



CIM® Work Experience Guidelines

The CIM requires 2 years of relevant work experience in investment management. These guidelines are provided to help potential designees to evaluate their work experience.

REQUIREMENTS

At least 50% of your role must be involved in one of the following:

- Applying **any** aspect of the investment decision making process as it relates to securities; or
- Supervising **any** aspect of the investment decision making process as it relates to securities; or
- Teaching **any** aspect of the investment decision making process.

Elements of the investment decision-making process:

- Utilize economic, industry, company, technical or statistical analysis to evaluate the quality of an investment opportunity.
- Establish investment mandates and strategic asset allocation for clients.
- Construct a portfolio of securities for clients consistent with a stated investment mandate and asset allocation.
- Appraise and report on a client securities and/or portfolio's performance.
- Present the benefits, risks and potential rewards of an investment opportunity involving securities to potential clients or other stakeholders.

Types of Securities

Includes but is not limited to:

Stocks, bonds, money market, derivatives, commodities, mutual funds, managed products, structured products, securitized products, annuities.

Job Titles

If 50% of the job relates to the above description, examples of job titles that would typically qualify include but are not limited to:

- Investment Advisor
- Portfolio manager
- Investment Analyst
- Corporate finance officer
- Equity, fixed income or derivatives trader
- Investor relations
- Instructor

Examples of jobs that typically would not qualify include, but are not limited to:

- Self-investor
- Investment Representative (discount broker)
- Personal banking officer
- Life Insurance Agent