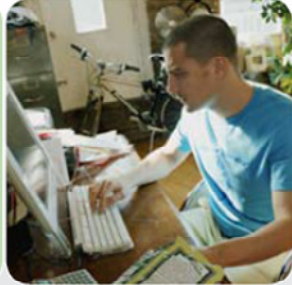


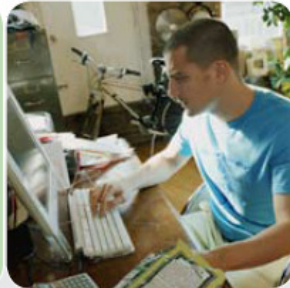
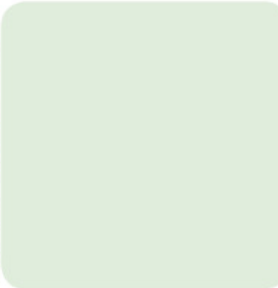
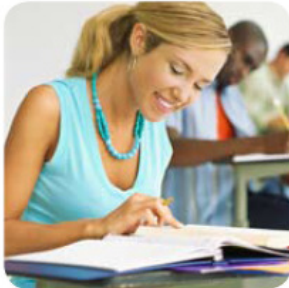


Advocis Education Programs: *in the best interests of financial planners and advisors – and their clients.*





Advocis Education Programs: *in the best interests of financial planners and advisors – and their clients.*



About Advocis

The Financial Advisors Association of Canada

Advocis, The Financial Advisors Association of Canada, is the oldest and largest voluntary professional membership association of financial advisors, financial planners and other financial services practitioners in Canada. With approximately 10,000 members organized in 42 chapters across Canada, Advocis members serve the financial interests of millions of Canadians. Moreover, Advocis—and its predecessor associations—has proudly served Canadian financial services professionals, their clients, and the nation for over 100 years.

Advocis is committed to professionalism among financial advisors, financial planners and financial services practitioners. Our members adhere to an established professional Code of Conduct, uphold standards of best practice, participate in ongoing continuing education programs, maintain appropriate levels of professional liability insurance, and are committed to putting their clients' interests first. They do so by providing a full range of financial advice and planning services, including estate and retirement planning, wealth management and transfer, risk management, and tax planning.

As a respected and valued stakeholder in the regulatory arena, Advocis works with governments and regulators at all levels and aggressively pursues its members' interests through a variety of advocacy initiatives. As well, the Conference of Advanced Life Underwriters (CALU) safeguards advisors' interests at the federal level.

Through comprehensive professional support and advocacy, Advocis is the home and voice of Canada's financial advisors, planners and practitioners.

For more information about Advocis, visit www.advocis.ca, or call 1-800-563-5822.

Advocis Education Programs

A Commitment to Competency-Based Learning

As a financial services practitioner, you must be well-versed in many areas, including insurance, tax, estate, family and corporate law; accounting; investment and securities regulations; complex policy contracts; compliance and regulatory requirements; technological developments; and health care risk management. That one should keep up with change is a given, an accepted part of one's daily routine, and setting aside time to upgrade one's skills is just good business.

In the recent economic meltdown, the financial literacy of the Canadian consumer has come under intense scrutiny, both from regulators and from the general public. There is increasing focus on the importance of having a knowledgeable financial services practitioner to provide advice and planning guidance. Fortunately, the provision of sound financial planning has always been of paramount importance to Advocis. We will continue to provide top-flight education programs tailored to financial service practitioners.

As you review our education programs, two things will become immediately clear:

- 1) All learning objectives are designed to provide competency-based learning for financial services practitioners.
- 2) We offer our programs in multiple formats: online, self-study, and facilitated seminars in 42 chapters across Canada.

This approach to learning is deliberate and has always generated excellent results. Knowledge drives both professional and personal growth. Education is a lifelong investment, both in oneself and in one's clients. As it demonstrates a dedication to one's profession and to those whom one serves, it should not be taken lightly.

Have a look at what Advocis education programs have to offer and consider registering today!

