



CLU[®] UPDATE 2024

Chapter Guide for
Success



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Welcome!

Dear Advocis chapter volunteers,

CLU Update 2024 - Financial Advisors and Planners Professional Practices

Review continues the seminar's tradition of providing education for financial advisors and planners who have developed their professional practices through years of solid experience and committed ongoing education.

CLU Update 2024 is perfect for chapter members and non-members who want to start working on their practice and gain understanding of the recent changes affecting a financial advisor's practice and the implications for their delivery of financial planning.

Wishing you all the best with your CLU Update 2024 event!

Sincerely,

Christine Arezzi
Director, Continuing Education
Advocis



Jos Herman, CPA, CLU[®], CFP[®], TEP

Director of Financial Planning & Analysis, Resources & Solutions Professional Corporation

Jos began her financial services career in 1999 with an accounting focus, before transitioning to financial advisory and planning. Over the years her breadth of industry knowledge and wealth planning solutions has been a valuable asset to clients, CPAs, legal professionals, and advisors. At her boutique consulting firm, she provides private business and personal solutions with a focus on tax concepts, tax efficient investment, insurance strategies and asset protection. A highly regarded industry professional, Jos is often invited to address the complexities of asset protection, succession planning and philanthropy, and the tax efficiency gained in the insurance planning process. Jos is a member of Advocis and CALU.



Alaeddine Jabri, CLU[®], QAFP[™], CHS[™]

Managing Partner, Longevity Achieved

Alaeddine is a managing partner at Longevity Achieved, a Managing General Agency he created in 2007. As a full-service firm, they are committed to delivering excellence in financial services, tax and estate planning. With a goal to stand at the forefront of financial innovation, Alaeddine's expertise has consistently driven Longevity to be a thought leader in the industry. Recognized for his bold, forward-thinking approach, he frequently speaks at industry events and is often quoted in national publications. Alaeddine is a member of Advocis, Program Chair for the Toronto Chapter and a member of GAMA.



Sterling Rempel, CLU[®], CIM[®], TEP, MFA-P[™]

Certified Financial Planner, Founder & President, Future Values Estate & Financial Planning

Sterling is the founder and principal advisor at Future Values Estate & Financial Planning, an independent financial planning firm. Since 1999, Sterling and his team have used a strategic, holistic approach to values-based wealth management. They are dedicated to helping clients organize their financial life, so that they can: live securely, invest responsibly, retire comfortably and give generously. As an entrepreneur and employer, Sterling understands the unique stresses faced by small business owners and self-employed professionals. He has been a member of Advocis for more than 30 years, a member of CALU for more than 20 years and has served on the CALU board.



Stefano Pannu, CLU[®], CFP[®], CIM[®], FSCI[®]

Principal, Noble Pannu Wealth Management Ltd.

Stefano began his career in financial services more than a decade ago. As his expertise expanded he quickly developed a passion for holistic financial planning. Today he is a Principal at Noble Pannu Wealth Management. His clients appreciate his approachable nature and the breadth of his expertise across all six areas of financial planning. With each client's unique big picture in mind, Stefano creates detailed financial plans that give clients clarity and confidence. He thrives on helping them reach their ultimate financial goals and enjoy financial well-being. Stefano is a member of Advocis and CALU. He is an active volunteer with the Thompson Okanagan Chapter where he is currently serving as First Vice President.



Pete Gillespie, CLU[®], MBA, MFA-P[™]

President, Gillespie Wealth Management and Estate Planning Inc.

Pete has been helping individuals and organizations with risk management, wealth accumulation, and wealth distribution for over 30 years. While affiliated with Canada Life, he paired management roles with his personal service to clients. Now, as President of Gillespie Wealth Management he is starting a new chapter in his career that allows him to spend more time helping clients with complex estate planning issues. Over the years, Pete's emphasis on upholding his clients' values while supporting their goals and legacies has remained an enduring constant. A longtime member of Advocis and GAMA, Pete has served as the Canadian President of GAMA and has been a featured speaker at LAMP.



CLU Update 2024 Seminar Fee and Remittance

Seminar Fees

- **Non-Members:** \$225 minimum (\$55 remitted back to National)
- **Members:** \$150 minimum (\$55 remitted back to National)
- **Non-Member Incentive:** Non-members who join Advocis within 30 days of attending a CLU Update 2024 seminar, or registering for the Advanced Learning Modules, will be refunded the difference. Chapters will be responsible for refunds related to seminar registrants. Advocis National will be responsible for refunds for the Advanced Learning Modules registrants.

