CUSTOMIZED LEARNING

INTRODUCTORY WEALTH MANAGEMENT ESSENTIALS (IWME)®

Whether you wish to embark on a financial planning or investment management career, The Introductory Wealth Management Essentials course provides the foundational knowledge you need to succeed.

The word 'essential' describes this course for 3 key reasons:

1. Fulfills the 30 month proficiency requirement for IIROC advisors.
2. Places you one step closer to earning your PFP® or CFP® designation.
3. It puts you on the path to other exciting opportunities such as Retirement Strategy and International Wealth Management.

YOU WILL DEVELOP

Compliance with Regulatory Requirements and an understanding of Trends.	Skills to gauge investor suitability.	Tactics to better manage risk.
A systematic approach to investment management.	Gain an understanding of tax planning and tax minimization strategies.	Ways to monitor and evaluate client investment portfolios.
	A general understanding of Family law, separation, and child custody.	

LEADS TO CAREERS SUCH AS:

- Investment Advisor
- Financial Planner
- Portfolio Manager
- Account Manager

INTRODUCTORY WEALTH MANAGEMENT ESSENTIALS™ (IWME)™

TACKLE MORE COMPLEX CLIENT DEMANDS

Give your clients more comprehensive, integrated investment advice. The IWME® provides a holistic look at wealth management and covers two key pillars: financial planning and investment management.

MEET IIROC'S 30-MONTH REQUIREMENT

Fulfill IIROC's 30-month post-registration proficiency requirement for investment advisors.

Investment Industry Regulatory Organization of Canada (IIROC) (IIROC 's starting place for investors to make informed decisions. IIROC staff oversee the application process for IIROC-regulated investment dealers and their registered/approved individual staff. IIROC also oversees a membership process for Canadian marketplaces. Any marketplace that retains IIROC as its regulation services provider to regulate equity trading activity will become a Marketplace Member. All firms operating as Alternative Trading Systems must become Dealer Members, in addition to being Marketplace Members.

FAST TRACK THE IWME™

If you have completed educational programs in financial planning and/or investment management, you may qualify to complete a shortened version of the IWME™.

- IWME FOR FINANCIAL PLANNERS
- IWME FOR INVESTMENT MANAGERS
- IWME FOR WEALTH MANAGERS

TAKE A STEP TOWARD WRITING THE PFP® OR CFP® EXAMINATIONS

The IWME™ is on the approved educational path to the PFP® (Personal Financial Planner)® and CFP® (Certified Financial Planner)® designations.

BECOME A WEALTH MANAGER OR PORTFOLIO MANAGER

Completion of IWME™ puts you on the path to earning Certified International Wealth Manager® (CIWM)® and/or Chartered Investment Manager® CIM® designations.

WHO SHOULD ENROL

Enroll in the IWME™ if you're:

- Required to meet IIROC's 30 month proficiency requirement
- Seeking to attract wealthier and more sophisticated clients
- A graduate of the IST™ and want to focus on financial planning and investment management

COURSE LEADS TO THE FOLLOWING CREDENTIALS:

CERTIFICATE IN ESTATE PLANNING AND TRUST STRATEGY®

CERTIFICATE IN RETIREMENT STRATEGY®

CERTIFICATE IN ADVANCED INVESTMENT ADVICE®

CIM®

A HOLISTIC APPROACH TO WEALTH MANAGEMENT

The IWME™ provides knowledge to help advisors deal with the increasingly complex demands of clients in a highly competitive environment. It will also help you move your career towards wealth advisory services.

Learn About:

- Understanding and responding to clients
- Regulatory trends, and investment suitability
- Undertaking budget, savings, and debt planning
- Personal risk management
- Family law, dealing with separation and child custody
- Tax planning, tax effective investments, tax minimization strategies and registered plans
- Retirement planning, annuity based financial products and estate planning
- Applying a systematic approach to investment management
- Debt securities, equity securities and managed products
- Monitoring and evaluating client investment portfolios and calculating time value of money

LEARNING EXPERIENCE

APII®'s online learning system helps you meet your study goals. You'll benefit from

- Online access to course readings in PDF format
- Online activities including standalone review multiple choice questions and integrated case studies to help you reinforce your learning and identify topics that may need to be revisited during exam preparation
- Access to online discussion forums including access to assistance from APII®'s academic support specialists

Approximate Hours of Study	
Hours of Study	110 - 160 hours

In order to provide some guidance to course participants as to the length of time it will take to be sufficiently prepared to write the final examination, APII® has prepared this estimate of the number of hours an average participant could possibly expect to spend studying for a course. Please note that **these are only recommended hours of study** developed based on research and our course content, however, this does not mean that some students with exceptional backgrounds would not take less time than recommended or that students with no background at all in finance or economics would not take longer than the maximum.

EXAM WEIGHTINGS (weightings are approximate) Exam 1	
Wealth Management Today and Ethics	5%
Understanding the Client, Cash Flow and Loans and Mortgages	12%
Personal Risk Management	5%
Family Law and Tax Planning	11%
Retirement Savings Plans and Employer Pensions, Government Pensions and the Retirement Planning Process, and Annuity Based Financial Products	17%
Estate Planning	7%
Investment Management and Asset Allocation	12%
Equity and Debt Securities	11%
Managed Products	11%
Portfolio Monitoring & Performance Evaluation and Financial Math	9%
Exam 2	
Wealth Management Today and Ethics	2%
Understanding the Client, Cash Flow and Loans and Mortgages	16%
Personal Risk Management	2%
Family Law and Tax Planning	12%

Retirement Savings Plans and Employer Pensions, Government Pensions and the Retirement Planning Process, and Annuity Based Financial Products	18%
Estate Planning	8%
Investment Management and Asset Allocation	12%
Equity and Debt Securities	12%
Managed Products	10%
Portfolio Monitoring & Performance Evaluation and Financial Math	8%
EXAM INFORMATION	
Exams	2
Exam Format	Exam 1: Paper or Computer Based Exam 2: Paper or Computer Based
Exam Duration	Exam 1: 3 hours Exam 2: 3 hours
Question Format	Exam 1: Multiple Choice Questions Exam 2: Multiple Cases with Multiple Choice Questions
Questions Per Exam	Exam 1: 120 Questions Exam 2: 50 Questions
Attempts Allowed Per Exam	2
Passing Grade	70% (Per Exam)
Assignments	YES
ENROLMENT PERIOD	
Enrollment Period	6 MOIS

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