Advocis Education Resources

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Advocis / Foran Life License Qualification Program

LLQP Full

Learning objective	To understand the products and services relevant to the life insurance marketplace	
Format	Self-study: Paper-based Module 1: Financial & Industry Overview Module 2: Life Insurance Product Module 3: Accident and Sickness Insurance (Disability Insurance) Module 4: Group Insurance Module 5: Underwriting, Issue and Claims Module 6: Professional Standards Module 7: Common Law, Contracts Law and Life insurance Module 8: Investment Products Other Than Life Insurance Module 9: Fundamentals of Insurance Investments (Segregated Funds) Module 10: Retirement Module 11: Taxation Module 12: Needs Analysis (Planning)	
Completion requirements	Passing mark is 60% overall. <u>Paper-based evaluation:</u> Final proctored exam (100% of overall mark)	
Last updated	2011	
Professional development confirmation	115 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council)	
Target audience	New entrants into financial services industry	
Registration fee	Members	\$495 (plus applicable taxes)
	Non-members	\$495 (plus applicable taxes)
Includes	✓ 2-Volume Study Guide ✓ First exam attempt	

LLQP Accident & Sickness

Learning objective	To understand the products and services relevant to the accident and sickness insurance marketplace	
Format	Self-study: Paper-based Module 1: Financial & Industry Overview; Module 3: Accident & Sickness Insurance (Disability Insurance); Module 4: Group Insurance; Module 5: Underwriting, Issue and Claims; Compliance; Contracts.	
Completion requirements	Passing mark is 60% overall. <u>Paper-based evaluation:</u> Final proctored exam (100% of overall mark)	
Last updated	2011	
Professional development confirmation	34 Study Hours (Advocis) 15 Accident and Sickness (Alberta Insurance Council)	
Target audience	New entrants in the financial services industry	
Registration fee	Members	\$395.00 (plus applicable taxes)
	Non-members	\$395.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ First exam attempt 	

Advocis Programs Supporting Designations

A: CCH / Advocis Education Program Leading to CFP® Certification

CFP 231 - Financial Planning Fundamentals

Learning objective	To understand the concepts and applications associated with financial calculations, the analysis of financial statements, the basic concepts of contracting and family law and government sponsored benefit programs.	
Format	Self-study: Computer-base tests Module 1: Time Value of Money Fundamentals Module 2: Financial Statements & Analysis Module 3: Legal Fundamentals & Family Law Module 4: Government Sponsored Benefit Programs	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 4 online module tests (40% of overall mark) <li style="text-align: center;">and • Final online exam (60% of overall mark) 	
Last updated	2010	
Professional development confirmation	38 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDUs in Sector #1 (Quebec)	
Target audience	Financial Services Practitioners (3-5 years)	
Registration fee	Members	\$450.00 (plus applicable taxes)
	Non-members	\$525.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ FP Solutions CD ✓ One Source Financial Library CD 	

CFP 232 - Contemporary Practices in Financial Planning

Learning objective	<ul style="list-style-type: none"> • To identify, analyze, interpret and evaluate tax situations using in-depth knowledge of income tax terminology and general tax concepts including types of income and deductions, non-refundable tax credits and clawback provisions. • To understand, explain and apply extensive applications relative to the concept of capital gains including types of property, adjusted cost base, deemed dispositions, recapture of CCA and terminal loss rules; • Identify, explain and apply an in-depth knowledge of different forms of organizations including a sole proprietorship, partnership and corporation. • To understand, identify, analyze, interpret, synthesize and evaluate CFP ethical and professional considerations in financial planning, the concepts and principles for consumer protection and applications of the six-step Financial Planning Process. 				
Format	<p>Self-study: Computer-based tests Module 5: Taxation – Level I Module 6: Taxation – Level II Module 7: Professional Standards & Financial Industry Module 8: Organizational Structures</p>				
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 4 online module tests (40% of overall mark) <li style="text-align: center;">and • Final online exam (60% of overall mark) 				
Last updated	2010				
Professional development confirmation	<p>47 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDUs in Sector #1 (Quebec)</p>				
Target audience	Financial Services Practitioners (3-5 years)				
Prerequisite	CFP 231 - Financial Planning Fundamentals				
Registration fee	<table border="0"> <tr> <td style="border-bottom: 1px solid black;">Members</td> <td>\$450.00 (plus applicable taxes)</td> </tr> <tr> <td>Non-members</td> <td>\$525.00 (plus applicable taxes)</td> </tr> </table>	Members	\$450.00 (plus applicable taxes)	Non-members	\$525.00 (plus applicable taxes)
Members	\$450.00 (plus applicable taxes)				
Non-members	\$525.00 (plus applicable taxes)				
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ FP Solutions CD ✓ One Source Financial Library CD ✓ First exam attempt 				

