

**TRAINING AND COMPETENCE SOURCEBOOK (QUALIFICATION
REQUIREMENTS AND TIME LIMITS) INSTRUMENT 2010**

Powers exercised

- A. The Financial Services Authority makes this instrument in the exercise of:
- (1) the following powers and related provisions in the Financial Services and Markets Act 2000 (“the Act”):
 - (a) section 64 (Conduct: statements and codes);
 - (b) section 138 (General rule-making power);
 - (c) section 149 (Evidential provisions);
 - (d) section 156 (General supplementary powers);
 - (e) section 157(1) (Guidance); and
 - (2) the other powers and related provisions listed in Schedule 4 (Powers exercised) to the General Provisions of the Handbook.
- B. The rule-making powers referred to above are specified for the purpose of section 153(2) (Rule-making instruments) of the Act.

Commencement

- C. This instrument comes into force on 1 January 2011.

Amendments to the Handbook

- D. The modules of the FSA’s Handbook of rules and guidance listed in column (1) below are amended in accordance with the Annexes to this instrument listed in column (2).

(1)	(2)
Senior Management Arrangements, Systems and Controls sourcebook (SYSC)	Annex A
Statements of Principle and Code of Practice for Approved Persons (APER)	Annex B
Training and Competence sourcebook (TC)	Annex C
Supervision manual (SUP)	Annex D

Move of module

- E. The Training and Competence sourcebook (TC) is moved from the Business Standards block of the Handbook to the High Level Standards block.

Citation

- F. This instrument may be cited as the Training and Competence Sourcebook (Qualification Requirements and Time Limits) Instrument 2010.

By order of the Board
16 December 2010

Annex A

Amendments to the Senior Management Arrangements, Systems and Controls sourcebook (SYSC)

In this Annex, underlining indicates new text and striking through indicates deleted text.

3.1 Systems and Controls

...

- 3.1.9 G *Firms* which are carrying on activities that are not subject to *TC* may nevertheless wish to take *TC* into account in complying with the ~~training and~~ competence requirements in *SYSC*.

...

5.1 Skills, knowledge and expertise

...

- 5.1.4A G *Firms* which are carrying on activities that are not subject to *TC* may nevertheless wish to take *TC* into account in complying with the ~~training and~~ competence requirements in *SYSC*.

Annex B

Amendments to the Statements of Principle and Code of Practice for Approved Persons (APER)

In this Annex, underlining indicates new text and striking through indicates deleted text.

4.1 Statement of Principle 1

...

4.1.2 E In the opinion of the *FSA*, conduct of the type described in *APER* 4.1.3E, *APER* 4.1.5E, *APER* 4.1.6E, *APER* 4.1.8E, *APER* 4.1.10E, *APER* 4.1.12E, ~~*APER* 4.1.13E, *APER* 4.1.14E or *APER* 4.1.15E~~ does not comply with *Statement of Principle* 1 (*APER* 2.1.2P).

...

4.1.14 E Deliberately not paying due regard to the interests of a *customer* falls within *APER* 4.1.2E.

4.1.15 E Deliberate acts, omissions or business practices that could be reasonably expected to cause consumer detriment fall within *APER* 4.1.2E.

4.2 Statement of Principle 2

...

4.2.2 E In the opinion of the *FSA*, conduct of the type described in *APER* 4.2.3E, *APER* 4.2.5E, *APER* 4.2.6E, *APER* 4.2.8E, *APER* 4.2.10E, *APER* 4.2.11E, ~~*APER* 4.2.13E or *APER* 4.2.14E~~ does not comply with *Statement of Principle* 2 (*APER* 2.1.2P).

...

4.2.14 E Failing to pay due regard to the interests of a *customer*, without good reason, falls within *APER* 4.2.2E.

...

4.5 Statement of Principle 5

...

Suitability of individuals

4.5.13A G The appropriate *approved person* performing a *significant influence function* should take reasonable steps to satisfy himself, on reasonable grounds, that each area of the business for which he is responsible has in place appropriate policies and procedures for reviewing the competence, knowledge, skills and

performance of each individual member of staff.

Annex C

Amendments to the Training and Competence sourcebook (TC)

This sourcebook is moved from the Business Standards block of the Handbook to the High Level Standards block.

