

CUSTOMIZED LEARNING**INTRODUCTION TO SECURITIES TRADE® (IST®)**

In today's highly competitive financial services landscape, employees who are committed to their personal development are the ones who excel. The IST is the foundational financial services credential that top employers demand.

The IST® is a baseline regulatory requirement to perform securities and mutual fund transactions in many financial services positions.

YOU WILL DEVELOP

A better understanding of the Canadian financial services landscape	Greater knowledge about various financial instruments such as equities, managed products, structured products, derivatives and more	The ability to accurately assess company, industry and market performance
Deeper knowledge of industry standards and codes of ethics	Skills, knowledge and tools to better serve your clients	

THE IST® – CREATING POSSIBILITIES**COURSE LEADS TO THE FOLLOWING CREDENTIALS:****LEADS TO CAREERS SUCH AS:**

- Mutual Funds Sales Representative
- Financial Planner
- Investment Representative
- Investment Advisor
- Bank or Trust Company Officer

INTRODUCTION TO SECURITIES TRADE™ (IST®)

THE ESSENTIAL FINANCIAL SERVICES CREDENTIAL

Take the first step towards meeting your career goals. Recognized as the industry benchmark, the introduction to securities course (IST®) delivers the financial services industry training that employers demand.

BENEFITS

- Take the first step towards attaining your investment representative or registered representative license.
- Fulfill the base securities licensing requirement for IIROC and the provincial regulatory and MFDA licensing requirements for mutual funds sales, managed future funds/commodity pools, exempt securities and labour-sponsored investment funds.

WHO SHOULD ENROL

Enroll in the IST® if you're:

- Training to become a full-service investment advisor or an investment representative
- Seeking your mutual funds license
- Seeking your exempt market representative license
- A bank or trust company officer
- A financial planner
- An active investor who wants to learn how to manage your portfolio
- Seeking a position in the Canadian financial services industry

THE BASICS FOR SUCCESS

Learn to make sense of a complex financial world. You'll gain the knowledge you need to make smart investment decisions, become a confident advisor and build a solid foundation for your career.

LEARN ABOUT:

- The Canadian securities industry and the regulatory environment (we will also draw on the United States securities 'system)
- Market and economic events impacting investment performance
- Understanding and analyzing corporate financial statements
- Financial instruments: fixed income, equities, derivatives, managed products, and structured products

- Company, industry and market performance/analysis
- The portfolio management process and asset allocation
- Setting financial goals and the financial planning process
- Fee-based accounts and taxation
- Ethics and industry standards of conduct
- The institutional marketplace

How you'll learn

APII® offers a variety of options to help you learn at your own pace. Study online, by textbook or using a combination of both.

Learning Experience

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

- A robust set of online searchable FAQs for each individual chapter
- An online study planner that shows you how to complete your studies in a 3-, 6-, 9-, and 12-month window
- Learning objectives that keep you focused
- Interactive tools to help you evaluate and apply course material
- Post-chapter reflective questions to help guide your studies
- Post-chapter review questions to assess your progress
- Course updates to ensure you're learning the most current and up-to-date practical material in your studies
- Online interactive discussion forums and assistance from APII®'s academic support specialists

Approximate Hours of Study

Hours of Study	135 - 200 hours
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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

The Canadian Investment Marketplace	15%
The Economy	13%
Features and Types of Fixed-Income Securities	12%
Pricing and Trading of Fixed-Income Securities	11%
Common and Preferred Shares	13%
Equity Transactions	10%
Derivatives	10%
Corporations and their Financial Statements	8%
Financing and Listing Securities	8%

Exam 2

Investment Analysis	18%
Portfolio Analysis	18%
Mutual Funds	14%
Exchange-Traded Funds	10%
Other Managed Products and Structured Products	16%
Canadian Taxation	6%
Fee-Based Accounts and Working with the Retail Client	8%
Working with the Institutional Client	10%

EXAM INFORMATION

Exams	2
Exam Format	Paper Or Computer Based
Exam Duration	2 Hours
Question Format	Multiple Choice
Questions Per Exam	100
Attempts Allowed Per Exam	2
Passing Grade	70% (Per Exam)
Assignments	Yes
ENROLLMENT PERIOD	
Enrollment Period	6 mois

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