Revenue Sharing

- Chapters are required to remit \$55 for members and \$55 for non-members for seminar attendees.

IMPORTANT

If multiple chapters wish to hold the event together, revenue sharing will be left to the discretion of the chapters involved, as documented in a joint agreement.



Seminar and Advanced Learning Modules

Facilitated Seminar

Seminar Segment

The seminar portion of CLU Update 2024 will cover the following:

- An introduction to each learning area
- Videotaped interviews with industry experts
- A summary of key points from each video segment
- Case Study Activities following each videotaped interview

Pre-Seminar Access

Individuals registered for the CLU Update 2024 seminar, including the Facilitator, have online access to the Advanced Learning Modules (refer to “How to Access the Advanced Learning Modules”).

Post-Seminar Access

Upon completion of the seminar, individuals will be able to access the following via the Advanced Learning Modules:

- Solutions to the Case Study Activities
- Survey which they can complete to provide feedback on the seminar and Advanced Learning Modules
- Advocis CE Certificate



Advanced Learning Modules

The Advanced Learning Modules, available to all seminar registrants and the facilitator include a series of technical readings that complement the learning objectives covered in the seminar program. Completion of the Advanced Learning Modules is optional but highly recommended.

Access to the Advanced Learning Modules includes:

- The required readings for each of the Advanced Learning Modules
- A final quiz to confirm learning (upon successful completion of the quiz, individuals receive applicable CE credits; 60% pass grade required, unlimited attempts)
- Advanced Learning Modules feedback survey
- Access to the Advanced Learning Modules until **March 31, 2025**

Each Advanced Learning Module is Institute-accredited, accredited with other regulatory bodies across Canada, and CE credits are earned upon successful completion of the final quiz.

How to Access the Advanced Learning Modules

- Login at advocis.ca (with Advocis ID and password)
- Click on Update 2024 listed on the right side of the screen.



Advanced Learning Modules Reading List

1. AI in Finance: Striking the Right Mix

Reading List:

Title: A Canadian Perspective on Responsible AI

Source: Office of the Superintendent of Financial Institutions

Title: The state of AI in 2023: Generative AI's breakout year

Source: McKinsey

2. Building Tax Legislation Awareness

Reading List:

Title: Double the Pain: How Inflation Increases Tax Burdens

Authors: William B.P. Robson and Alexandre Laurin

Source: C.D. Howe Institute

Title: Capital Gains and Charitable Donations: The Silent Targets of Federal AMT Reforms

Authors: Alexandre Laurin and Nicholas Dahir

Source: C.D. Howe Institute

3. Balancing Priorities for Client-Centric Success

Reading List:

Title: Values & Priorities of Millennials in Canada

Source: FP Canada Research Foundation and The Decision Lab

Title: 2024 global insurance outlook

Source: Deloitte Center for Financial Services



4. Outliving the Money

Reading List:

Title: Strengthening Retirement Income Security: Fairer Tax Rules and More Options Needed

Authors: Alexandre Laurin and George Turpie

Source: C.D. Howe Institute

Title: Retirement Drawdown Choices: RRIF, TFSA and Non-Registered Accounts

Source: FP Canada Research Foundation

CE 8 (upon successful completion of final quiz)



CE Accreditation

CLU Update 2024 (seminar plus Advanced Learning Modules) has been accredited for a total of 14 CE credits by the Accreditation Services of The Institute for Advanced Financial Education (IAFE). For a complete list of CE with other accrediting organizations, please visit <https://www.advocis.ca/ce-accreditation2024/>

Full-Day Facilitated Seminar

Individuals who attend the entire facilitated seminar (including Facilitator) receive six (6) Institute CE credits (partial attendance does not qualify for any CE credits).

Advanced Learning Modules

Although not required, seminar participants and the facilitator can complete the online Advanced Learning Module quiz to receive additional CE credits as indicated on the Advocis website.

CE Certificates

Individuals who attend the seminar or complete the online Advanced Learning Modules will be able to access their CE certificates directly from their personal home page upon logging in with their Advocis ID number.