In this Annex, underlining indicates new text and striking through indicates deleted text unless otherwise stated.

2.1 Assessing and maintaining competence

Assessment of competence and supervision

- 2.1.1 R (1) A *firm* must not assess an *employee* as competent to carry on an activity in *TC* Appendix 1 until the *employee* has demonstrated the necessary competence to do so and has (if required by *TC* Appendix 1) ~~passed~~ attained each module of an appropriate ~~examination~~ qualification. This assessment need not take place before the *employee* starts to carry on the activity.
- (2) A *firm* may assess an *employee* who is subject to, but has not satisfied, an appropriate ~~examination~~ qualification requirement as competent to the extent that:
- (a) that *employee* works in a *branch* in an *EEA State* other than the *United Kingdom*;
 - (b) the *employee* is engaging in *MiFID business*; and
 - (c) there is no appropriate ~~examination~~ qualification or equivalent in that *EEA State*.

...

Supervisors

- 2.1.4 G *Firms* should ensure that those supervising *employees* carrying on an activity in *TC* Appendix 1 have the necessary coaching and assessment skills as well as technical knowledge to act as a competent supervisor and assessor. In particular *firms* should consider whether it is appropriate to require those supervising *employees* not assessed as competent to ~~pass~~ attain an appropriate ~~examination~~ qualification as well except where the *employee* is giving advice on *packaged products*, see *TC* 2.1.5R.
- 2.1.5 R Where an *employee* is giving advice on ~~packaged products~~ packaged products to *retail clients* and has not been assessed as competent to do so, the *firm* must ensure that the individual supervising and assessing that *employee* has ~~passed~~ attained an appropriate ~~examination~~ qualification.

~~Examination~~ Qualification requirements before starting activities

- 2.1.6 R A *firm* must ensure that an *employee* does not carry on an activity in *TC* Appendix 1 (other than an overseeing activity) for which there is ~~an examination~~ a qualification requirement without first ~~passing~~ attaining the relevant regulatory module of an appropriate ~~examination~~ qualification.
- 2.1.7 R A *firm* must ensure that an *employee* does not carry on any of the following activities without first ~~passing~~ attaining each module of an appropriate ~~examination~~ qualification:
- (1) ~~“advising and dealing” activities in *TC* Appendix 1; [deleted]~~
- (1A) advising on and dealing in securities which are not stakeholder pension schemes or broker funds;
- (1B) advising on and dealing in derivatives;
- (2) the activity of a *broker fund adviser*;
- (3) *advising on syndicate participation at Lloyd’s*; or
- (4) the activity of a *pension transfer specialist*.
- 2.1.8 G ~~Where there is an examination requirement, *firms* may wish to impose limits on the time they allow their *employees* to pass an appropriate examination or place limits on the number of times the examination can be taken. [deleted]~~

Exemption from appropriate ~~examination~~ qualification requirements

- 2.1.9 R (1) If a *firm* is satisfied that an *employee* meets the conditions in this *rule* then the requirements to have ~~passed~~ attained each module of an appropriate ~~examination~~ qualification will only apply if that *employee* is carrying on one of the activities specified in this *rule*.
- (2) The conditions are that a *firm* should be satisfied that an *employee*:
- (a) has at least three years’ up-to-date relevant experience in the activity in question obtained while employed outside the *United Kingdom*;
- (b) has not previously been required to comply fully with the relevant ~~examination~~ qualification requirements in *TC* 2.1.1R; and
- (c) has ~~passed~~ attained the relevant regulatory module of an appropriate ~~examination~~ qualification;
- but (b) and (c) do not apply to an *employee* who is benefiting from the “30-day rule” exemption in *SUP* 10.10.7BR, unless the *employee* benefits from that rule because he is advising *retail clients* on *packaged products* or is a *broker fund adviser*.

- (3) The relevant activities are:
- (a) *advising on investments which are packaged products*, if that advice is given to *retail clients*;
 - (b) the activity of a *broker fund adviser*;
 - (c) *advising on syndicate participation at Lloyd's*; or
 - (d) the activity of a *pension transfer specialist*.

