding and 33 per cent for productivity and workflow optimisation.

In India as well, we are seeing growing interest in AI-enabled tools among financial planning professionals. Generative AI, in particular, can support routine and time-intensive tasks, such as organising information, preparing initial drafts of communication and improving workflow efficiency.

However, the 64 per cent figure is a global finding and should not be interpreted as India's AI adoption rate.

The larger opportunity is to use technology to help CFP professionals become more productive, allowing them to devote greater attention to understanding clients, building trusted relationships and applying professional judgement.

Could AI encourage investors to confuse an automated investment recommendation with comprehensive financial planning?

That is an important distinction for investors to understand. An automated recommendation can be useful for certain specific decisions. However, comprehensive financial planning is much broader.

It is not simply about choosing investments. It involves looking at an individual's entire financial life and aligning different financial decisions with their personal goals, circumstances and priorities.

A comprehensive financial planning process may include understanding life goals and financial priorities, assessing income, expenses, assets and liabilities, managing financial risks, planning investments, taxes, emergency needs and retirement, and considering wealth protection and transfer where relevant.

It would also consider whether an individual has an adequate emergency fund, sufficient risk protection, upcoming family responsibilities, tax considerations and long-term retirement goals.

The role of a CFP professional is to bring these different elements together and apply professional expertise and judgement to the individual's complete financial situation.

Spending: Future-Proof Your Anxiety

Outlook Money | Expert Insights from Mr. Ramesh Vishwanathan, CEO, FPSB India

Outlook Money featured insights from Mr. Ramesh Vishwanathan on balancing present-day financial needs with long-term financial security. The story explored the relationship between financial anxiety, excessive saving and the challenge of making confident financial decisions.



Outlook MONEY

Spending: Future-Proof Your Anxiety

Being prepared for the future financially makes sense but not at the cost of the present. The trick is to strike the right balance

There is a marked difference between those who may be unsure about reaching their financial goals because of their earnings or other reasons and are, therefore, overly anxious, and those who worry about the future, irrespective of their financial situation or support system. Both are worriers—one due to specific circumstances and the other due to a compulsive mindset, perhaps rooted in the past.

Says Ramesh Vishwanathan, CEO, Financial Planning Standards Board (FPSB) India: "To know if you are being financially prudent or overly restrictive, you should ask yourself, 'What am I saving for?' If you are saving for a reason like building an emergency fund, planning for retirement, or achieving a life goal you are probably making a sensible decision about your money."

The feature reinforced the importance of purposeful, goal-based financial planning that enables individuals to address current priorities while preparing for future financial needs.

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Guarding The Integrity Of The **CFP® Mark**

At FPSB India, maintaining the integrity and reputation of the CERTIFIED FINANCIAL PLANNER® mark is of utmost importance to us. We take this opportunity to remind all our members and stakeholders about the significance of upholding the ethical use of the CFP® mark.

Misusing or misrepresenting the CFP® mark not only undermines its value but also reflects poorly on the entire financial planning community.

We urge all CFP® professionals to diligently follow the guidelines provided by FPSB India when using the CFP® mark in any communication or promotional material. Let us work collectively to preserve the credibility of the

CFP®

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Testimonials

As the Founder of Financial Wisdom, the CFP® Program from FPSB has played a pivotal role in shaping my journey as a financial planning professional and entrepreneur. It has strengthened my ability to look at a client's finances holistically and, most importantly, plan across life goals rather than simply recommending financial products. The program has deepened my understanding of investments, risk management, retirement, taxation, and other key aspects of financial planning. It has helped me build a more structured, ethical, and client-centric approach to advice. CFP® has given me the knowledge, confidence, and credibility to build Financial Wisdom around trust and long-term value creation

★★★★★



Manalee Vernekar CFP®

Founder & CEO at Financial Wisdom

BE A PART OF THE CONVERSATION - FOLLOW US FOR UPDATES, INSIGHTS, AND MORE.