IMPORTANT

Chapter Coordinators are responsible for submitting attendance to Advocis National (attendance list must include name of facilitator). Once submitted, member records are automatically updated and the CE certificates will be made available for printing (pdf format).



FAQs

Q. What is the price difference between taking the seminar only and taking both the seminar and the Advanced Learning Modules?

The seminar registration fee includes access to the Advanced Learning Modules at no additional charge, so there is no difference in cost.

Q. If a member or non-member registers for the Advanced Learning Modules through National but then confirms preference to register for a live chapter seminar, how is the difference paid?

The difference in fees between the two program options will be charged by our Member and Client Services Department prior to transferring the registration to the chapter seminar.

Q. Can a member or non-member who registers for an Update seminar at one chapter, request to transfer their registration to another chapter/event date? If there is a price difference between the two program options, how is this difference paid or reimbursed?

Yes, registrations for Update may be transferred with written authorization from the chapter. Any difference in price will either be charged or reimbursed by Member and Client Services as part of the registration transfer.

Q. Is it necessary to complete both the Advanced Learning Modules and attend the seminar in order to get CE credits?

No, it is not. The two programs are completely independent of one another. CE is earned for the seminar based on attendance at the full-day session, and for the Advanced Learning Modules through successful completion of the final quiz.



Q. How long do CLU Update 2024 seminar attendees have to complete the Advanced Learning Modules?

All attendees have until March 31, 2025, to complete the Advanced Learning Modules of CLU Update 2024, regardless of when they register.

Q. If a non-member attends and becomes a member at the seminar, will they be refunded the member/non-member price difference?

Yes, they will. Non-members who join Advocis within 30 days of attending a CLU Update 2024 seminar will be given the member rate for the seminar and refunded the difference in registration fee. The refund will be reimbursed from the registration fees collected by the chapter.



Resources Available on Chapter Central

Facilitator Registration Form

We recommend facilitators complete the Facilitator Registration Form at least 2 months prior to their scheduled event. This will ensure they receive the required facilitator training and Facilitator materials well in advance of their event.

Presenter BIO

The presenter BIO document contains a brief biography of this year's CLU Update 2024 industry experts.

Chapter Agenda

The Chapter Agenda is in word format to allow Chapters to customize as needed. Please refer to the sample agenda included in this guide for start time, breaks and lunch. Consider printing a list of upcoming chapter events on the reverse side of your agenda.

Flyer

Use this flyer for promotional purposes. It can be printed and distributed (colour recommended) or attached to an email. Refer to "Promoting CLU Update 2024" section of this guide for more information and ideas.

Promotional PowerPoint Slide Presentation

Use this at your events to promote upcoming CLU Update 2024.



Chapter Guide for Success

This guide supports chapter leaders with additional tools and information to ensure the successful promotion and delivery of CLU Update 2024.

Facilitator Guide

The Facilitator Guide provides logistics, technical information, FAQs, script for the facilitator to follow, and case study and discussion activities with solutions.

Participant Guide

The Participant Guide, available in a fillable PDF format, includes copies of the presentation slides with space for note taking and a copy of the case study activity that will be discussed following each video presentation. The chapter is responsible for sending this out in advance of virtual events to registrants.



Promoting CLU Update 2024

The main vehicles for chapters to promote CLU Update 2024 will be email, “word-of-mouth” marketing, social media and the display and distribution of collateral materials at events.

The target audiences for CLU Update 2024 are:

- Experienced financial advisors, members or non-members of Advocis
- Designated advisors and planners
- Designation program students

The Promotional Process and Chapter Role

Step 1 – Event Set Up

Determine your seminar day and time. Set up your event as a Zoom Meeting or through another platform which allows breakout rooms and set up your event using the Eventbrite Event Creation form.

Once Step 1 has been completed, the Chapter event will be posted to the [Advocis Events Calendar](#).

Step 2 – Facilitator Registration & Training

Identify a facilitator and have him or her complete the Facilitator Training Registration Form available on Chapter Central.



Distribution of Invitations and Other Collateral Materials

Although collecting information through publicly available websites may seem like an easy way to get the names of potential members in Chapter area, serious privacy concerns can arise. **In order to ensure the information is being collected and used properly, we must insist that only Advocis National engage in any such actions.**

Flyers and other marketing pieces have been created to assist Chapters in the marketing and promotion of CLU Update 2024 to members and non-members in your region. A summary of these items can be found in the **“Resources Available on Chapter Central”** section of this guide.