CFP 233 - Comprehensive Practices in Risk & Retirement Planning

Learning objective	To understand the products, issues and practices of managing risk; consider aspects of retirement planning and the application of various retirement plan vehicles to meet retirement planning objectives	
Format	Self-study: Computer-based test Module 9: Risk Management – Fundamentals, P&C, Other Module 10: Risk Management – Life & Disability Insurance Module 11: Registered Pension Plans Module 12: Registered Retirement Savings Plans Module 13: Retirement Income & Other Compensation Module 14: Retirement Planning	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 6 online module tests (40% of overall mark) <li style="text-align: center;">and • Final online exam (60% of overall mark) 	
Last updated	2010	
Professional development confirmation	56 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDU's (15 in sector #1 and 15 in sector #2) (Quebec)	
Target audience	Financial Services Practitioners (3-5 years)	
Prerequisites	CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning	
Registration fee	Members	\$450.00 (plus applicable taxes)
	Non-members	\$525.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ FP Solutions CD ✓ One Source Financial Library CD ✓ First exam attempt 	

CFP 234 - Wealth Management and Estate Planning

Learning objective	To understand the fundamentals important to the topics of economics and investing as they relate to key areas of financial planning; examine a broad array of investment products and explores the subject of personal financial management; consider estate planning fundamentals, concepts and applications to the financial planning process.	
Format	Self-study: Computer-based tests Module 15: Economics & Investments - Fundamentals Module 16: Investments - Products Module 17: Investment Planning Module 18: Financial Management Module 19: Estate Planning	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 5 online module tests (40% of overall mark) • and • Final online exam (60% of overall mark) 	
Last updated	2010	
Professional development confirmation	55 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDU's in sector #1 (Quebec)	
Target audience	Financial Services Practitioners (3-5 years)	
Prerequisites	CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning CFP 233 - Comprehensive Practices in Risk & Retirement Planning	
Registration fee	Member	\$450.00 (plus applicable taxes)
	Non-members	\$525.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ FP Solutions CD ✓ One Source Financial Library CD ✓ First exam attempt 	

CFP 245 - CCH/Advocis FPSC Approved Capstone Course

CFP Education Program

Learning objective

- The course begins with an overview of the financial planning industry, recent developments in the CFP professional standards and the Code of Ethics and Practice Standards.
- The second module focuses on the six financial planning components (financial, asset and risk management, and tax, retirement and estate planning). The third module discusses the CFP Professional Competency Profile (Competency Profile), the structure of the CFP examination and exam writing techniques. The final module allows the student to apply and practice what they have learned during the course using case studies and multiple-choice questions to assess the student's comprehension of the technical and professional competencies.
- The course is required for anyone registering for the FPSC's Financial Planning Exam 2 (FPE2).

Format	Self-study				
Completion requirements	Submission of a Financial Plan Participation in an online ethics discussion forum Completion of four online multiple-choice tests				
Last updated	2009				
Professional development confirmation	65 Study Hours (Advocis)				
Target audience	Financial Services Practitioners (3-5 years)				
Prerequisites	CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning CFP 233 - Comprehensive Practices in Risk & Retirement Planning and CFP 234 - Wealth Management and Estate Planning with a passing mark of 60%				
Registration fee	<table border="1"> <tr> <td>Members</td> <td>\$644.00 (plus applicable taxes)</td> </tr> <tr> <td>Non-members</td> <td>\$844.00 (plus applicable taxes)</td> </tr> </table>	Members	\$644.00 (plus applicable taxes)	Non-members	\$844.00 (plus applicable taxes)
Members	\$644.00 (plus applicable taxes)				
Non-members	\$844.00 (plus applicable taxes)				
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ FPSC case study package 				

NOTE: This section replaces Course 230W – Review Exam and CFP – Case Study Examination.B: CLU® Designation Program

B: Program Supporting CLU® Designation

CLU 235 - Advanced Taxation

Learning objective	To determine the applicability of wealth protection and transfer tax planning considerations using a strong understanding of Canadian Income Tax rules and an appreciation of international tax rules and a practical integrated framework to assist clients in tax planning around wealth preservation and succession planning.	
Format	Paper-based/Computer-based	
Completion requirements	Passing mark is 60% overall for both formats. <u>Online evaluation:</u> <ul style="list-style-type: none">• Completion of 4 online module tests (40% of overall mark) and• Final online exam (60% of overall mark)	
Last updated	2010	
Professional development confirmation	137 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDUs in sector #1 (Quebec)	
Target audience	Financial Services Practitioners	
Prerequisites	CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning CFP 233 - Comprehensive Practices in Risk & Retirement Planning and CFP 234 - Wealth Management and Estate Planning with a passing mark of 60% or Obtain CFP® certification	
Registration Fee	Members	\$560.00 (plus applicable taxes)
	Non-members	\$794.00 (plus applicable taxes)
Includes	✓ Study Guide ✓ First exam attempt	
Additional materials	<ul style="list-style-type: none">• Tax Guide for Investment Advisors, John R. Mott, 2010 Edition (\$52.00 plus applicable taxes)• Canadian Taxation of Life Insurance, Joel T. Cuperfain, Florence Marino, Fourth Edition, 2010 (\$104.00 plus applicable taxes)	

