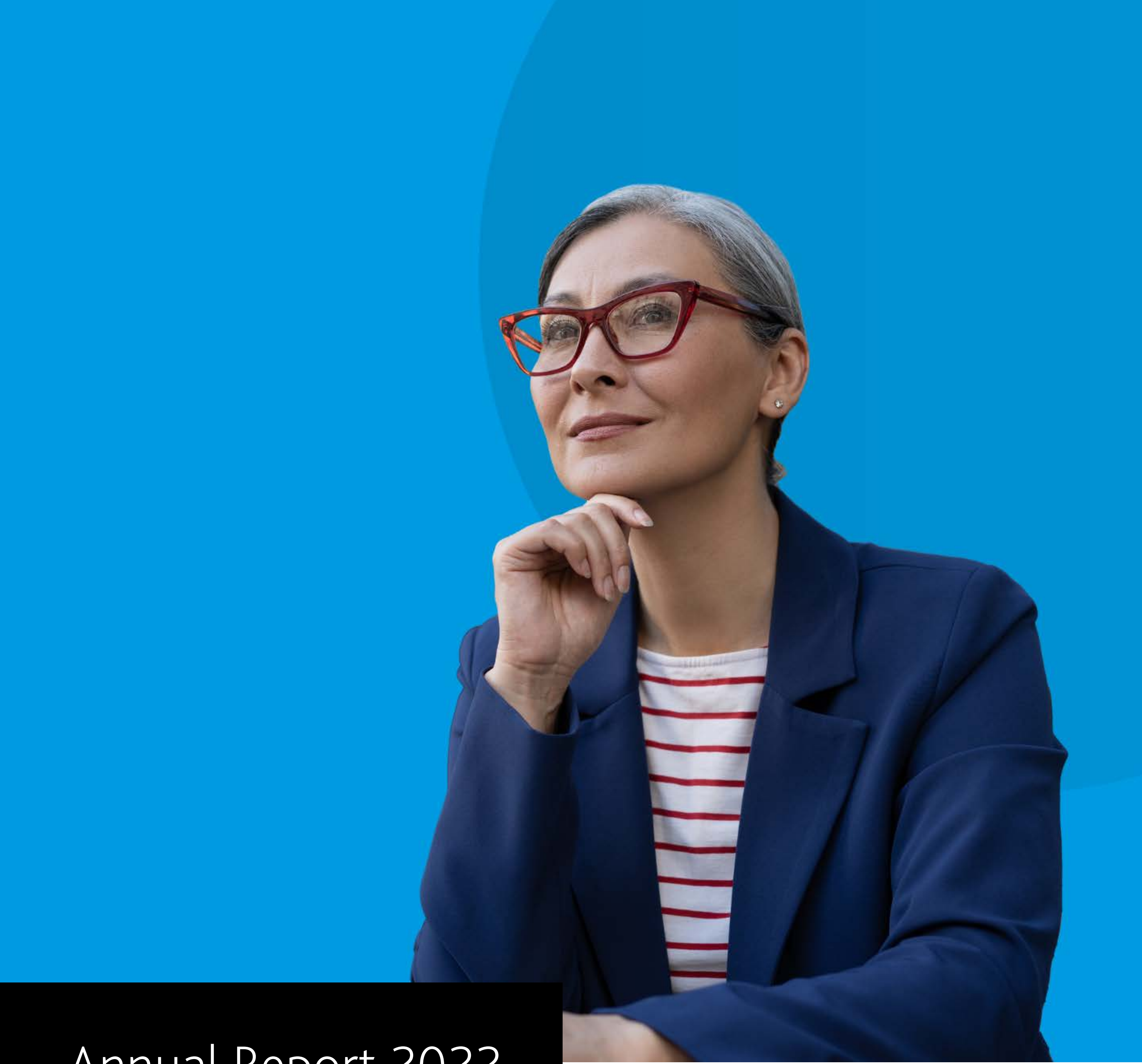
