

## *Approved Mandatory Ethics Training Courses*

Effective January 1, 2013 **resident** Life and Accident & Sickness and Accident & Sickness licensees must within the cycles set out in the bylaws, complete a Council approved ethics course that is at least three hours in duration.

If you have successfully passed one of these course(s) please provide Council with documentation to support completion.

### Courses approved for Life and Accident & Sickness and Accident & Sickness licensees

#### 1. Advocis

Advocis Ethics Course Names	Ethic Hour(s)
Advocis/The Institute – Ethics Knowing the Code of Professional Conduct *	1.0
Anti-Money Laundering & Terrorist Financing (2014) *	1.0
APA Building a Protected Practice	1.5
APA Claims Process Presentation	1.5
APA Introduction to E&O for Ethical Advisors	1.5
APA Navigating a Claim	1.5
APA Road Map to Selecting the Right E&O Coverage Protection	1.5
APA The Challenge of Documenting Nothing	1.5
Critical Illness – Product Design Marketing	2.0
Development (Getting Established)	1.0
Disability Insurance – Determining the Benefits	2.0
Disability Insurance – Examining Risk	1.0
Disability Insurance – Needs Analysis	1.0
Disability Insurance – Policy Provisions	2.0
Disability Insurance – Small Business Owners	1.0
Disability Insurance – Underwriting and Claims	1.0
Disability Insurance – Wage Loss Replacement	1.0
Getting Established	11.0
Having the “How You Pay Me” Conversation	1.5
Insurance Needs Analysis	6.0
Insurance Taxation	1.0
Introduction to Segregated Funds	2.0

Life Insurance Products	1.0
Long Term Care – Caring for Older Adult	2.0
Long Term Care – Needs Analysis for Seniors	3.0
Long Term Care – Planning Techniques for Seniors	2.0
Making Choices: Ethics & Professional Responsibility in Practice (self study)	1.0
Making Choices: Ethics & Professional Responsibility in Practice (class)	1.5
Making Choices II: Ethics & Professional Responsibility in Practice (self study)	1.0
Making Choices II: Ethics & Professional Responsibility in Practice (class)	1.5
Protecting Your Practice – Regulatory Risk Management	2.0
Regulatory Affairs Symposium 2017	1.0
Regulatory Affairs Symposium 2018	1.0
Regulatory Affairs Symposium 2018 – Half Day	1.0
Symposium 2013 - Panel 2 Keeping Your Practice on Course	1.0
Symposium 2013 - Panel 1 Advisor Compensation	2.0
Symposium 2013 - Panel 3 A Best Interest “Standard of Care” Is it Right for Canada?	1.5
Symposium 2013 - Panel 4 Advisor – Client Advice Model: Raising the Bar	1.0
Symposium 2014 - Segment 1 Regulations and the Financial Consumer Agency of Canada (FCAC)	1.0
Symposium 2014 - Segment 2 International Approaches to Advisor Professionalism	1.0
Tax Advantage Retirement Plans	2.0
The National Do Not Call List – What You Need to Know *	1.0
The Underwriting Process	1.5
Update 2014 Self-Study: Business Valuation Principles	1.0
Update 2014 Self-Study: Small Business Owners Personal Planning Updates	1.0
Update 2014 The Financial Advisors and Planners Professional Practices Review – Seminar	1.0
Update 2015 Financial Advisors & Professional Practices Review – Seminar	1.0
Update 2015 Financial Planning for Seniors (self-study)	1.0
Update 2015 Legal Issues: Senior’s Financial Abuse & Capacity (self-study)	1.5
Update 2015 Protecting Senior Investors (self-study)	1.0
Update 2016: Insurance and Trusts. New Tax Rules. New Opportunities	1.0
Update 2017: Estate Transition	1.0

*\* Advocis Members Only*

Licenseses wishing to utilize these courses are asked to contact

Bus 1.877.773.6765

Register online [www.advocis.ca/CE](http://www.advocis.ca/CE)

**2. Assurant Life of Canada/Family Side**

Ethics Course – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

Thomas Holland  
Bus 770.763.1797  
[Tom.holland@assurant.com](mailto:Tom.holland@assurant.com)

