



**Retail Banking**

	E	F	CSF - COMPLIANCE	CSF - GENERAL SUBJECTS	CSF - INSURANCE OF PERSONS	CSF - GROUP INSURANCE OF PERSONS	CSF - GROUP SAVINGS PLAN BROKERAGE	CSF - SCHOLARSHIP PLANS BROKERAGE	IQPF - SFPA	IQPF - SC	IQPF - SC-FP
Anti Money Laundering & Terrorist Financing for Banking Professionals	*	*	3								
Economics	*			90							
Ethical Practice in the Financial Service Industry	*	*	10							10	
Personal Financial Services Advice (PFSA)	*	*	10	20	10	10	10				
Preparing for Retirement (PFR)	*	*					4		4		
Privacy: Personal information Protection Federal	*	*	3								

**Financial Planning and Insurance**

Accounting	*			90							
Behavioural Finance - Get Inside Your Client's Mind	*	*					9				
Benefits at Retirement	*	*					3		3		
Business Succession Planning	*	*		4					4		
Estate Planning	*	*			3						
Financial Management at Your Client's Retirement	*	*					3		3		
Financial Planning for Businesses - Quebec	*	*	10	50	10	10	10				
Financial Planning for Snowbirds	*	*		5					5		
Financial Planning I (FP I)	*	*	10	20	10	10	10				
Financial Planning II (FP II)	*	*	10	20	10	10	10				
Fundamentals of Financial Planning (FOFP)	*	*	3	10	10		10				
Fundamentals of Personal Finance	*	*	10	50	10	10	10				
Individual Pension Plans	*	*					3		3		
Insurance and Retirement - Quebec	*	*		60	10	10	10				
Investment and Tax Planning - Quebec	*	*		60	10	10	10				
Investment and Taxation Fundamentals - Quebec	*	*		60	10	10	10				
Legal and Ethical Aspects of Financial Planning	*	*	10	50	10	10	10				
LLQP Insurance Course (Canada, Common Law or Civil Code)	*	*	10	10			4		15	5	
Planned Charitable Giving (PCG)	*	*		3					3		
Risk Management and Estate Planning - Quebec	*	*		60	10	10	10				
Social Media Compliance Guidelines (SMC)	*	*	3							3	

**Investment Management and Trading**

Anti Money Laundering & Terrorist Financing for Securities Professionals	*	*	3							3	
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Canadian Securities Course (CSC)	*	*	E1 - 5		E2-10		E1 - 55 E2 - 50		E1 - 15 E2 - 15	E1 - 5	
Commodities as Investment	*						30				
Conduct and Practices Handbook (CPH)	*	*	60						15	5	
Covered Call Writing	*	*					3		3		
Derivatives Fundamentals and Options Licencing Course (DFOL)	*	*	10	10			10		15	5	
Derivatives Fundamentals Course (DFC)	*	*					60				
Enhanced Suitability for IIROC Advisors	*	*	3							3	
ETFs: Evolution and Emerging Trends	*	*					3		3		
ETFs for Mutual Fund Representatives	*		3				7				
Financial Markets - Risk Management Course (FRM)	*	*					60				
Futures Licensing Course (FLC)	*	*					60				
Hedge Fund Essentials for Today's Financial Professionals	*	*					9		9		
How Mutual Funds and Hedge Funds Use Derivatives	*	*					6				
Investment Funds in Canada (IFC)	*	*	10	10			25		15	5	
Investment Management Techniques (IMT)	*	*	E1-10 E2 - 10		E1 - 10 E2 - 10		E1 - 40 E2 - 40		15	5	
Investment Strategies for Retirees (IPR)	*	*					10		10		
Options Licensing Course (OLC)	*	*					60				
Options Strategies Course (OSTC)	*	*					60				
Portfolio Management Techniques (PMT)	*	*	5		10		45		15	5	
Portfolio Theory, Asset Allocation & Performance Measurement	*	*					3		3		
Principal-Protected Notes	*	*					6		6		
Responsible Investment: Trends and Opportunities (RITO)	*	*					3		3		
The Crude Oil Market - Industry Overview and Investment Options (TCOM)	*	*					3		3		
The Gold Market - An Industry Overview and Investment Options (TGM)	*	*					3		3		
The Natural Gas Market (TNG)	*	*					3		3		
Understanding High-Frequency Trading (UHFT)	*	*					3		3		
Understanding Private Equity	*	*		5					5		
Understanding TFSA's	*	*					3		3		

**Wealth Management and Private Banking**

A Guide to International Investing	*						3				
Advanced Estate Planning and Trust Strategies (AETS)	*		2	10	1				15		
Advanced Investment Strategies (AIS)	*	*		10	10		10		15		
Advanced Retirement Management Strategies (ARMS)	*		10	10	10	8	10		15	5	
Executive Compensation	*	*		3					3		
Identifying a Private Client's Corporate Banking Needs (ICCB)	*	*		3					3		
Strategic Wealth 360	*				10		20				
Wealth Management Essentials (WME)	*	*	10		10		40		25	5	

**Business Banking**

Building Relationships with Small Business Clients (BRSB)	*	*	2	10							
Delivering Small Business Solutions (DSBS)	*	*		10							
Small Business Lending (SBLC)	*	*		10							
Small Business Operations and Financial Analysis (SBOF)	*	*		10							
Understanding the Small Business Environment (USBE)	*	*	2	10							

**Management, Supervision and Compliance**

Applied Investment Dealer Compliance	*		9							9	
Branch Compliance Officer's Course	*	*	10	10			10		2	5	
Branch Manager's Course (BMC)	*	*	60								
Best Execution for Investment Representatives	*	*		5					1	4	



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Bringing New Issues to Market (BNIM)	*	*	2	3						5	
Canadian Commodity Supervisors Exam (CCSE)	*	*	30				30				
Canadian OTC Derivatives Market Reform (CDMR)	*	*	2	1							
CE Ethics Course, Retail Version	*	*	12								
Cybersecurity (CCS)	*	*	3							3	
Dealer Capital Requirements: What You Should Know	*	*		3						2	
Dealing with Seniors	*	*		3						3	
Effective Management Seminar	*	*	10	10							
Enhancing Client Relationships – CRM Phase 2	*	*	3							3	
Financial Services Industry: Business Drivers and Challenges (FSDC)	*	*	5	5	1	1	9		15	5	
Insider Trading: Regulations and Prevention	*	*	3							3	
Managed Accounts: Compliance Issues and Considerations (MAS)	*	*		3						2	
Managing Compensation Related Conflicts of Interest	*	*	5							5	
Options Supervisors Course (OPSC)	*	*	30				30				
Partners, Directors and Senior Officers Course (PDO)	*	*	30	30					15	5	
Private Placements and Prospectus-Exempt Securities (PPP)	*	*		3					2		
Role of the Gatekeeper	*	*		3						3	
Understanding Investment Dealer Business Units	*	*		4			2		6		

Notice: While CSI makes every effort to ensure that the information on this chart is correct and up-to-date, course accreditation may be subject to change at any time due to content updating and/or accrediting organization assessment requirements.

<sup>3</sup> We've submitted this course to the regulator for approval and are currently waiting for notification of course acceptance and confirmation of CE credits.