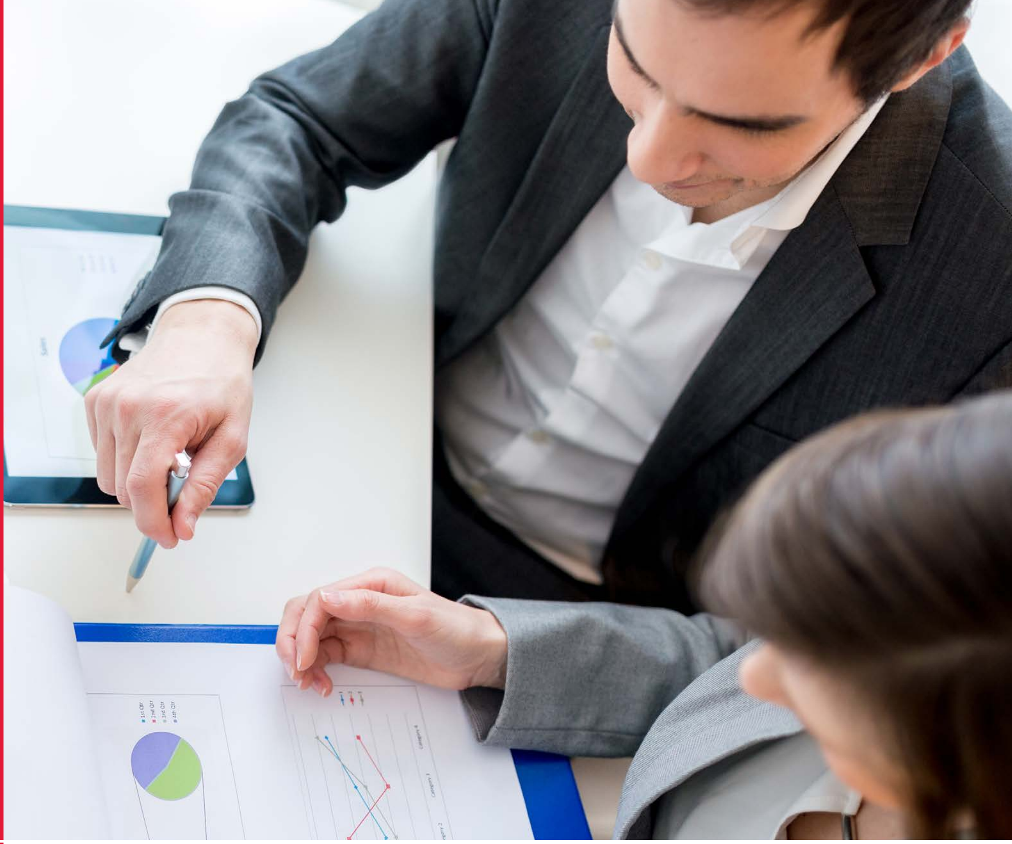