**3. Business Career College Corp.**

Addressing Conflicts of Interest – Approved for 1 ethic hour  
Ethics & Professional Responsibility Case Studies – 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Maria Nguyen, BComm  
Bus 877.934.5577  
[Maria@businesscareercollege.com](mailto:Maria@businesscareercollege.com)

**4. Canadian Securities Institute**

Retail – CE Ethics Course – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

CSI Customer Support  
[customer\\_support@csi.ca](mailto:customer_support@csi.ca)

**5. C.E. Internet Hours**

Ethics Course – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

Dave Ebert  
Bus 306.934.6060 or 306.242.8705  
[Dave@lifelinebrokers.com](mailto:Dave@lifelinebrokers.com)

**6. CLife Centre for Life Insurance & Financial Education**

Professional Responsibility and Seniors: Advisor Guidance for Ethical Practice – Approved 3 ethics hours

Red Flags of Unethical Conduct – Approved for 1 ethic hour

Sound Business Practices for Life Agents to Stay Compliant – Approved for 2 ethics hours

The Principle of Fairness: Applied Ethics for Financial Advisors – Approved for 2 ethics hours

Licensees wishing to utilize these courses are asked to contact

Tap Salmi  
Bus 855.711.4646 or 905.731.4646  
[tap@clifece.ca](mailto:tap@clifece.ca)

**7. Combined Insurance Company of America**

Compliance, Ethics and Privacy Training – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

Roger McCullagh  
Training Specialist  
1100 Burloak Drive, Suite 400  
Burlington ON L7L 6B2  
Bus 905.332.8322      Cell 289.795.5779      Fax 905.332.8663  
[Roger.mccullagh@ca.combined.com](mailto:Roger.mccullagh@ca.combined.com)

Nancy Mann  
Trainer/Assistant: Training, Product Development & Translation  
300 – 7300 Warden Avenue  
Markham ON L3R 0X3  
Bus 905.305.1922 x 433072      Fax 905.754.4444  
[Nancy.mann@ca.combined.com](mailto:Nancy.mann@ca.combined.com)

**8. Credential Financial Inc./Aviso**

Credential AML Learning Module – Approved for 1 ethic hour

Credential Anti-Money Laundering Module – Approved for 3 ethics hours

Credential Onboarding AML Learning Module - Approved for 3 ethics hours

Licensees wishing to utilize these courses are asked to contact

Jenna Cook  
Bus 604.209.0785  
[jennacook@aviso.ca](mailto:jennacook@aviso.ca)

**9. IFIC Independent Financial Brokers of Canada**

A Matter of Trust – Approved for 1 ethic hour

The Trusted Advisor: Communication Strategy to Develop Trust and Demonstrate Ethics – Approved for 1 ethic hour

Success with Ethics – Approved for 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Nancy Allan  
Bus 888.654.3333 or 905.279.2727  
[allan@ifbc.ca](mailto:allan@ifbc.ca)

**10. ILS Learning Corporation**

Life Ethics in the Insurance Industry Part 1 – Approved for 1 ethic hour

Life Ethics in the Insurance Industry Part 2 – Approved for 1 ethic hour

Life Ethics in the Insurance Industry Part 3 – Approved for 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Bus 1.800.404.2211  
[info@ilscorp.com](mailto:info@ilscorp.com)

### 11. Manulife

Beneficiary Designations – Important Information Advisors Should Understand – Approved for 1 ethic hour  
Canadian Anti-Spam Legislation (CASL) – What it means for Advisors – Approved for 1 ethic hour  
Complying with Advisor Disclosure Requirements and Needs Based Selling– Approved for 1 ethic hour  
Complying with Anti-Money Laundering Guidelines– Approved for 1 ethic hour  
Complying with Compliance Regime – Approved for 2 ethics hours  
Complying with Privacy Guidelines– Approved for 1 ethic hour  
Note taking and records management– Approved for 1 ethic hour

Licenseses wishing to utilize this course are asked to contact

[ce\\_centre@manulife.com](mailto:ce_centre@manulife.com)  
[Repsource.ca](http://Repsource.ca)

### 12. Pro-Seminars Ltd.

Ethics and the Financial Services Professional – Approved for 3 ethics hours  
Real World Application in Practice – Ethics, Rules of Conduct & Practice Standards – Approved for 2 ethics hours

