Financial Planner

Help people plan retirement, taxes, insurance and savings. Licences to sell, a credential to advise.

TYPICAL PAY **$75,000** a year, full time	PAY RANGE **$50k to $152k** starting to experienced	TIME TO QUALIFY **4 to 7 years** after high school
DEMAND **Moderate** job outlook	LICENCE NEEDED **Yes** regulated job	WHERE YOU WORK **Banks, credit unions, planning firms, self-employed**

How you get there

1. **High school** — Grades 11 and 12
   Math, business, accounting, and anything with presenting. You will explain money to nervous people for a living.
2. **Bachelor's degree** — 4 years
   Business, commerce, economics or finance. Job Bank says a degree is usually required, and FP Canada (the national certification body) expects post-secondary education for its top credential.
3. **Get licensed to sell** — A few months
   A mutual funds course and the LLQP (Life Licence Qualification Program) for insurance. Usually done in your first months on the job.
4. **QAFP (Qualified Associate Financial Planner)** — 1 to 2 years
   FP Canada's entry credential: coursework, an exam and about a year of experience.
5. **CFP (Certified Financial Planner)** — About 3 years
   The full credential: more coursework, a national exam and about 3 years of qualifying work experience.

Pros and cons

+ You see the direct effect of your work on people's lives
+ Income keeps growing as your client list grows
+ Flexible hours once established

– Early years on commission can be very lean
– Sales targets, especially at banks
– Evening and weekend meetings

Good to know

A third of planners are over 50

Job Bank counted about 118,800 financial planners in Canada in 2023, and 33% were aged 50 and over. Retirements will open a lot of seats, and many retiring planners sell their client list to a younger one.

Two levels of credential

FP Canada (the national certification body) runs the QAFP (Qualified Associate Financial Planner) as the entry credential and the CFP (Certified Financial Planner) as the full one. Both need education, an e...

Optional boosts

CFP (Certified Financial Planner). CIM (Chartered Investment Manager). CLU (Chartered Life Underwriter). CPA (Chartered Professional Accountant).

Where these numbers come from

Job Bank: Financial planner, wages (updated Nov 2025)
Job Bank: Financial planner, employment requirements
FP Canada: CFP and QAFP certification
Job Bank: Financial planner, outlook

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: https://career.help/ca/careers/financial-planner

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