Word-of-Mouth Marketing

The key to successfully promoting CLU Update 2024 for Chapters is through word-of-mouth. By encouraging colleagues to “spread the word” about Update several weeks in advance, Chapters can generate a great deal of interest. “Word-of-mouth marketing” includes not only face-to-face communication but also phone calls, text messages, social media posts, blog posts and comments.

Determine who has credibility and influence with CLU Update 2024’s target audiences and enlist them in the creation of a conversation about your chapter’s CLU Update 2024 Seminar. Consider volunteers and members who are “influencers”, or who are connected to a number of financial advisors, such as a Branch Manager, Regional Manager or MGA. Encourage them to visit [Advocis.ca](https://www.advocis.ca) and click on <https://www.advocis.ca/update-2024/>. They will be taken to the main page of CLU Update 2024 where they will find full program details as well as access to the CLU Update 2024 highlight video (main page) and highlight videos for each of the four segments (Program’s page). This is a great way to showcase CLU Update 2024. One of the most effective things you can do is take someone to [Advocis.ca](https://www.advocis.ca) and show them these pages. The main highlight reel is about two minutes in length and provides an excellent snapshot of the program caliber.



Registration Process

A: Seminar Registration Process

All registrations must be through Eventbrite. This allows for seamless email communication and CE distribution, financial security of registration fees and access to the Advanced Learning Modules.

The steps are:

1. Set up your event for registrations using the Eventbrite Event Creation Information form.
2. Once the event has been set up, registration will take place through Eventbrite. Advocis Marketing will send you a list of the registrants prior to the event.
3. Members and non-members can register for the event through the Events Calendar.
4. Prior to the event the chapter is responsible for sending the Participant Guide to each registrant.
5. Following the seminar, submit the attendee list (including facilitator) to Advocis IT. This will ensure individuals receive their CE credits.

IMPORTANT

Individuals who register for a Chapter seminar event receive complimentary access to the Advanced Learning Modules and can obtain additional CE Credits upon successful completion of each module.



B: Advanced Learning Modules Registration Process

The CLU Update 2024 online Advanced Learning Modules includes a series of required readings that support the information discussed at the seminar. While the Advanced Learning Modules complement the CLU Update 2024 Seminar material, it is an independent educational program and completion of the seminar is not required. Individuals have until March 31, 2025 to complete the Advanced Learning Modules.

- Members and non-members interested in completing only the Advanced Learning Modules of CLU Update 2024 can register on the website or they can contact Member Services via email at info@advocis.ca or via phone at 1-877-773-6765 (8 a.m. to 6 p.m. EST).
- At the time of registration, information on upcoming CLU Update 2024 seminars scheduled by chapters will be provided and seminar registration will be encouraged.



Running the CLU Update 2024 Seminar

Facilitator Role

The role of the facilitator is to ensure that they:

- Have a clear understanding of what needs to be accomplished and the process you will use to guide the group.
- Listen, synthesize discussion, and identify ways to move the discussion or learning forward.

Remember that the role of the facilitator is not that of an expert and they are not expected to have all the answers. Their job is to keep the process on track. For help in managing questions, please refer to the FAQ section.

Facilitator Accountabilities

By taking on the role of facilitator, they agree to:

- Complete the required facilitator training
- Make sure they have all of the CLU Update 2024 resource materials needed to run their event
- Do a test run well in advance of their event
- Review and/or complete the Advanced Learning Modules in advance of the seminar
- Act as a facilitator during the seminar
- Ensure that all equipment being used to run the seminar works and is appropriate to their needs



In-Person Events

Recommended Lighting

For audiences of more than 50, arrange for proper lighting so that all attendees can clearly see you without impeding the clarity of the screen.

Recommended Room Setup for In-Person Events

We recommend that you:

- Use round tables to effectively facilitate the discussion
- Set-up half-rounds of six people
- Use tables for 8 - 10 persons for large groups
- Have a volunteer host at each table who will act as the discussion leader
- Make sure the room is well ventilated

Equipment Required

Below is a list of the equipment you will need to run your event:

- LCD projector
- Table for equipment
- Speakers and amplifier (session has audio content that must be heard clearly by all in attendance)
- Screen sufficiently large to be seen comfortably by all in attendance
- Monitor for the facilitator so they do not have to look at screen
- Microphone for facilitator (for larger groups)
- Power bar and extension cords, as necessary
- Podium

How to Facilitate the Case Study Activities

Use the case study and discussion activities to engage participants following each of the videotaped interview presentations.

