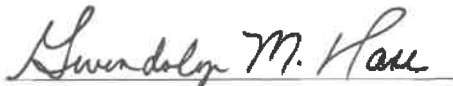




ARTICULATION AGREEMENT

AGREEMENT FOR TRANSFER OF CREDIT(S) BETWEEN THE AMERICAN COLLEGE OF FINANCIAL SERVICES AND STATE FARM MUTUAL AUTOMOBILE INSURANCE COMPANY

EFFECTIVE CALENDAR YEAR 2024-2025 (Renewed Annually)



Gwen Hall, Ph.D.  
Executive Vice President and Provost

05/15/2024

Date



State Farm Representative  
Position

5/21/2024

Date



R. William Jacobs II, MHR, M.Ed., LSSGB  
Registrar and Assistant Provost

05/15/2024

Date

State Farm Representative  
Position

Date



**ARTICULATION AGREEMENT**

**AGREEMENT**

This particular transfer of credit articulation agreement will partner the State Farm Mutual Automobile Insurance Company and The American College of Financial Service’s (TAC) in the completion of the State Farm Wealth Academy program, including all program components and issuing of a completion certificate to lead to the equivalent of three (3) undergraduate college credit hours at TAC in the form of WMCP 360.

The credit transfer policy for TAC School courses permits a student who completed comparable courses at a domestically accredited college or university, financial entity, or in TAC’s Solomon Huebner School, to apply for transfers of credit into certain Huebner School programs.

State Farm Mutual Automobile Insurance Company and TAC wish to facilitate the transfer of students who complete training at State Farm Mutual Automobile Insurance Company to a designation program at TAC. This Agreement is intended to clarify the terms and conditions of transfer for students.

State Farm Mutual Automobile Insurance Company and TAC hereby agree as follows:

State Farm Mutual Automobile Insurance Company and TAC agree to cooperate by communicating with each other and with their common and respective publics concerning this established relationship.

**TAC may provide a list of students that have indicated they have completed the State Farm Wealth Academy to State Farm at any time, and State Farm shall confirm such completion.**

State Farm Mutual Automobile Insurance Company and TAC agree to communicate any curriculum changes or policies, which affect the agreed-upon relationship as soon as it is reasonably possible. These changes must be submitted in writing and signed by both parties.

Responsibility for communication related to the agreement will be given to the Vice Provost, Dr. Christina Dryden, ([Christina.Dryden@TheAmericanCollege.Edu](mailto:Christina.Dryden@TheAmericanCollege.Edu)) and or her designee, the Registrar and Assistant Provost, Will Jacobs ([Will.Jacobs@TheAmericanCollege.edu](mailto:Will.Jacobs@TheAmericanCollege.edu)).

This Agreement, with respect to accreditation for completed courses, supersedes the entire agreement between the parties, and all prior discussions, negotiations, and understandings, either oral or in writing, are hereby merged. This Agreement supersedes any previous Agreement. The invalidity or unenforceability of any provision of this Agreement shall not affect the validity or enforceability of any other provision of this Agreement, which shall be in full force and effect.

State Farm Mutual Automobile Insurance Company Program	The American College of Financial Services Equivalent
State Farm Wealth Academy	WMCP 360

The American College of Financial Services’ Credit Recognition Requirement(s):



**ARTICULATION AGREEMENT**

<p>The student must have completed the State Farm program within seven (7) years prior to the date of application. Completion more than seven (7) years prior to the date of this application is ineligible for recognition and/or transfer of credit.</p>	<p>The student must completion all elements of the State Farm Wealth Academy for requested credit recognition/transfer. A certificate of completion will be recognized as successful completion of the program in this Agreement.</p>
<p>The student must be matriculated with The American College of Financial Services in order to apply for recognition/transfer of credit.</p>	<p>The student must provide the Registrar at The American College of Financial Services with proof of completion of the State Farm Wealth Academy in the form of an official Certificate of Completion document from State Farm Mutual Automobile Insurance Company.</p>