CLU 236 - Law

Learning objective	To determine the applicability of legal considerations, using a strong knowledge of Canadian, federal and provincial laws and regulations to advise and develop estate and wealth transfer plans for clients, including business owners.	
Format	Self-study: Computer-based tests	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 4 online module tests (40% of overall mark) <li style="text-align: center;">and • Final online exam (60% of overall mark) 	
Last updated	2011	
Professional development confirmation	45 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDUs (25 sector #1 & 5 sector #5) (Quebec)	
Target audience	Financial Services Practitioner	
Prerequisites	CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning CFP 233 - Comprehensive Practices in Risk & Retirement Planning and CFP 234 - Wealth Management and Estate Planning with a passing mark of 60% <p style="text-align: center;">or</p> <ul style="list-style-type: none"> • Obtain the CFP® certification <li style="text-align: center;">and • CLU 235 - Advanced Taxation 	
Registration Fee	Members	\$560.00 (plus applicable taxes)
	Non-members	\$794.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ First exam attempt 	
Additional materials	<ul style="list-style-type: none"> • Legal Fundamentals for Insurance and Financial Advisors, 2010 Edition <ul style="list-style-type: none"> Members: \$74.95 (plus applicable taxes) Non-members : \$99.95 (plus applicable taxes) 	

CLU 237 - Applied Estate Planning

Learning objective	To determine the applicability of wealth protection and transfer considerations using a strong understanding of estates, wills, trusts, corporate structures and insurance planning and a practical integrated framework to assist clients in estate planning.	
Format	Self-study: Paper-based exam, online tests	
Completion requirements	Passing mark is 60% overall. <u>Paper-based evaluation:</u> <ul style="list-style-type: none"> • Completion of 4 online module tests (40% of overall mark) <li style="text-align: center;">and • Final proctored exam (60% of overall mark) 	
Last updated	2007	
Professional development confirmation	77 Study Hours (Advocis) 30 Life and Accident & Sickness (Alberta Insurance Council) 30 PDUs in sector #2 (Quebec)	
Target audience	Financial Services Practitioners	
Prerequisites	Completion of: CFP 231 - Financial Planning Fundamentals CFP 232 - Contemporary Practices in Financial Planning CFP 233 - Comprehensive Practices in Risk & Retirement Planning CFP 234 - Wealth Management and Estate Planning with a passing mark of 60% <div style="text-align: center;">or</div> <ul style="list-style-type: none"> • Obtain CFP® certification <li style="text-align: center;">and • CLU 235 - Advance Taxation • CLU 236 - Law, with a passing mark of 60% 	
Registration Fee	Members	\$560.00 (plus applicable taxes)
	Non-members	\$794.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ First Exam Attempt 	
Additional materials	Planning for Business Owners and Professionals (2005 edition) \$59.95 (plus applicable taxes)	

C: Program Supporting The Certified Health Insurance Specialist (CHS) Designation

CHS 303 - Disability Income Insurance, Individual and Group

Learning objective	To understand the purpose and applications of living benefits specifically disability income insurance; consider the marketing, selling, product design and pricing, underwriting and claims of these products in addressing client needs.	
Format	Self-study: Computer-based tests	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> Completion of 3 online module tests (40% of overall mark); and Final online exam (60% of overall mark) 	
Last updated	2011	
Professional development confirmation	76 Study Hours (Advocis) 30 Accident & Sickness (Alberta Insurance Council) 60 PDUs (30 sector #1/ 10 sector #2/ 10 sector #3 / 10 sector #5) (Quebec)	
Target audience	Financial advisors and planners who wish to specialize in the living benefits market.	
Registration fee	Members	\$395.00 (plus applicable taxes)
	Non-members	\$595.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ First exam attempt 	
Additional materials	<ul style="list-style-type: none"> Disability Insurance and Other Living Benefits, Jacqueline Figas, 2nd edition (2009) \$59.95 (plus applicable taxes) 	