We suggest that you organize participants into groups for these activities:

- You may have limited flexibility depending on the audience size and room setup.
- As this is a full-day session, it is important that everyone is seated at a table.
- Generally, half-rounds of six people is the most effective use of space and is most conducive to accommodating a group discussion.
- The ideal group size is four to six, with 10 being the suggested maximum.
- Classroom setup can also be effective. To organize into groups, have the front row turn to face the row behind, and so on. This makes it easier to organize people into discussion groups of four or six.
- Theatre setup not recommended for this program.



Virtual Events

What you should consider:

- Events will be set up as a Zoom Meeting or other platform which allows breakout rooms (NOT as a Webinar) so that you can break the full group into breakout rooms for the case study/discussion activities.
- Have one person as the Facilitator and at least one other person to monitor the chat box, respond to questions and assist with assigning attendees to breakout rooms.
- Make sure to do a test run in advance.
- When sharing your screen make sure to click “Share Sound” for the video audio to come through.
- Make sure to have a reliable internet connection (hard wired if possible) and check your speed of connection in advance. Make sure your computer is plugged in and you are using a newer computer. Using two screens is helpful so that you can have the Facilitator Guide on one screen and the PowerPoint presentation and videos on the other screen that you will be sharing.

How to Facilitate the Case Study Activities

Use the case study and discussion activities to engage participants following each of the videotaped interview presentations.

We suggest that you organize participants into breakout rooms of six people in each for these activities. Ask each breakout room to assign one person to summarize your discussions for the full group when you are finished in the breakout rooms.

Suggested Schedule for Virtual Event

You can follow the same schedule as per the in-person suggested schedule noted in this document or you can run Update 2024 over a 2-day period. However, please remember that individuals must attend both days to qualify for CE credits.



Monitoring Attendance

Facilitators should appoint someone from the chapter to monitor attendance. It could be the President, Membership Chair, Program Chair or Administrator. They will be responsible for:

- Confirming the attendance of those who have registered:
 - In-person event: have individuals sign in prior to entering event
 - Virtual event: use conferencing software (i.e., zoom) that prompts individuals to register/enter their credentials (check-in)
 - Confirm attendance against registration list
- Submitting the final attendance list to Advocis
- When submitting the attendees list, the facilitator's name and ID number must be added to the list

IMPORTANT

*Only the names and Advocis IDs of those who attended the **full seminar** (including the name of the Facilitator) should be submitted to Advocis National following the seminar. Full-day attendance is required in order for attendees to receive CE credits — that means **no partial CE credits for partial attendance**.*



Promoting Advocis Membership at In-Person Events

CLU Update 2024 is a great opportunity to bring in non-members, particularly CFPs, into the Advocis fold. Here are a few ways you can get non-members attending CLU Update 2024 to see the value of joining Canada's premier professional association for financial advisors and planners:

- Assign a chapter volunteer to greet non-members and make them feel welcome throughout the day by introducing them to other members. Be available to answer questions.
- Provide non-members with coloured name tags to differentiate them from members. Doing so would make it easier for chapter reps — they could have badges that say “Ask me About Advocis” — to identify non-members and discuss the benefits of membership with them.
- Spend a few minutes during lunch talking up the value of Advocis membership. Have some printed material on the table about Advocis, including registration forms, payment information and new member applications.
- Offer additional incentives for joining on the spot at the event (discounted season pass, free seminar, etc.).
- Publicly recognize and congratulate non-members who have joined Advocis during the event.
- Recognize members who have encouraged colleagues to become members.
- Make sure chapter volunteers are available to answer any questions non-members may have about becoming a member.
- Provide printed support material about membership in Advocis.



Converting Non-Members after an In-Person or Virtual Event

If a non-member attendee becomes a member within 30 days of attending the CLU Update 2024 seminar, he or she will receive the member registration rate for CLU Update 2024. Chapters will be responsible for refunds related to seminar registrants. Advocis National will be responsible for refunds for the Advanced Learning Modules registrants.

