ICOFP INTERNATIONAL COLLEGE OF FINANCIAL PLANNING RULE THE WORLD OF FINANCE
22 YEARS OF ACADEMIC EXCELLENCE
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NEWSLETTER

Relaunches

PGDFP™ Returns Stronger: ICOFP Aligns Its Flagship Program with Tomorrow's BFSI Needs!

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Vani Bajaj
Chief Mentor- ICOFP

Chief Mentor's Desk

Celebrating Strength, Inspiring Change: The Journey of Every Woman.

By- Vani Bajaj, Chief Mentor ICOFP

"Women belong in all places where decisions are being made. It shouldn't be that women are the exception."

– Ruth Bader Ginsburg,
Lawyer and former Associate Justice of the Supreme Court of the United States

Today, as we look back on the journey of Indian women over the 76 years since independence, it is important to pause and assess where we stand, not mere as individuals but as a society.

India, historically a patriarchal society, has long seen men take charge of most key decisions — from business to family matters, and finances. Education brought winds of change, giving countless girls the wings to dream and the freedom to choose their path.

Yet, education and independence are just the beginning. Even today, many educated women step back, taking on the role of homemaker, becoming passive participants in financial decisions, and leaving their dreams quietly aside. Society often takes a woman's work for granted, brushing aside her ambitions and silencing her dissent.

To be fair, India has made improvement. Women in metros today earn salaries equal to their husbands, contribute to home loan EMIs, and support their families wholeheartedly. But somewhere, deep inside, the mindset of guilt still lingers: when spending on a designer lehenga, buying jewellery, or even going for a simple spa day. The inner voice questions, "Do I really need this?" or "Should I invest in my own name when everyone is there to support me?"

There's one particularly alarming gap that needs attention - longevity inequality. On average, women live 5–10 years longer than their husbands. Yet, in most households, retirement planning conversations rarely address what happens after. If husbands don't plan for it, and wives stay silent, we are quietly steering toward a future where financial dependency on children or relatives becomes a harsh reality — a future far from the dreams of the spirited young girl who once dared to aspire.

It's time for women to build their confidence and yes, it starts with small things. Spending without guilt is not indulgence; it's a step toward financial independence.

And the good news? The landscape is changing. Amendments such as the Hindu Succession Act have granted daughters equal rights in ancestral property. A female spouse is also recognized as a Class-I heir in her husband's property, sharing equally with the children.

Mothers are entitled to a share in their son's property as well. With greater access to resources, it's the perfect time for women to step up, take charge, and plan their financial futures wisely.

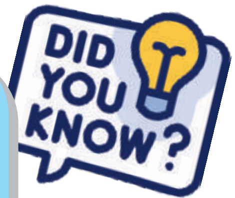
Will this change happen overnight? No. Nor should it. Real change is gradual, constructive, and thoughtful — not divisive. It starts with involvement, not confrontation. Share simple everyday stories about neighbours, friends, or relatives. Financial jargon can wait. The idea is to seek participation = involve mothers, daughters, and sisters equally in conversations that were once reserved for fathers and sons.

As women begin to take part, men will also open up - sharing not just successes but mistakes too. That's when real learning happens. Ask to manage a part of the family's investment portfolio, take a finance course, help your spouse see that two minds working together are better than one. Arguments and disagreements? They are part of growth just like in any workplace.

Let's ignite aspirations. Let's promise ourselves that we will move ahead - one confident step at a time- toward a future where independence, respect, and dignity are not privileges but everyday realities.

After all, you are a star and the world needs your light.

ICOFP runs an exclusive program for women called Fintastic Women. If you, or someone you know, would like to build a strong foundation in financial management and become a better money manager, feel free to contact us at 9871540683.