Annual Report 2022

Canadian Securities Institute
A Moody's Analytics Company

FCSI
FELLOW OF CSI



What is covered

ABOUT CSI

Canadian Securities Institute has been setting the standard of excellence for over 50 years. We have trained over 500,000 global professionals making us the preferred partner for individuals, financial institutions, and regulators on an international scale. Our certifications give financial services professionals a strategic career advantage.

The Fellow of CSI (FCSI®) is the pinnacle financial services credential and the highest honour in Canadian financial services. It is reserved for an exclusive group of financial professionals who demonstrate unparalleled leadership, integrity, commitment, and dedication to their clients and across financial services at large.

OVERVIEW OF FCSI® HOLDERS

Fellowship holders in good standing as of December 31, 2022: 3,219

To be represented as an active FCSI® in good standing, fellowship holders are required to renew their fellowship annually. Fellowship holders are also required to maintain their fellowship by continuing their education, adhering to the FCSI® Code of Ethics, and committing to the terms of using the FCSI® trademark.

New Fellowship Holders in 2022: 85

New fellowship holders have completed an approved learning path, followed by a certification examination, and have relevant work experience.

FCSI® AWARENESS ACTIVITIES

Financial Literacy Month Campaign

In 2022 we launched the new *Your Future* campaign for Financial Literacy Month. Our goal was to help Canadians achieve greater financial resilience and prosperity while navigating the evolving financial landscape with confidence. We built awareness of the FCSI® fellowship and its value to the financial services community, and through a series of expert-led webinars, we highlighted the significant role played by professionals and FCSI® fellowship holders – keeping Canadians informed so they can make the best decisions for their financial future. Aligned with the Financial Consumer Agency of Canada's (FCAC) motto, *Managing Your Money in a Changing World*, we partnered with Canada's leading financial institutions to provide free resources to the Canadian public.

Webinar topics included:

» Navigating Rising Interest Rates & Inflation

» A Newcomer's Guide to Personal Finance & Getting Job Ready

» Improving Client Outcomes: The Role of Behavioral Finance

» Decoding Wealth Transfer for Millennials & Gen-Z

FCSI® fellowship holders played a pivotal role in selecting topics and creating and presenting impactful content. The webinars had a combined attendance of over 980 people, including FCSI® fellowship holders and candidates, their clients, and the general investing public.

Visit our website to watch the webinar replays.

Annual FCSI® Graduation Celebration

In November 2022, CSI held a virtual graduation celebration to honour and recognize the achievements of new FCSI® and other CSI designation holders between October 1, 2021, and September 30, 2022. Marie Muldowney, Managing Director at CSI, presided over the virtual celebration with guest speaker Greg Zdzienicki, Client Portfolio Manager, Equities at CIBC Asset Management.

The guest speaker addressed how empathy and emotional intelligence are crucial to becoming a trusted advisor, along with the importance of recognizing different client backgrounds and experiences. They also presented awards of excellence to students who scored the highest marks, ranging upwards of 85%, in the Advanced Investment Strategies (AIS) exam, the Investment Management Techniques (IMT®) exam, and the Portfolio Management Techniques (PMT®) exam.

More than 200 people registered for the graduation celebration, and the virtual live event was very well received by 50 attendees. View the graduating class of 2021-2022.

MEMBER BENEFIT ACTIVITIES

Continuing Education Benefits

We offer Continuing Education (CE) courses that span retail banking, financial planning and insurance, investment management and trading, wealth management and private banking, practice management, supervision, and compliance. Additionally, most of our licensing, advanced and mini-courses, as well as webinars are CIRO-accredited and are recognized throughout the financial services industry. Upon completion, learners earn CE credits that can be applied towards their registration, designation, and professional association requirements. We have further introduced tools that make it convenient for learners to track, manage and fulfill their CE requirements.

Continuing Education (CE) Finder Tool

Our CE Finder Tool helps FCSI® holders explore our latest Professional Development, Ethics and Compliance Continuing Education courses for FCSI® fellowship and other credentials. This tool allows users to filter and select courses based on their individual requirements.

Explore the CE Finder Tool.

Webinars for FCSI® Holders on Latest Topics

To help CSI fellowship holders stay current on industry trends and confidently advise their clients, we conducted webinars on the latest, industry-relevant topics throughout 2022. Although the webinars targeted CSI designation holders and candidates, they were also open to their clients and the general investing public.

In the '**Canadian Consumer Credit Outlook**' webinar, Brendan LaCerda, Associate Director - Senior Economist at Moody's Analytics and David Fieldhouse, Director - Consumer Credit Analytics at Moody's Analytics, spoke to the current and emerging trends in Canadian household credit conditions based on data from Equifax. They also discussed the impacts of the COVID-19 pandemic and the Russia-Ukraine military conflict to answer why inflation is top of mind for consumers and policymakers. The webinar had 678 registrations and 305 attendees.

