



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
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**Retail Banking**

Anti Money Laundering & Terrorist Financing for Banking Professionals	*	*	3							
Economics	*			90						
Personal Financial Services Advice	*	*	10	20	10	10	10			
Privacy: Personal information Protection Federal	*	*	3							
Working with Aging Clients: Best Practices and Compliance Guidance	*	*	3							

**Financial Planning and Insurance**

Accounting	*			90						
Behavioural Finance - Get Inside Your Client's Mind	*	*					9			
Estate Planning	*	*			3					
Financial Planning for Businesses - Quebec	*	*	10	50	10	10	10			
Financial Planning for Snowbirds	*	*		4			1	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			
Risk Management and Estate Planning - Quebec	*	*		60	10	10	10			

**Investment Management and Trading**

Anti Money Laundering & Terrorist Financing for Securities Professionals	*	*	3							3
Canadian Securities Course (CSC)	*	*	E1 - 5		E2-10		E1 - 55 E2 - 50	E1 - 25 E2 - 30	E2	E1 - 5
Commodities as Investment	*						30			
Conduct and Practices Handbook (CPH)	*	*	60					15		5
Covered Call Writing	*	*					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 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	25		5
Investment Management Techniques (IMT)	*	*	E1-10 E2 - 10		E1 - 10 E2 - 10		E1 - 40 E2 - 40	25		5
Know Your Product	*	*	3							3
Knowing the Investor	*	*	5							5
Options Licensing Course (OLC)	*	*					60			
Options Strategies Course (OSTC)	*	*					60			
Portfolio Management Techniques (PMT)	*	*	5		10		45	25		5
Portfolio Theory, Asset Allocation & Performance Measurement	*	*					3	3		
Principal-Protected Notes	*	*					6	6		
Socially Responsible Investing	*	*					3			
Technical Analysis Course (TAC)	*	*					60			
Understanding TFSA's	*	*					3	3		

**Wealth Management and Private Banking**

A Guide to International Investing	*						3			
Advanced Estate Planning and Trust Strategies (AETS)	*			10	10		10			
Advanced Investment Strategies (AIS)	*	*		10	10		10	30		
Advanced Retirement and Estate Planning Strategies (ARES)	*			10	10		10			
Advanced Retirement Management Strategies (ARMS)	*		10	10	10	10	10			
International Taxation for Canadians (ITC)	*			9				9		
Strategic Wealth 360	*				10		20			
Wealth Management Essentials (WME)	*	*	10		10		40	25		5

**Business Banking**

Building Relationships with Small Business Clients (BRBS)	*		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		28
Branch Manager's Course (BMC)	*	*	60							
Bringing New Issues to Market (BNIM)	*	*	3							
Canadian Commodity Supervisors Exam (CCSE)	*	*	30				30			
Canadian OTC Derivatives Market Reform (CDMR)	*	*	3							
CE Ethics Course, Retail Version	*	*	12							
Conflicts of Interest (COI)	*	*	3							3
Consequences of Non-Compliance in the Securities Industry - 2013	*	*	3							3
Corporate Governance	*	*	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			5
Insider Trading: Regulations and Prevention	*	*	3							3
Investor Confidence - 2010	*	*	3							3
Options Supervisors Course (OPSC)	*	*	30				30			



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Partners, Directors and Senior Officers Course (PDO)	*	*	30	30					25	5	
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.

Updated JULY 2017