Trivia: How the World's First Mutual Fund Was Born

Way back in 1774, a Dutch merchant named Adriaan van Ketwich created what is widely considered the world's first mutual fund, Eendragt Maakt Magt, meaning "Unity Makes Strength."At a time when financial markets were struggling with speculation and collapse, Van Ketwich's idea was simple but effective: pool money from different investors, invest cautiously — mainly in government bonds from various countries — and aim for steady, modest returns of around 4% a year.Interestingly, unlike today's mutual funds where returns are often reinvested into the fund to compound over time, this fund paid out its earnings regularly to investors. Any surplus income was not reinvested in the fund but was used to redeem shares — essentially buying back shares from investors, much like redeeming modern-day mutual fund units. This process kept the fund stable and balanced, with a focus on protecting capital rather than chasing rapid growth.More than 250 years later, the principles Van Ketwich established — diversification, professional management, and risk control — still define what a solid investment fund should be. It's a timeless reminder that true investing is about maintaining discipline and taking a long-term view, rather than seeking extraordinary short-term

FPSB India Summit 2.0: Charting the Future of Financial

The International College of Financial Planning (ICOFP) was honored to be part of the FPSB India Summit 2.0, held under the visionary theme *"Empowering the New Bharat through Financial Education, Entrepreneurship, and Employability."*

This landmark event brought together global thought leaders and changemakers in financial services, including the distinguished Mr. Dante De Gori, CFP®, Global CEO of FPSB, on his inaugural visit to India. His presence marked a powerful moment of international collaboration in redefining the future of financial planning.

Mr. De Gori delivered a compelling keynote on the integration of Artificial Intelligence in Finance, emphasizing its potential to enhance, rather than replace, the human advisor. Through an insightful lens, he presented the evolution of the profession—from analog and digital to now intelligent systems—urging professionals to embrace technological fluency while remaining grounded in ethics, empathy, and client trust.

Representing ICOFP at the summit, our Chief Mentor Ms. Vani Bajaj and Dean Ms. Madhu Sinha had insightful conversations with Mr. Dante De Gori, exploring the global evolution of financial planning and the transformative role of technology in advisory services. Their discussions with Mr. Krishan Mishra, CEO of FPSB India, further reaffirmed the rising influence of the CFP® certification in nurturing India's next generation of trusted financial professionals.

ICOFP

The Time-Tested Path to Wealth: The Art of Staying Invested

-By Gopal Balasubramanian- CFP®

Introduction

Imagine starting a monthly investment of ₹100 in 1999 and seeing it grow to ₹1,79,104.76 by 2024. It sounds like a dream, but this is a real example of how disciplined, long-term investing can deliver extraordinary results. While the journey involves navigating market volatility and economic uncertainty, the rewards for patience and strategy are undeniable.

This article explores two key principles of investing—**staying invested for the long term and leveraging index funds**—through a thought experiment based on historical data. Let's delve into how these principles can secure your financial future while outperforming inflation and generating consistent real returns.

Principle #1: Markets Reward Patience Over Time

Staying invested in the markets for 20+ years is one of the most powerful ways to build wealth. While the short term is riddled with volatility, history shows that the markets have consistently rewarded disciplined investors over the long haul.

The challenge lies in ignoring the noise—be it geopolitical tensions, economic .crises, or market crashes. By riding out these storms and trusting in the long-term growth trajectory of the markets, investors can achieve significant returns through the magic of compounding

Principle #2: Index Funds vs. Actively Managed Funds

Many believe they need to pick the next big stock or rely on professional fund managers to outperform the market. However, data reveals that **index funds,** which passively track market indices, often deliver returns comparable to—or even better than—actively managed funds over time.

Index funds are cost-efficient, simple, and reliable, making them an excellent choice for investors seeking consistent, long-term growth with minimal effort.

A Thought Experiment: How Investing ₹100 Became ₹1,79,104.76

To demonstrate the power of long-term investing, let's examine a portfolio that started with monthly of ₹100 in 1999. Historical data from ***NSE, NASDAQ, RBI,*** and commodity markets was used to model the investment, which was strategically diversified across asset classes.

Portfolio Allocation (1999):

75% in NSE (Indian Equity Index): For high-growth potential driven by India's economic expansion.

· **10% in NASDAQ100 (Global Equities):** Adding international exposure to balance risk.

· 5% each in Gold, Silver, and Fixed Deposits: Ensuring stability and diversification.

Breaking Down the Performance

1. **Nifty 50 (Indian Equities):**

   CAGR: 13.11%

   Indian equities served as the portfolio's growth engine, benefiting from economic growth and increasing investor participation.

