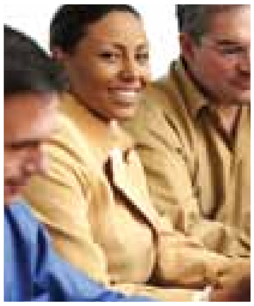
Chartered Accountants of Canada
Comptables agréés du Canada

In-depth Brokers and Investment Dealers Course

Presented in co-operation with: IIROC OCRCVM

SEPTEMBER 20-22, 2010
DELTA MEADOWVALE RESORT AND CONFERENCE CENTRE
MISSISSAUGA, ON



The **definitive training program** for Chartered Accountants and other professionals who provide audit and other services for, or work directly in, the investment industry.

Pre-course On-line Module

Your In-depth Brokers and investment Dealers Course training begins before you arrive at the course site. In a program like this, the background of participants varies. Some participants will have some industry experience and others will have less. To achieve a common starting point, the first module of the course is on-line and provides background on the business activities of the securities industry. In addition to the text materials, this self-paced module provides media-rich activities to reinforce learning, and opportunities to check for understanding. After registering, CICA will send you a unique access code with instructions for completing the module. This module is designed to maximize common knowledge of the industry, and forms part of your course materials.

Benefits associated with participation in the CICA In-depth Brokers and Investment Dealers Course

For your organization...

- The ideal environment in which to advance the development of your industry specialists.
- An opportunity to extend your in-house training with a highly acclaimed program of study featuring extensive technical lectures that examine and analyze the industry, regulatory, and audit issues; and realistic exercises and case studies to help your staff deal effectively with practical day-to-day issues.
- The perfect way to pull together the missing pieces from prior training into a complete, timely and high-quality learning experience.

For you...

- A unique and productive environment emphasizing valuable interaction with other professionals from across Canada, all with a common objective of acquiring new information and skills to respond effectively to business issues, both internally and with clients.
- Extensive course materials including technical examples, cross-references to rules, regulations and technical publications, and detailed examples including real life case studies — a valuable source of reference during the course and back at the office.
- A faculty team led by two highly qualified and well-respected professionals, Joni Alexander, CA, and Erez Seiler, CA, Deloitte & Touche LLP.
- Valuable insight and up-to-date practical advice on the investment industry and regulatory environment, books and records, operations, risk adjusted capital, and accounting and auditing considerations.

Introduction

This course is designed with the objective of providing participants with an intermediate level of knowledge of the Canadian securities industry, and the operations and function of brokers and investment dealers, including regulatory requirements.

Who should attend?

The Course is designed for:

- Chartered Accountants and other professionals who provide audit, assurance and other services to securities brokers and dealers; and
- Chartered Accountants and other professionals who work in a securities broker or dealer setting.

The Course is designed to provide:

- knowledge, to help CAs and other professionals better understand the securities business;
- knowledge of financial and operational regulations that affect brokers and dealers;
- guidance to CAs in meeting their responsibilities when appointed as auditors of investment dealers;
- a valuable refresher and update for those working in the investment community; and
- high quality training for both new and experienced staff.

A tested and proven course format that delivers maximum benefit

The two and one-half day course includes both lectures and work sessions.

Highly qualified professionals and respected experts in the field have developed and will deliver this series of interactive presentations. Joni Alexander and Erez Seiler lead the faculty. Other faculty will include representatives of the Investment Industry Regulatory Organization of Canada. The work sessions will explore the practical application of key technical issues addressed in the lectures.

A comprehensive curriculum that's unequalled in the marketplace.

Careful examination and analysis of regulatory policy and audit requirements and techniques, combined with a problem-solving approach, provides valuable professional enhancement to help you deal effectively with client demands, and to respond to the organizational pressures of a complex business environment. You'll come away with a sound knowledge base on which to build.

COURSE OUTLINE

We cover course topics using a combination of e-learning, presentation, practical examples and problem solving exercises to demonstrate the relevant and important regulatory and accounting concepts of the Canadian securities industry.