CHS 504 - Critical Illness, Long-Term Care and Group Benefits

Learning objective	To understand the purpose and applications of living benefits including critical illness long-term care insurance and group insurance; consider the marketing, selling, product design and pricing, underwriting and claims of these products in addressing client needs.	
Format	Self-study: Computer-based tests	
Completion requirements	<p>Passing mark is 60% overall for both formats.</p> <p><u>Online evaluation:</u></p> <ul style="list-style-type: none"> • Completion of 4 online module tests (40% of overall mark); <li style="text-align: center;">and • Final online exam (60% of overall mark) 	
Last updated	2011	
Professional development confirmation	89 Study Hours (Advocis) 30 Accident & Sickness (Alberta Insurance Council) 60 PDUs (30 sector #1/ 10 sector #5/ 10 sector #2/ 10 sector #3) (Quebec)	
Target audience	Financial advisors and planners who wish to specialize in the living benefits market.	
Registration fee (includes reg S&H)	Members	\$395.00 (plus applicable taxes)
	Non-members	\$595.00 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Study Guide ✓ First exam attempt 	
Additional materials	<ul style="list-style-type: none"> • The Aging Client and Long-Term Care, Jacqueline Figas, 2nd Edition (2009) (\$69.95 plus applicable taxes) • Canadian Group Insurance Benefits, Ashim Khemani (\$69.95 plus applicable taxes) 	

CHS Elective: One of the following

- CFP 232 – Contemporary Practices in Financial Planning (see page 9)
- CFP 233 – Comprehensive Practices in Risk & Retirement Planning (see page 10)
- CFP 234 – Wealth Management and Estate Planning (see page 11)

NOTE: The CHS designation launched on June 1, 2011, replaces the RHU as The Institute's flagship living benefits designation

Advocis CE Programs Delivered by Advocis Chapters

A: Update 2011 – Financial Advisors and Planners Professional Review: Seminar

Available to members and non-members. Check with your local chapter for applicable registration fees.

Update 2011 – Seminar

Learning objective	To consider important wealth preservation and wealth transfer initiatives for business owners and families that Financial Advisors (CFP and CLU Professionals) in broad practice can explore with their clients
Format	A full-day facilitated session with videotaped interviews of experts discussing defined learning areas, plus five case-based exercises that will be introduced for discussion following each interview.
Completion requirements	Attendance
Last updated	2011
CE Credits	6.5 CE credits (The Institute) 6.5 Life and 6.5 Accident & Sickness credits (Alberta Insurance Council) 6.5 Life and 6.5 Accident & Sickness credits (Manitoba Insurance Council) 6.5 Life and 6.5 Accident & Sickness credits (Insurance Councils of Saskatchewan) 6.5 Professional Development credits (CECAP, CE Cycle 4) 6 PDUs (2 sector #2), (2sector #1), (2 sector #5) (Quebec)
Target audience	Experienced financial advisors & planners who have developed their professional practices through years of experience and ongoing education.

Update 2011 – Self-study

Learning objective	To consider important wealth preservation and wealth transfer initiatives for business owners and families that Financial Advisors (CFP and CLU Professionals) in broad practice can explore with their clients
Format	A focused self-study session available until March 31, 2013. Successful completion of the quiz is required to earn CE credits.
Completion requirements	Self-study segment and online quiz
Last updated	2011
CE Credits	6.5 CE credits (The Institute) 6.5 Life and 6.5 Accident & Sickness credits (Alberta Insurance Council) 6.5 Life and 6.5 Accident & Sickness credits (Manitoba Insurance Council) 6.5 Life and 6.5 Accident & Sickness credits (Insurance Councils of Saskatchewan) 6.5 Professional Development credits (CECAP, CE Cycle 4) 6 PDUs (2 sector #2), (2sector #1), (2 sector #5) (Quebec)
Target audience	Experienced financial advisors and planners who have developed their professional practices through years of experience and ongoing education.

NOTE: This replaces the 2010 Update.

B: Best Practices CE Sessions

Best Practices Session #1 Engagement Process - Assessment & Evaluation

Learning objective	To learn how to engage in an effective discovery process prior to considering a business relationship.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance
Last updated	2005
CE Credits	0.5 CE credits (The Institute) 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices Session #2 Engagement Process - The Engagement Letter

Learning objective	To learn how to construct and position the engagement letter positively, for the purpose of clarifying and managing the mutual expectations that will define the ongoing relationship.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance
Last updated	2005
CE Credits	0.5 CE credits (The Institute) 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices Session #3 Engagement Process - Managing Expectations

Learning objective	To better understand the relationship between client satisfaction and managing expectations.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance

Last updated	2005
CE Credits	0.5 CE credits (The Institute) 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices Session #7 Client Data & Clarifying Current Position