2. **NASDAQ100 (Global Equities):**

   CAGR: 7.14%

   While more volatile, international exposure reduced dependence on domestic markets and enhanced diversification.

3. **Gold and Silver (Precious Metals):**

   Gold CAGR: 11.70%

   Silver CAGR: 10.35%

   Precious metals provided a hedge against inflation and market turbulence, proving their value during economic uncertainties.

4. **Fixed Deposits:**

   CAGR: 7.64%

   Offered safety and stability, acting as a cushion against market downturns.

Overall Portfolio CAGR:

The portfolio achieved a remarkable CAGR of 12.32%, showcasing the strength of diversification and long-term commitment. This is above the **6.19% inflation rate,** providing robust real returns.

Lessons from History: Markets Always Recover

From 1999 to 2024, the portfolio weathered numerous challenges, including:

- **2001**: The 9/11 attacks caused global market disruptions.
- **2007-2009:** The global financial crisis led to widespread volatility.
- **2020-2022**: The Covid-19 pandemic triggered massive sell-offs, yet markets rebounded.

Despite these events, the long-term trend remained upward. This reinforces the idea that market downturns are temporary, and recovery is inevitable for those who stay invested.

Why Long-Term Investing Works

Start Early: The earlier you invest, the longer your money has to compound, exponentially increasing returns.
Stay Invested: Temporary downturns are inevitable, but patience leads to recovery and growth.
Diversify: Balancing equities, precious metals, and fixed income reduces risk and ensures stability.
Think Decades, Not Years: Short-term fluctuations matter less when your focus is on long-term goals.

Conclusion: The Future Belongs to Patient Investors

This thought experiment highlights the incredible potential of long-term investing. By starting early, staying disciplined, and diversifying smartly, you can grow even a modest investment into a substantial corpus.The next 25 years will undoubtedly bring new challenges—technological disruptions, economic shifts, and market volatility. However, history shows that markets adapt and thrive, rewarding those who remain committed to their investment strategy.Your journey toward financial freedom begins today. Invest wisely, think long-term, and watch your wealth grow beyond expectations.

Specialized Investment Funds: A New Asset Avenue for Modern Indian Investors

In an exciting move to bridge the gap between traditional mutual funds and portfolio management services (PMS), SEBI has introduced Specialized Investment Funds (SIFs). These funds cater to investors who have outgrown conventional mutual funds and are looking for more flexibility, without the steep entry requirements typically seen in PMS.SIFs combine the structure and regulatory oversight of mutual funds with the flexibility and strategic depth traditionally offered by more exclusive investment solutions. Investors can access a range of differentiated strategies, such as long-short equity, sector rotations, tactical asset allocation, and exposure to emerging sectors like private equity, real estate, and technology — all within a transparent and compliant framework.The structures of SIFs vary, offering open-ended, close-ended, or interval-based options to suit an investor's liquidity needs. One of the key features of SIFs is the minimum investment amount, which starts at Rs 10 lakh, aggregated across strategies within the same Asset Management Company (AMC). This minimum investment ensures that SIFs are accessible to a broader range of investors, providing the flexibility to tailor portfolios without the high entry barriers typically associated with PMS. It also reflects the fund's aim to offer a more personalized, yet structured investment experience, bridging the gap between conventional mutual funds and more customized solutions.The fund's governance, disclosure norms, risk-banding, and tax treatment are all closely aligned with mutual fund regulations, ensuring clarity and accountability.Designed for informed investors who are comfortable navigating dynamic strategies and who have a medium- to long-term investment horizon, SIFs provide an agile, personalized portfolio solution. For those seeking a more tailored investment experience without the complexity of PMS, SIFs present a timely evolution in India's investment landscape.

International College of Financial Planning Relaunches its Flagship Post Graduate Diploma in Financial Planning (PGDFP™)

Shaping future leaders for India's financial ecosystem

The International College of Financial Planning (ICOFP), a pioneer with 23 years of legacy, proudly re-launches its flagship Post Graduate Diploma in Financial Planning (PGDFP™). Approved by the Government and industry-recognized, PGDFP™ prepares future-ready professionals for wealth management, investment advisory, and financial entrepreneurship.