Background to the Canadian Securities Industry and Types of Brokerage Activities (On-line)

This on-line module provides a background to the Canadian securities industry, including a description of the types of products and trades prevalent in the industry. Topics include:

Capital Markets

Categories of Investment Industry Participants

Types of Investment Dealers

Structure of a Securities Dealer

Retail and Institutional Trading

Principal Trading

Corporate Finance

Financing the Business

Security Borrowing and Lending

Repurchase and Reverse Repurchase Agreements

Derivative Products

Foreign Exchange

Overview of the Canadian Securities Industry and the Regulatory Environment

This module introduces the organizations that play a role in the Canadian securities industry including:

Provincial Securities Commissions

Self-Regulatory Organizations (SROs)

Investment Industry Regulatory Organization of Canada (IIROC)

Canadian Investor Protection Fund (CIPF)

Panel Auditors

CSI Global Education Inc. (CSI)

Books and Records, Operations

This module details the accounting and operations functions of securities firms, based on regulatory requirements for books and records. It describes the duties of staff that handle funds, securities and record keeping, including client accounting and stock records. Topics include:

Required Books and Records

Types of clients Securities Firm Operations – Activities and Transactions

Trade Processing
- Trade origination
- Steps in trade processing
- Examples of records

Accounting Records
- General ledger accounts
- Accounting entries

Securities Records
- Long and short positions
- Reading the reports

Clearing Corporations

Client Accounts
- Cash accounts
- COD accounts
- RRSPs
- Margin accounts

Securities Segregation

Acceptable Securities Locations

Securities Lending and Borrowing

Repurchase and Reverse Repurchase Transactions

Risk Adjusted Capital

This module reviews the major components of the regulatory capital calculation including:

Purpose of the formula

Brokers' Balance Sheet
- Balance Sheet in JRFQR format
- Industry unique accounts
- Major components of the Capital Formula

Margin Calculations

Early Warning System

Inventories — Schedule 2 of JRFQR
- Basic inventory rates and calculation
- Underwriting commitments
- Hedge positions
- Special products including special warrants, installment receipts, synthetic bonds
- Inventory offsets
- Other margin reductions

Client and Broker Accounts — Schedules 4 and 5 of JRFQR
- Basic margining rules
- Margin reductions
- Review of client statement and margin computation

Borrowing and Lending — Schedules 1 and 7 of JRFQR
- Definitions
- Accounting
- Margin rules

Repurchase and Reverse Repurchase Agreements
- Definitions
- Accounting
- Margin rules

Securities Concentration — Schedule 9 of JRFQR

Insurance Calculation — Schedule 10 of JRFQR

Unhedged Foreign Currencies — Schedule 11 of JRFQR

Margin on Commodity Concentrations and Deposits — Schedule 12 of JRFQR

Provider of Capital Concentration — Schedule 14 of JRFQR

Accounting Considerations

This module covers the accounting considerations that are unique to the securities industry including an overview of:

Inventory Valuation

Underwriting Price Structure and Profit Calculation

Corporate Finance Revenue Recognition

Disclosure and Presentation Requirements (Canadian and U.S. Standards)

Financial Instruments

Foreign Exchange

Trade Date versus Settlement Date Reporting

IFRS Considerations

Reporting, Risk Management and Auditing Brokers and Investment Dealers

This module covers the audit of the financial statements and other regulatory filings including:

Auditors' Report

Report on Compliance for Insurance

Report on Compliance for Segregation of Securities

Basis of Reporting

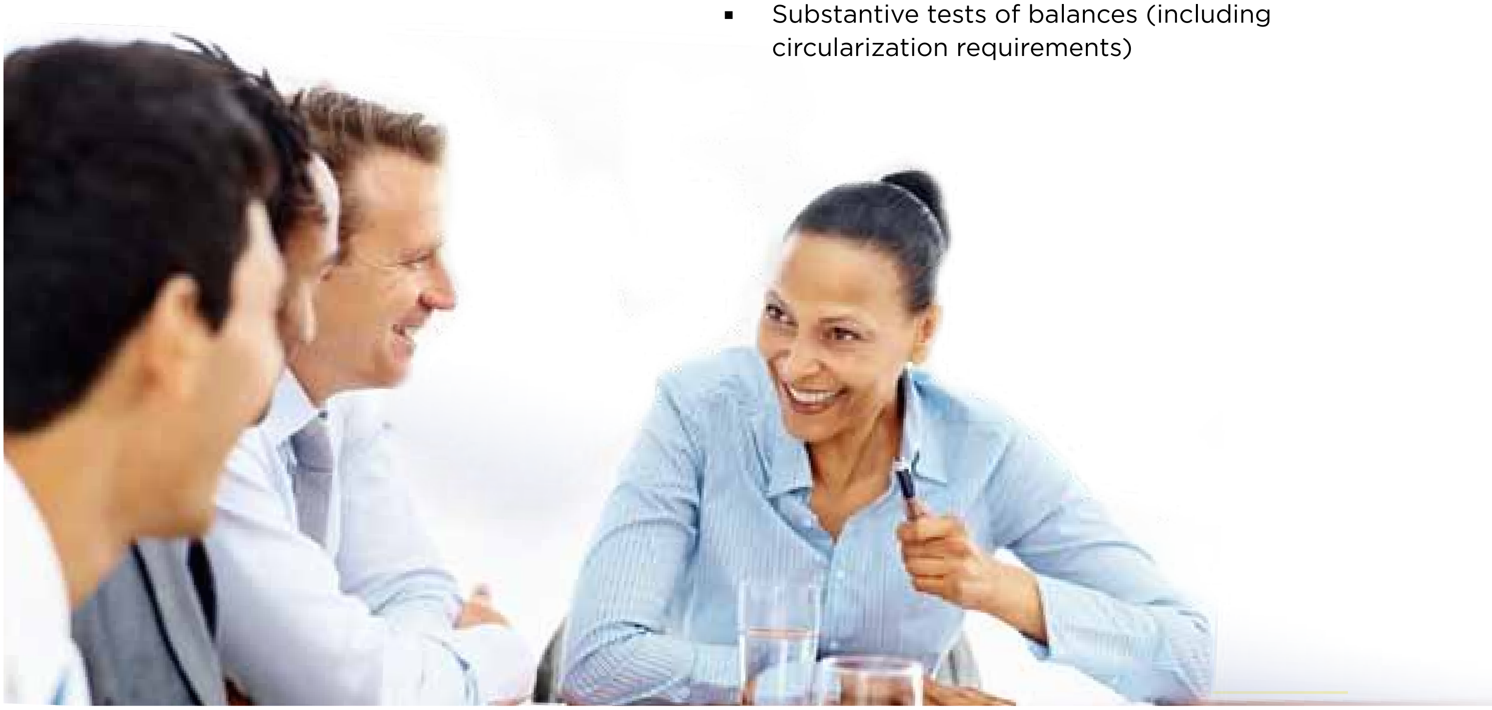
Compliance Department Mandate

IIROC Internal Control Guidelines

GAAS

Minimum Audit Requirements

- Joint Regulatory Audit Instructions
- Most Stringent Rule
- Instructions to the JRFQR
- Engagement planning considerations
- Risk Assessment Rating by the IIROC
- Financial Compliance Risk Assessment Model
- Sales Compliance Risk Assessment Model
- Substantive tests of balances (including circularization requirements)



The In-depth Brokers and Investment Dealers Course

Development/Faculty Team

Joni Alexander

Joni Alexander is a Chartered Accountant and the principal of her own regulatory consulting firm. Her clients include broker-dealers, self regulatory organizations, securities commissions, and professional organizations. Among her consulting engagements, she is currently serving as part-time President of the MFDA Investor Protection Corporation. Prior to establishing her own consulting practice, Joni held several senior positions in the industry including Vice President, Compliance and Internal Audit at Gordon Capital Corporation and Director, Capital and Margin Policy at the Toronto Stock Exchange. She has passed the Canadian Securities Institute's Chief Financial Officer's Course, the Partners, Directors and Senior Officers Course, the Canadian Securities Course and the Conduct and Practices Handbook Exam. Joni has served on the Board of Governors of the Toronto Stock Exchange; the Board of Directors of Canadian Derivatives Clearing Corporation and corporate boards as chair of their audit committees. She has extensive experience in delivering professional education and teaching accounting, auditing and other related subjects at York University's Atkinson College, the University of Saskatchewan and Pennsylvania State University.