Learning objective	To learn how to effectively engage clients in discussions that uncovers pertinent and critical facts relative to their situation, in preparation for identification of their objectives.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance
Last updated	2005
CE Credits	0.5 CE credits (The Institute) 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices Session #8 Recommendations, Implementation & Plan Review

Learning objective	To better understand the collaborative process involved when making recommendations, obtaining consensus on implementation, and how the action plan is the engine to the outcome.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance
Last updated	2005
CE Credits	0.5 CE credits 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices Session #10 Uses of Technology

Learning objective	To better understand how to effectively integrate technology, identify the risks that come with technology as well as the practice benefits.
Format	Facilitated 30-minute presentation
Completion requirements	Attendance
Last updated	2005
CE Credits	0.5 CE credit (The Institute) 0.5 Life (Alberta Insurance Council)
Target audience	Financial advisors and planners

Best Practices CE Session: Protect Your Practice

Learning objective	To better understand Errors & Omissions protection and how to implement best practice process to protect against the risk of claims.
Format	Facilitated Seminar (1/2 day)
Completion requirements	Attendance
Last updated	November 2010
CE Credits	3 CE credits (The Institute) 3 Life and Accident & Sickness (Alberta Insurance Council) 3 Compliance (CECAP, CE Cycle 4) 3 PDUs in sector #5 (Quebec)
Target audience	Financial advisors and planners

Best Practices CE Session: Uncomplicating Compliance - Part I: Seminar

Learning objective	To better understand how regulatory requirements can positively impact practice profitability.
Format	90-minute facilitated seminar
Completion requirements	Attendance
Last updated	March 2008
CE Credits	1.5 CE credits (The Institute) 1.5 Life and Accident & Sickness (Alberta Insurance Council) 1.5 Life and 1.5 Accident & Sickness credits (Manitoba Insurance Council) 1 PDU in sector #5 (Quebec) 1.5 Compliance (CECAP, CE Cycle 4)
Target audience	Financial advisors and planners

Best Practices CE Session: Uncomplicating Compliance - Part II: Self-study

Learning objective	To better understand how regulatory requirements can positively impact practice profitability.
Format	Online self-study and (60 minutes) evaluation
Completion requirements	Self-study segment and online quiz
Last updated	March 2008
CE Credits	1 CE credit (The Institute) 1 Life and Accident & Sickness (Alberta Insurance Council) 1.5 Life and 1.5 Accident & Sickness credits (Manitoba Insurance Council) 1 PDU in sector #5 (Quebec) 1 Compliance (CECAP, CE Cycle 4)
Target audience	Financial advisors and planners
Prerequisites	Best Practices CE Session: Uncomplicating Compliance – Part I: Seminar

Advocis Continuing Education Online Learning

Available free of charge to **members only**.

Advocis Ethics Online Course

Learning objective	The Online Ethics Presentation takes you through an overview of the principles of the Code of Professional Conduct, the value of the Code to consumers, Advocis members and the industry.
Format	Online
Completion requirements	Quiz
Last updated	2007
CE Credits	1 CE credit (The Institute) 1 Life and Accident & Sickness (Alberta Insurance Council) 1 PDU in sector #5 (Quebec)
Target audience	Financial advisors and planners (members only)

Anti-Money Laundering and Anti-Terrorist Financing

Learning objective	This online module takes you through an introduction and overview of money laundering and terrorist financing.
Format	Online
Completion requirements	Quiz
Last updated	2007
CE Credits	1 CE credit (The Institute) 1 Life and Accident & Sickness (Alberta Insurance Council) 1 PDU in sector #5 (Quebec)
Target audience	Financial advisors and planners (members only)

Best Practices CE Session: The National Do Not Call List - Online

Learning objective	Determine the impact of the DNCL on financial advisor's practice and identify complaint approaches of pursuing new business opportunities.
Format	60-minute online session
Completion requirements	Quiz
Last updated	November 2010
CE Credits	1 CE credit (The Institute) 1 Life and Accident & Sickness (Alberta Insurance Council) 1 PDU in sector #5 (Quebec)
Target audience	Financial advisors and planners (members only)

Advocis Continuing Education Self-Study Programs

Best Practices CE Session: The National Do Not Call List - Seminar

Learning objective Determine the impact of the DNCL on financial advisor's practice and identify complaint approaches of pursuing new business opportunities.