Licenseses wishing to utilize this course are asked to contact

Alex Nicholson  
VP Education  
Pro-Seminars Ltd.  
Suite 203, 4438 Ontario Street  
Beamsville ON L0R 1B5  
Bus 855.882.3427  
[alex@pro-seminars.com](mailto:alex@pro-seminars.com)

### 13. RBC Insurance \*

Code of Conduct - Approved for 1 ethic hour  
Combating Money Laundering & Terrorist Financing - Approved for 1 ethic hour  
Compliance & Market Conduct - Approved for 1 ethic hour

Licenseses wishing to utilize these courses are asked to contact

Rose Jereza  
National Education and Licensing Coordinator  
RBC Insurance  
6880 Financial Drive, Tower 1  
Mississauga ON L5N 7Y5  
Bus 905.606.4238  
[Rose.jereza@rbc.com](mailto:Rose.jereza@rbc.com)

\*Course availability restricted to RBC agents

**14. Success Continuing Education Marketing & International CE Coordinator**

Ethics in the Insurance Marketplace – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

Alex Paul  
Success Continuing Education Marketing & International CE Coordinator  
2 Corporate Plaza Drive, Suite 100  
Newport Beach, CA 92660  
Bus 949.706.9453 x118  
Fax 888.409.7787  
[APaul@successce.com](mailto:APaul@successce.com)

**15. Sun Life Financial**

Licensees wishing to utilize these courses are asked to contact the email/contact person directly below each course.

***Course availability restricted to Sun Life agents***

Making Transparency Easy for You – Approved for 1 ethic hour

[SLFISI@sunlife.com](mailto:SLFISI@sunlife.com)

2016 Compliance – Approved for 1.5 ethics hours

2017 Compliance – Approved for 2 ethics hours

2017 Sales Congress-Dealer Initiatives for Supervision – Approved for 1 ethic hour

2018 Compliance – Approved for 2 ethics hours

2019 Compliance – Approved for 2 ethics hours

Financial Crime Awareness 2016-2017 – Approved for 1 ethic hour

[sftrain@sunlife.com](mailto:sftrain@sunlife.com)

***Course availability restricted to Sun Life and 3<sup>rd</sup> party audience***

The Client Relationship Model Phase 2 (2016) - Approved for 1.5 ethics hours

[marketing@sunlifeglobalinvestments.com](mailto:marketing@sunlifeglobalinvestments.com)

***Course availability restricted to 3<sup>rd</sup> party audience***

The Client Relationship Model Phase 2 (2015) - Approved for 1 ethic hour

[marketing@sunlifeglobalinvestments.com](mailto:marketing@sunlifeglobalinvestments.com)

***Course availability restricted to 3<sup>rd</sup> party audience***

Your Client File – Approved for 1 ethic hour

[SLF\\_Education@sunlife.com](mailto:SLF_Education@sunlife.com)

**16. The Canada Life Assurance Company**

Dealing with Vulnerable Clients – Approved for 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Pamela Luksic  
Bus 519.931.3271  
[Pamela.Luksic@londonlife.com](mailto:Pamela.Luksic@londonlife.com)

**17. The Great-West Life Assurance Company**

Dealing with Vulnerable Clients – Approved for 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Pamela Luksic  
Bus 519.931.3271  
[Pamela.Luksic@londonlife.com](mailto:Pamela.Luksic@londonlife.com)

**18. United Insurance Educators, Inc.**

Ethics in Canada – Approved for 2 ethics hours

Required Life & Health Ethics – Approved for 3 ethics hours

Licensees wishing to utilize this course are asked to contact

Toni R. Amell  
Bus 253.846.1155      Fax 253.846.7536  
[toni@uiece.com](mailto:toni@uiece.com)

**19. The Wawanesa Life Insurance Company**

Advisor Best Practices – Approved for 2 ethics hours

Ethics: Concepts, Cases, and More – Approved for 3 ethics hours

Money Laundering – Approved for 1 ethic hour

Privacy Compliance: Creating a Program – Approved for 1 ethic hour

Licensees wishing to utilize this course are asked to contact

Janessa Boychuk  
The Wawanesa Life Insurance Company  
400 – 200 Main Street  
Winnipeg MB R3C 1A8  
Bus 204.958.3858  
[jboychuk@wawanesa.com](mailto:jboychuk@wawanesa.com)