Backed by Bajaj Capital's expertise, the program blends academic rigor with real-world exposure, offering 11 premier certifications - including CFP® and 8 SEBI-mandated NISM credentials, and specialized modules.

What sets the PGDFP™ apart:

- · Future-Focused Curriculum: Specialized modules in Master Wealth Management with AI and Analytics, Blockchain for Finance Professionals, Digital Assets, ESG Finance, and Stock Market Dynamics to navigate both traditional and emerging financial markets.
- Entrepreneurial Leadership: Hands-on learning through Capstone Projects, business plan development, and live investor evaluations, focusing on building scalable and sustainable ventures.
- Industry-Aligned Program: Designed to meet financial industry demands, making graduates job-ready in just 11 months for immediate impact.
- Behavioral Mastery: Integrated training in Neuro-Linguistic Programming (NLP) and Client Psychology to foster strong client relationships and trust..

"Financial professionals today must do more than manage assets; they must inspire client confidence, deliver sustainable growth, and anticipate future industry shifts," said Ms. Vani Bajaj, Chief Mentor, ICOFP. The PGDFP™ program has been reimagined to create leaders who are not just career-ready but future-ready.

Graduates of the PGDFP™ program shall be positioned to take on stellar roles across private banking, wealth management, investment advisory, and entrepreneurial ventures, at a time when India's financial sector is reshaping its global footprint.

With a proud legacy of creating financial leaders and a future-focused curriculum aligned with global best practices, ICOFP's PGDFP™ stands as the definitive choice for aspiring financial leaders.

Click here to download the brochure

Enroll now or refer a friend - CALL US NOW

Join our PGDFP™ program to become future-ready. Call now to connect with our counselors and take the first step towards becoming a

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The Learning Ledger

Bridging the Gap: The Cognitive Pitfalls of Novice Investors and Students

-By Rishi Narang, Academic Head - ICOFP

In today's world, where information is available bountiful but true understanding is rare, both novice investors and students often fall into the same cognitive trap i.e. they overestimate their abilities. This psychological tendency, known as the **Dunning-Kruger effect**, causes individuals with limited experience to believe they know far more than they actually do. Whether in investing or academics, this overconfidence can lead to some dearly mistakes and missed opportunities.

The Danger of Overconfidence in Novice Investors

For beginners in the financial markets, the promise of quick gains is incredibly tempting. With easy access to trading apps and an overwhelming amount of free market advice on social media, many new investors dive in without a solid understanding. They often rely on trends, influencers, or gut feelings rather than sound financial principles. This overconfidence, driven by **confirmation bias**—where people seek out information that supports their pre-existing beliefs will mostly result in poor decision-making.

History provides numerous examples of this phenomenon. Many investors who rode the wave of tech stocks during the dot-com bubble, cryptocurrency surges in recent years, or the recent bull-market in India failed to recognize the risks, ultimately suffering heavy losses. The lesson here is clear: successful investing requires patience, research, and the willingness to admit what one doesn't know all. A structured approach, including continuous learning, careful risk management, and seeking guidance from experienced professionals like Certified Financial Planners, is essential.

The Parallel Struggles of Students in High-Stakes Exams

Similar cognitive biases affect students preparing for professional examinations like the CFP®. Many assume that reading textbooks or reviewing notes is sufficient for subject mastery, only to find themselves unprepared when faced with the real exam. This illusion of knowledge is bound to collapse under the pressure of an actual exam setting. The best way to combat this issue is through active engagement and mock exams—a method proven to enhance retention and performance.

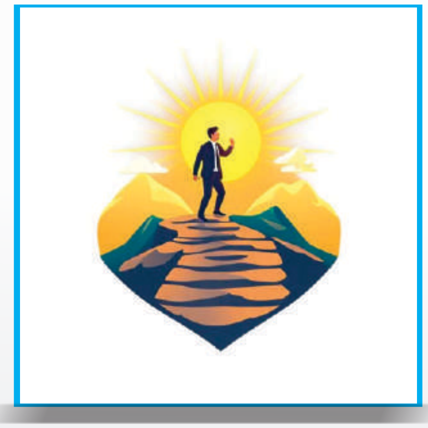
Many times, candidates ask us: **"How do I find out if I am prepared or not?"** The answer is simple, through rigorous self-testing and structured mock exams. Only by facing real exam-like conditions can students accurately gauge their strengths and weaknesses.