Format 1-hour chapter facilitated seminar

Completion requirements Attendance

Last updated 2008

CE Credits
 1 CE credit (The Institute)
 1 Life and Accident & Sickness (Alberta Insurance Council)
 1 PDU in sector #5 (Quebec)

Target audience Financial advisors and planners

Group Benefits

Learning objective To understand the theory and application of statutory and employer-sponsored group benefits in Canada.

Format

- Module One - Self-Study: Paper-based
 - Chapter 1 – Introduction
 - Chapter 2 – Types of Groups
 - Chapter 3 – Government Plans
 - Chapter 4 – Life Insurance
 - Chapter 5 – Disability
- Module Two - Self-Study: Paper-based
 - Chapter 6 – Health Care
 - Chapter 7 – Dental Care
 - Chapter 8 – Flexible Benefit Programs
 - Chapter 9 – Employee Assistance and Wellness Programs
 - Chapter 10 – Other Types of Group Benefits
- Module Three - Self-Study: Paper-based
 - Chapter 11 – Plan Administration
 - Chapter 12 – Pricing
 - Chapter 13 – Underwriting Methods
 - Chapter 14 – Marketing and Distribution Channels
 - Chapter 15 – Claims Adjudication

Completion requirements	Passing mark is 60% overall. <u>Paper-based evaluation:</u> One test (100% of overall mark)	
Last updated	2004	
CE Credits	10 CE credits (Advocis) For completion of each modules. 10 Life and Accident & Sickness (Alberta Insurance Council) For completion of each modules. <ul style="list-style-type: none"> • You must complete all three modules to receive credits. • 30 PDUs in (sector #1) (Quebec). • All modules must be completed. 	
Target audience	Financial advisors and planners	
Registration Fee	Members	\$159.95 (plus applicable taxes)
	Non-members	\$339.95 (plus applicable taxes)
Includes	<ul style="list-style-type: none"> ✓ Text: Canadian Group Insurance Benefits, Ashim Khemani ✓ Package Module Tests 	

Introduction to Segregated Funds

Learning objective	To understand the unique features of segregated funds in terms of financial planning, including their benefits in relation to other products available in the investment marketplace.	
Format	Self-study: Paper-based.	
Completion requirements	Passing mark is 60% overall. <u>Paper-based evaluation:</u> One test (100% of overall mark)	
Last updated	2008	
CE Credits	10 CE credits (The Institute) 10 Life (Alberta Insurance Council) 10 PDUs (9 in sector 2 & 1 in sector 5) Quebec	
Target audience	Financial advisors and planners	
Registration Fee	Members	\$150.00 (plus applicable taxes)
	Non-members	\$250.00 (plus applicable taxes)
Includes	✓ Study Guide	

Understanding Critical Illness

Learning objective To understand the basics of critical illness insurance and its market.

Format Self study: Paper-based

Completion requirements Passing mark is 60% overall.
Paper-based evaluation:
 One test (100% of overall mark)

Last updated 2007

CE Credits 5 CE credits (The Institute)
 5 Accident & Sickness (Alberta Insurance Council)
 5 PDUs in sector 2 (Quebec)

Target audience Financial advisors and planners

Registration Fee	Members	\$99.95 (plus applicable taxes)
	Non-members	\$149.95 (plus applicable taxes)

Includes ✓ Study Guide

Understanding Long-Term Care

Learning objective To understand the basics of long-term care insurance and its market.

Format Self study: Paper-based

Completion requirements Passing mark is 60% overall.
Paper-based evaluation:
 One test (100% of overall mark)

Last updated 2009

CE Credits 10 CE credits (The Institute)
 10 Accident & Sickness (Alberta Insurance Council)
 10 PDUs in sector 2 (Quebec)

Target audience Financial advisors and planners

Registration fee	Members	\$99.95 (plus applicable taxes)
	Non-members	\$149.95 (plus applicable taxes)
Includes	✓ Study Guide	
Additional materials	The Aging Client and Long-Term Care, Jacqueline Figas, 2 nd Edition (2008) (59.95 plus applicable taxes)	

Registration

Please read the following information and instructions on completing the registration form.

How To Register

STUDENT INFORMATION

Print:

- ✓ seven-digit Advocis identification number, if known (optional)
- ✓ company that you work for
- ✓ mailing address (address where course materials are to be sent)
- ✓ business phone numbers and fax number (including area codes)
- ✓ e-mail address

COURSE INFORMATION

Please print:

- ✓ course code, description and total due
- ✓ textbook stock number and price
- ✓ total fee (course fee plus textbook price, if applicable)

PAYMENT INFORMATION

Applications will not be accepted without the total required fee.