TAC's Course Title	The American College's Course Description and Learning Objectives (LOs)	State Farm Mutual Automobile Insurance Company Wealth Academy LOs	Credit Hours	TAC Course Description & Link to LO's *
<p><i>WMCP 360 - Introduction to Goal-Based Planning</i></p>	<p>WMCP 360 is the first of three courses in the WMCP® designation program. This course provides an introduction to goal-based wealth management. The course provides theoretical framework guided by the life-cycle model of optimal investing, borrowing, and protection. Students will learn the essentials of implementing a goal-based plan by evaluating a client's financial information, developing communication skills, recognizing how behavioral finance impacts client decisions, understanding the economic environment and financial regulation and recognizing and overcoming ethical challenges.</p> <ul style="list-style-type: none"> <li>• Evaluate the role of wealth over a lifetime.</li> <li>• Examine investing within a life cycle framework.</li> </ul>	<ul style="list-style-type: none"> <li>• Investing 101</li> <li>• Cash Position Strategies</li> <li>• How-to videos</li> <li>• Saving for Retirement</li> <li>• How to choose a retirement portfolio</li> <li>• Choice and Trust: Build Better Client Relationships with LifePath</li> <li>• Retirement Simplified</li> <li>• The Psychology of Investing</li> <li>• Accumulation Phase</li> <li>• Retirement Prospect Case Study</li> <li>• Goal Based Investing in Action</li> <li>• American Funds: Retirement Redefined</li> <li>• The Risk of Loss (accumulation vs. Distribution)</li> <li>• Longevity Risk</li> <li>• Guaranteeing a Portion of Your Income - Lifetime Income Annuity</li> <li>• Living Benefits and Life Insurance Positioning the Portfolio</li> <li>• Solving for Inflation</li> <li>• How to plan for the cost of long-term care in retirement</li> </ul>	<p>3</p>	<p><a href="#">Wealth Management Certified Professional® Program   The American College of Financial Services</a></p>



### ARTICULATION AGREEMENT

	<ul style="list-style-type: none"> <li>• Assess the value of a goals-based approach to investing.</li> <li>• Analyze the impact of the economic environment on financial markets.</li> <li>• Evaluate strategies for effective client communication.</li> <li>• Describe ethical practices and financial regulation.</li> </ul>	<ul style="list-style-type: none"> <li>• Vanguard: Overcoming the insecurity around Social Security</li> <li>• "Helping Customers Approach Retirement</li> <li>• Vanguard: Maximizing your Social Security benefits (MPC name)"</li> <li>• Case Study</li> <li>• How to Explain What you Do - Holistic Advisor</li> <li>• Managing the Hard Conversation</li> <li>• Introducing the State Farm Model Portfolios</li> <li>• Brokerage vs Advisory</li> </ul>		
--	---	---	--	--

#### GENERAL CREDIT RECOGNITION & ARTICULATION PROVISIONS

- A. The Parties understand that this Agreement does not guarantee admission into any program at TAC. Verified completers of the State Farm Wealth Academy program must meet all applicable admission requirements at TAC to matriculate and be eligible for credit recognition.
- B. The College and State Farm Mutual Automobile Insurance Company will maintain curricular and course equivalency information.
- C. Material changes in the State Farm Wealth Academy content or program or changes in WMCP 360 or changes to credit requirements are to be communicated in advance to the corresponding Parties.
- D. TAC will review State Farm Wealth Academy content, learning objectives, and assessments annually and determine if said changes or modifications shall require a written amendment to this Agreement.
- E. This Agreement is not a third-party beneficiary contract and confers no rights upon any students or employees of the Parties.
- F. The Parties will share data including total numbers for the transfer of credit applications and total number of official transcript requests from Parchment. No dashboards will be created for external monitoring, and all aggregated reports will be snapshots.

#### PRIOR LEARNING ASSESSMENT FEE

TAC has agreed to waive its Prior Learning Assessment (PLA) fee of \$250.00 for WMCP 360.

#### Final Outcome of State Farm Wealth Academy:

The learning objectives, content, and assessments have been evaluated by Dr. Michael Finke using TAC's prior learning assessment (PLA) process. Given the alignment to WMCP 360, it was determined that the State Farm Wealth Academy exceeds the PLA 75% match threshold and that students who complete the full State Farm Wealth Academy have successfully earned the equivalent of WMCP 360.



## ARTICULATION AGREEMENT

Disclaimer: Both SF/Wealth Academy and The College have the right to modify, amend or terminate this Articulation Agreement upon reasonable written notice to the other. If substantial modifications are made, each party agrees to notify the other and either party is free to amend this agreement as necessary.

END AGREEMENT (V.2\_wj\_2024)