According to our volunteers, the most effective method for converting non-members after an event is simply to follow up with a phone call. Because the non-member has attended an event within the past 30 days, you are free to contact them in order to find out what they thought of the event, to discuss the benefits of Advocis membership, and to invite them out to any other events that your chapter may be hosting.

If a non-member has any questions or concerns that you are unable to address, please refer them to our Member Services Department.

Chapters will receive their registration list for the chapter's Update seminar, which will identify members and non-members and provides their contact information for follow-up.



Suggested Agenda (Full Day Event)

Morning Agenda

10:00 am INTRODUCTION (5 mins)

AI in Finance: Striking the Right Mix (35 mins)

Presenter: Alaeddine Jabri, CLU[®], QAFP[®], CHS[™]

Case Study Activity: The Overwhelmed Financial Planner (45 mins)

11:25 am BREAK (10 mins)

Building Tax Legislation Awareness (28 mins)

Presenter: Sterling Rempel, CLU[®], CFP[®], CIM[®], TEP, MFA-P[™]

Case Study Activity: Adapting to Unexpected Changes (45 mins)

01:00 pm CLOSE

Afternoon Agenda

02:00 pm INTRODUCTION

Balancing Priorities for Client-Centric Success (33 mins)

Presenter: Stefano Pannu, CLU[®], CFP[®], CIM[®], FCSI[®],

Case Study Activity: Next-Generation Wealth Management (45 mins)

03:20 pm BREAK (10 mins)

Outliving the Money (30 mins)

Presenter: Pete Gillespie, CLU[®], MBA, MFA-P[™]

Case Study Activity: Leaving a Lasting Legacy (45 mins)

05:00 pm CLOSE



Suggested Agenda (Over 2 days)

Day 1 Agenda

10:00 am INTRODUCTION (5 mins)

AI in Finance: Striking the Right Mix (35 mins)

Presenter: Alaeddine Jabri, CLU[®], QAFP[®], CHS[™]

Case Study Activity: The Overwhelmed Financial Planner (45 mins)

11:25 am BREAK (10 mins)

Building Tax Legislation Awareness (28 mins)

Presenter: Sterling Rempel, CLU[®], CFP[®], CIM[®], TEP, MFA-P[™]

Case Study Activity: Adapting to Unexpected Changes (45 mins)

01:00 pm CLOSE

Day 2 Agenda

10:00 am INTRODUCTION

Balancing Priorities for Client-Centric Success (33 mins)

Presenter: Stefano Pannu, CLU[®], CFP[®], CIM[®], FCSI[®],

Case Study Activity: Next-Generation Wealth Management (45 mins)

11:20 am BREAK (10 mins)

Outliving the Money (30 mins)

Presenter: Pete Gillespie, CLU[®], MBA, MFA-P[™]

Case Study Activity: Leaving a Lasting Legacy (45 mins)

1:00 pm CLOSE

CE ACCREDITATION DECISION REPORT

Application Reference #: 43358

Decision: 6.00 CE Credit(s)

Title: Update 2024: Empowering Financial Solutions Seminar

Accreditation Code: IAS24021606

Education Provider: Advocis

Valid until: March 01, 2025

Summary of Findings: The Continuing Education program has been reviewed and approved against The Institute's *Practice Guidelines for Financial Advisors and Planners*. The following practice competencies & behaviours have been confirmed:

1. Practice Competencies

Practice Discipline - Job Duty - Job Task

- A - Financial Management
- B - Investment Management
- D - Tax Planning
- E - Retirement Planning
- F - Estate Planning

2. Knowledge A

- Economics
 - A.1 Financial Markets
- Taxation
- Investment
 - F.1 Analyzing Markets
 - F.22 Investment Strategies
 - F.23 Investment Analysis
 - F.27 Innovations
- Retirement

3. Ability Areas

Ability to Communicate

- A.1 explain financial terms and investment concepts in plain language
- A.4 present information and ideas verbally
- A.8 explain rationale for various options
- A.9 explain the impact of options on clients' financial objectives
- A.10 communicate the need for specific strategies and solutions
- A.11 address relevant concerns

Ability to Analyse

- C.1 analyse information for issues, obstacles and relevance
- C.8 assess benefits and limitations of current and potential plans