Payment for courses or textbooks can be made by company, personal or agency cheque, VISA, MasterCard or American Express. Postdated cheques will **not** be accepted. A \$25 charge will apply for NSF cheques. If paying by VISA, MasterCard or American Express, please supply card number and expiry date.

GST No. R107625378. Prices subject to change without notice. Students will be billed for any price changes or miscalculations.

Textbook prices listed do not include tax.

N.B., N.S. and Nfld./Lab. residents add 15% HST; all other provinces add 5% GST.

OTHER INFORMATION

Sign and date the registration form.

To register:

- ✓ mail to Advocis, 390 Queens Quay, West, Suite 209, Toronto, ON M5V 3A2
- ✓ phone at 416.444.4449 or toll free at 1.877.773.6765. Fax at 416.444.8031
- ✓ e-mail by completing the appropriate form in the Education section of Advocis' website at www.advocis.ca

Please allow 5-10 business days for delivery of materials from receipt of registration.

Payment

Payment for courses or textbooks can be made by company, personal or agency cheque, VISA, MasterCard or American Express. Postdated cheques will not be accepted. A \$25 charge will apply for NSF cheques. If paying by VISA, MasterCard or American Express, please supply card number and expiry date.

Pricing

Only members in good standing are entitled to members' pricing. Advocis members' receiving member pricing must be in good standing upon the completion of their course, otherwise they will lose eligibility for member pricing and be required to pay difference between member and non-member pricing. Prices are subject to change without notice. The price quoted at the point of sale is final.

Shipping & Delivery

Please provide apartment or unit number along with your complete address. Signature to acknowledge receipt of material is required upon delivery.

Transfer Policy

Course registration is not transferable.

Cancellations

If you wish to cancel course(s), you must submit a written notice and return all course materials intact within 45 days of registration. A cancellation fee of \$100 + GST/HST applies to all cancellations for the LLQP, with a cancellation fee of \$75 + GST/HST applying to the CFP(R), CLU (R) and RHU courses.

Note: No cancellations are permitted after you have submitted either the first assignment or module of the course.

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Privacy Policy

On January 1, 2004, the Personal Information Protection and Electronic Documents Act ("PIPEDA") became applicable to Advocis. It deals with the collection, use, distribution and retention of information. It is applicable in all provinces that do not have similar acts. Advocis has always safeguarded information about you and your dealings with us. The Advocis Privacy Policy applies to all members, suppliers, customers, and former customers.

Review the Advocis Privacy Policy at www.advocis.ca/content/pdf/Privacy_Policy-Ja23-04.pdf.

In order to meet your needs as a member, it is necessary to maintain accurate information about you. Therefore, when you deal with us, we will collect, use, distribute and retain relevant information for the service or transaction. We will not disclose your information to any person without your permission.

We will disclose your information as set out below.

- Disclosure as necessary to effect a transaction or service. For example, disclosure will be made to third parties for certain registrations provided they too have appropriate privacy policies.
- Disclosure will be made if we are compelled to do so by law. We will only disclose the specific information requested.

We assume that you will want to receive your usual mailings. You have the ability to opt out of specific mailings. To do so, please fill out the Member's privacy form available at www.advocis.ca. Note: You must log in before you can access this page.

You may opt out of any of the following:

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2. Government/Industry Advocacy Materials
3. Advocis Information and News Broadcast Material
4. FORUM Magazine
5. Advocis 'Find An Advisor' online directory
6. National Conference Sponsor Materials
7. Third-party information distributed by Advocis
8. Third-party Information distributed by Advocis Partners/Affiliates
9. Permission to disclose information to your employer

For questions about privacy, please contact Advocis' Privacy Office at privacy@advocis.ca.

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For more information, see www.eduvacation.org.

Ontario School | Aug 11 - 14, 2012

Niagara-On-The-Lake, Queen's Landing

For more information, see www.theontarioschool.com.

Banff School | August 19 - 23, 2012

For more information, see www.banffschool.com.

Atlantic School | August 19 - 21, 2012

Rodd Brudenell River Resort, PEI

For more information, see www.theatlanticschool.com.

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- **field-tested:** our well-respected, successful seminar speakers are drawn from the best of the advisor community, so you can keep your edge in your practice
- **focused:** as a not-for-profit association, our emphasis is strictly on education, so there's no selling from the podium or other diversions
- **fun:** enjoy an exceptional opportunity for networking – and relaxing – with your fellow professionals in an environment which is fraternal and fun.

To learn more or register, please visit www.advocis.ca.

Summary of Advocis Education Program



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