With rising inflation in Canada, Bruce Monus continued the conversation by focusing on helping advisors in the '**Investing During Inflation: What Advisors Need to Know**' webinar. The session, with 1535 registrations and 534 attendees, explored how financial advisors should adjust their clients' portfolios to protect them against the devastating effects of inflation.

In the '**Professional Incorporation of Advisors or Directed Commissions: Is there a difference and should you care?**' webinar, Sean Shore, Securities, Compliance and Regulatory Counsel, Canadian Compliance & Regulatory Law, and Phillip Ackers, Principal and Founder at Lakeshore Performance Limited, discussed the topic of allowing advisors to incorporate in Canada's financial services industry as the Canadian Securities Administrators (CSA) decision to consolidate IIROC and MFDA into a new, single self-regulatory organization (SRO) by the end of 2022. 726 registered for the webinar, and 552 people attended.

Members of the Financial Services Regulatory Authority of Ontario (FSRA), Dan Miles, Director of Corporate Communications, Andrea Foy, Senior Manager- Market Conduct Policy, and Wendy Horrobin, Head, Licensing and Risk Assessment, hosted a discussion in the '**Financial Professionals Title Protection in Ontario – All You Need to Know**' webinar about the new Financial Professionals Title Protection Rule effective in Ontario and what it means for financial professionals and their practice. 138 people registered, and 100 attended to learn more about title regulation directly from FSRA.

In the '**Crafting a Robust Succession Plan for your Practice: An Advisors' Guide**' webinar, Phillip Ackers, Principal and Founder at Lakeshore Performance Limited, and Melanie E. Russell, Founder and President at Kalex Valuations Inc., discussed how advisors could plan for retirement and succession effectively. The webinar had 439 registrations and 217 attendees. Visit our CSI Live Page to view the webinar replays.

Host A Webinar with Us

If you are interested in becoming a speaker and conducting a webinar with CSI, please fill out the Speaker Application Form, and a CSI representative will contact you. Before you apply, please review our CSI Podium Speaker Policy. Visit CSI Podium to learn more.

FCSI® Benefits Campaign

FCSI® holders enjoy exclusive benefits to elevate their financial advisory practice and professional development. The list of benefits is available on the FCSI® website. To inform new FCSI® holders, we set up informational email notifications describing how fellowship holders can make the best of these benefits. FCSI® holder benefits include:

- Get listed in CSI's FCSI® Directory, which helps clients find you and verify your credentials.
- Earn the right to use the FCSI® trademark fellowship letters in marketing materials to promote your credentials.
- Access to online resources and customizable marketing materials through the FCSI® Member Portal to help you promote yourself, your fellowship, educate your clients about the FCSI® and build your practice.
- Enjoy free access to all webinars designed for financial advisors on the latest industry trends and topics through CSI Live. Opportunity to conduct your own webinar through CSI Podium.
- Access to the member's only FCSI® networking group on LinkedIn.
- Benefit from national advertising campaigns that create awareness of the FCSI® designation, including opportunities to be featured.

FCSI® ADVISORY COUNCIL

The FCSI® Advisory Council's mandate is to shape and elevate the FCSI® fellowship (and the interests of the FCSI® community) to the financial services industry and the public. The Council consists of 10 - 12 financial professionals from across Canada who have a vested interest in the success of the FCSI® fellowship. Members sit on the Council for a 3-year term, with the potential to renew.

Designation Ethics Committee

We have a separate ethics committee for our fellowship and designations that is responsible for handling complaints against an FCSI® holder in the rare event that they arise.

FCSI® Advisory Council Members

CHAIR

James Campbell, Dipl. B., CFP®, FMA, CIM®, DMS, MBA, CGAP, FCSI®, CIWM
Independent Investment Solutions / Independent Insurance Solutions

COUNCIL

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