Ability to Plan

- D.3 identify appropriate options for plans
- D.5 apply technical knowledge to client specific data to formulate possible solutions

4. Practice Behaviours

Attribute - Behaviour

Practice Management

- B.1 Stay current with changes in the economic and political environment
- B.4 Provide clients with all the information and disclosure requirements to make an informed decision
- B.7 Use a well-defined client engagement process
- B.8 Educate clients using examples and illustrations showing the importance of particular financial strategies
- B.9 Provide objective explanations that the client needs to understand in evaluating the product or services that she/he is proposing or that she/he provides to the client
- B.11 Provide logical rationale for courses of action
- B.14 Consider the relative costs and benefits of potential actions
- B.19 Set realistic expectations for all aspects of the financial plan and planning process
- B.20 Act in the best interest of the client

Comments

Documented attendance for the duration of the session requirements qualifies for 6.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the FP Canada's CE requirements for the category of 'Financial Planning'. However, it remains the responsibility of the QAFP and/or CFP Professional to confirm this.

MFDA

Documented attendance for the duration of the session requirements qualifies for 6.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the MFDA's CE requirements, for the category of 'Professional Development'. However, it remains the responsibility of the MFDA member to confirm this.

FSRA

Documented attendance for the duration of the session requirements qualifies for 6.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the FSRA's CE requirements, for the category of '5(1)(b)2 & 6(1)(b)2 Financial Planning'. However, it remains the responsibility of the FSRA Insurance Agent to confirm this.

Important notes: Advisors are responsible for ensuring that CE credits are applicable to the individual regulatory, licensing, designation, and professional membership bodies under which they are governed.

CE ACCREDITATION DECISION REPORT



Application Reference #: 43361

Decision: 8.00 CE Credit(s)

Title: Update 2024: Empowering Financial Solutions Advanced Learning Modules

Accreditation Code: IAS24022008

Education Provider: Advocis

Valid until: April 15, 2025

Summary of Findings: The Continuing Education program has been reviewed and approved against The Institute's *Practice Guidelines for Financial Advisors and Planners*. The following practice competencies & behaviours have been confirmed:

1. Practice Competencies

Practice Discipline - Job Duty - Job Task

- A - Financial Management
- B - Investment Management
- D - Tax Planning
- E - Retirement Planning
- F - Estate Planning

2. Knowledge A

Economics

- A.10 Investor Psychology and Behaviour
 - A.10.1 Experience-based techniques in decision-making
 - A.10.2 Discussion framing

Taxation

- D.2.1.2 pension/retirement income
- D.9 Capital Gains System

Investment

- F.23 Investment Analysis
 - F.23.2 Inflation
- F.27 Innovations

Retirement

- G.6 Retirement Income

Law

- H.14 Charitable giving
 - H.14.1 Philanthropy

3. Ability Areas

Ability to Communicate

- A.1 explain financial terms and investment concepts in plain language
- A.4 present information and ideas verbally
- A.8 explain rationale for various options
- A.9 explain the impact of options on clients' financial objectives
- A.10 communicate the need for specific strategies and solutions
- A.11 address relevant concerns

Ability to Analyse

- C.1 analyse information for issues, obstacles and relevance
- C.8 assess benefits and limitations of current and potential plans

Ability to Plan

- D.3 identify appropriate options for plans
- D.5 apply technical knowledge to client specific data to formulate possible solutions

4. Practice Behaviours

Attribute - Behaviour

Practice Management

- B.1 Stay current with changes in the economic and political environment
- B.4 Provide clients with all the information and disclosure requirements to make an informed decision
- B.7 Use a well-defined client engagement process
- B.8 Educate clients using examples and illustrations showing the importance of particular financial strategies
- B.9 Provide objective explanations that the client needs to understand in evaluating the product or services that she/he is proposing or that she/he provides to the client
- B.11 Provide logical rationale for courses of action
- B.14 Consider the relative costs and benefits of potential actions
- B.19 Set realistic expectations for all aspects of the financial plan and planning process
- B.20 Act in the best interest of the client

Comments

Documented attendance for the duration of the session requirements qualifies for 8.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the FP Canada's CE requirements for the category of 'Financial Planning'. However, it remains the responsibility of the QAFP and/or CFP Professional to confirm this.

MFDA

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FSRA

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