Erez Seiler

Erez Seiler is a Chartered Accountant and an Associate Partner at Deloitte & Touche LLP. He has over 15 years of public accounting experience and is a member of Deloitte's Financial Services Industry Sector group with specific focus on the Securities Industry Sector Practice. Erez has a broad range of experience and expertise in the industry, and has been involved in financial audits, 5970 control reports, development and implementation of accounting and regulatory policies and business advisory assignments for a number of companies in Canada. He has carried out due diligence engagements for a number of clients and also carried out advisory engagements for regulatory bodies. Erez is involved in the development and facilitation of Deloitte's National Securities Training Course and also speaks on securities topics of interest including the impact of IFRS standards on the industry.

The Course is designed to provide high quality training for both new and experienced staff.

REGISTRATION INFORMATION AND CONDITIONS

COURSE DATE AND LOCATION:

September 20-22, 2010

Venue Information

Delta Meadowvale Resort and Conference Centre
6750 Mississauga Road
Mississauga, Ontario L5N 2L3
Phone (905) 821-1981
Fax (905) 542-4036
Toll free 1-800-422-8238

Hotel Information

Delta Meadowvale is Mississauga's First Class Hotel for meeting and business travel. The Delta Meadowvale has 374 guestrooms featuring Sanctuary Sleep beds and a wide range of features to relax and enjoy your stay. Delta Meadowvale Resort and Conference Centre is located 15 minutes west of Lester B. Pearson International Airport and only 25 minutes from downtown Toronto.

Attendees of the Brokers and Investment Dealers Course can benefit from special accommodation rates of $149 (plus applicable taxes), Single/Double Occupancy.

Hotel reservations are the responsibility of the participant. Call the hotel directly at 905-821-1981 or Toll free 1-800-422-8238 and identify yourself as a Brokers Course participant.

Reserve your room early to avoid disappointment. After **Sunday, August 29, 2010** reservations are accepted on a rate and space availability basis.

REGISTRATION FEE

Registration fee is $2,195 (plus HST), and includes all course materials, and continental breakfast and luncheon daily. Registration fees are accepted on behalf of an individual only. An application for substitution of one member of an organization to attend the course may be made in writing up to seven business days prior to the course start date.

PROGRAM DISCLAIMER

The course may be cancelled and all fees refunded if the required minimum enrolment is not obtained. Please do not make transportation arrangements until you receive confirmation of your registration as courses do fill quickly in some cases. The speakers, topics, program format and events are correct at the time of printing. If unforeseen circumstances occur, CICA reserves the right to alter or delete items from the program, or cancel the course. Presenters have prepared material for the professional development of participants. Although they trust that it will be useful for this purpose, neither presenters nor the CICA can warrant that the use of this material would be adequate to discharge the legal or professional liability of participants in the conduct of their practice or business operations.

CANCELLATION POLICY

If you are unable to attend the Conference for any reason, you may substitute, by arrangement with the registrar, someone else from your organization, or, you may cancel up to Friday, August 20th, 2010 at 5:00 p.m. EDT for a full refund. If you cancel after August 20th, 2010, 5:00 p.m. EDT, a $300 (plus HST) administration fee will apply. Cancellations received after September 10th will receive no refund. Please note that all cancellations must be received in writing, either by mail to CICA, Continuing Education, 277 Wellington Street W., Toronto, ON M5V 3H2, Attn: Registrar, faxed to 416-204-3415, or emailed to registration@cica.ca

Please note: If you access your online materials account prior to cancellation, a $750 content access fee will also apply.

REGISTRATION FEES

☐ $2,195 + $285.35 HST = **$2,480.35**

WAYS TO REGISTER

ONLINE AT:
www.cpd.cica.ca/brokers

REGISTER BY PHONE:
Call the Registrar at
416-204-3248