This also raises an important question: **Why do we request students for milestone quizzes, which very few attempt, when in reality, everyone should?** These interim assessments are not mere formalities; they serve as crucial checkpoints, identifying gaps in understanding and reinforcing key concepts before the D-Day. Those who engage with this process early and consistently are far better positioned for success than those who procrastinate or avoid them altogether. This is exactly similar to our experience on training more than 10,000 students.

The Role of Discipline, Self-Reflection, and Continuous Learning

Whether in investments or academics, success is not achieved consistently through mere guesswork or overconfidence but through a disciplined approach. Both investors and students must cultivate intellectual humility i.e. the ability to recognize limits of their knowledge and take steps to improve. Learning should be seen as a continuous process over one's life, not a one-time effort.

As Charles Darwin wisely observed, **"Ignorance more frequently begets confidence than does knowledge."** The key to avoiding this trap lies in structured preparation, regular self-assessment, and an openness to learning from experience. Whether building financial expertise or seeking academic excellence, those who engage in consistent practice and testing their skills will always have a competitive edge in any field..

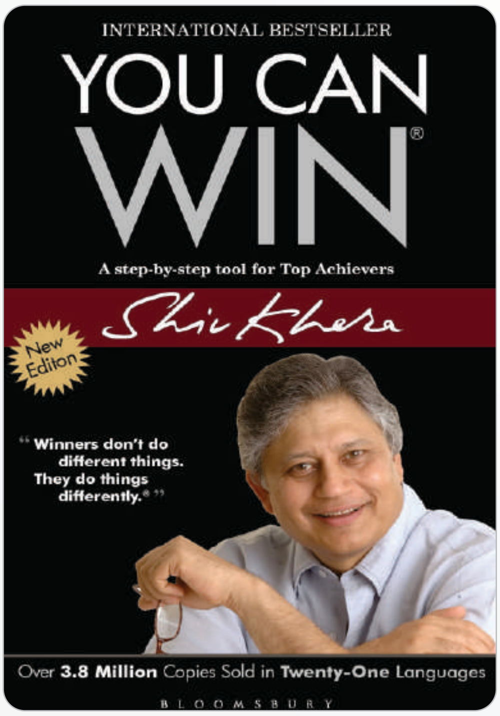


Read & Succeed

Book Review: You Can Win

- By Shiv Khera

You Can Win by Shiv Khera offers a comprehensive guide to achieving personal success, centered around the powerful idea that winners do not necessarily do different things, but they do things differently. The book's core message is the importance of cultivating a positive attitude and applying a holistic approach to life.



Khera emphasizes that success is not just about excelling in one area but about achieving balance in all aspects of life. The author asserts that the challenges we face in our personal lives affect our professional lives and vice versa. Thus, to lead a fulfilling life, we must manage both spheres with a mindful, integrated approach.

One of the key concepts in the book is the **"Triple Es"** of attitude—**environment, experience, and education**—which Khera believes shape our outlook on life. He discusses how early attitudes formed in childhood can have a lasting impact, but reassures readers that attitudes can be changed at any stage with effort and commitment. To build a positive attitude, Khera suggests awareness, desire, and discipline to implement the right principles.

The book also touches upon the role of education, not just in academic terms, but in terms of learning self-discipline, listening, and continuous self-improvement. Knowledge, Khera argues, is only potential power; true power comes when knowledge is applied effectively. Furthermore, he introduces the concept of the 5Cs—**Character, Commitment, Conviction, Courtesy, and Courage**—as foundational elements for success, irrespective of formal education.

Through the chapters, Khera explores vital personal qualities that contribute to success, including motivation, self-esteem, interpersonal skills, and goal-setting. He emphasizes that real success is about mastering one's own habits and mindset and encourages readers to set clear, actionable goals with a plan for achieving them.

In conclusion, Shiv Khera's *You Can Win* is a motivating and practical read for anyone looking to improve their attitude and life. It is especially useful for those seeking structured advice on personal growth, building relationships, and achieving long-term success.

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