Selecting an appropriate examination

- 2.1.10 E (1) This *rule* applies for the purposes of *TC 2.1.1R, TC 2.1.5R, TC 2.1.6R, TC 2.1.7R, and TC 2.1.9R, TC 2.2A.1R, TC 2.2A.3R and TC 2.2A.6R*.
- (2) ~~In ensuring~~ To ensure that an examination a qualification is appropriate, a firm must select an appropriate examination qualification from the list of examinations maintained by the Financial Services Skills Council qualifications set out in TC Appendix 4E.
- (3) ~~Compliance with~~ Contravention of (2) may be relied on as tending to establish ~~compliance with~~ contravention of the *rules* referred to in (1).
- 2.1.10A G TC Appendix 5G sets out:
- (1) the criteria which the FSA may take into account when assessing a qualification provider; and
 - (2) the information the FSA will expect the qualification provider to provide if it asks the FSA to add a qualification to the list of appropriate qualifications in TC Appendix 4E.
- ...
- 2.1.13 G A ~~firm~~ *firm* should ensure that maintaining competence for an ~~employee~~ *employee* takes into account such matters as:
- (1) technical knowledge and its application;
 - (2) skills and expertise; and
 - (3) changes in the market and to products, legislation and regulation.
- 2.1.14 G A firm may choose to establish, implement and maintain a training and competence scheme

After TC 2.2 (deleted) insert the following new section. The text is not underlined.

2.2A Time limits

Calculation of time limits for attaining an appropriate qualification

- 2.2A.1 R (1) For the purposes of TC 2.1.1R, if an *employee* carries on an activity in TC Appendix 1 (other than an overseeing activity), a *firm* must ensure that the *employee* attains an appropriate qualification within 30 *months* of starting to carry on that activity.
- (2) For the purposes of (1), a *firm* must record the date on which the *employee* starts to carry on that activity.
- 2.2A.2 R For the purposes of calculating the 30 *months* referred to in TC 2.2A.1R, a *firm* must:
- (1) aggregate periods of time spent carrying on the activity during different periods of employment; and
- (2) disregard any period of 60 *business days* or more during which the *employee* is not carrying on the activity due to being continuously absent from work.
- 2.2A.3 R A *firm* must ensure that any *employee* who does not attain an appropriate qualification within the specified time:
- (1) ceases to engage in the activity to which that qualification would relate; and
- (2) does not resume that activity without first attaining an appropriate qualification.
- 2.2A.4 G *Firms* may wish their *employees* to attain an appropriate qualification within an earlier time limit or to place limits on the number of times that qualification can be taken.
- 2.2A.5 G *Firms* may wish *employees* who carry on an overseeing activity specified in TC Appendix 1 to attain an appropriate qualification within 30 *months* of starting the activity.

Record-keeping

- 2.2A.6 R A *firm* should, for the purposes of TC 3.1.1R (Record keeping), make and retain records of the time limits within which the appropriate qualification has been attained.

Amend the following as shown.

Appendix 1.1 Activities and Products/Sectors to which TC applies subject to TC Appendices 2 and 3

App 1.1.1R

Activity	Products/Sectors		Is there an appropriate examination <u>qualification</u> requirement?
...			
<u>Dealing</u>	<u>13A</u>	<u>Securities which are not stakeholder pension schemes or broker funds</u>	<u>No</u>
	<u>13B</u>	<u>Derivatives</u>	<u>No</u>
...			

After Appendix 3 insert the following new appendices. The text is not underlined.

TC Appendix 4E – Appropriate Qualification tables

(Unless otherwise indicated all qualifications are valid if awarded by examination only)

Key for the following qualification tables

1	meets full qualification requirement
2 +3	meets full qualification requirement
4 + 5 + 6	Meets full qualification requirement

Qualification table for : Advising on (but not dealing in) securities (which are not stakeholder pension schemes or broker funds) – Activity number 2 in TC Appendix 1.1.1R

Qualification	Qualification provider	Key
Certified International Wealth Manager	Association of International Wealth Managers	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK	1
Investment Management Certificate (Level 4 certificate) plus other qualifications that meet specialist standards for advising on securities	CFA Institute/ CFA Society of UK	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate	CFA Institute/ CFA Society of UK	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Investment Management Certificate	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/	1

	Institute of Investment Management and Research)	
Fellow by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Associate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Investment Advice Diploma (where candidate holds 3 modules including the securities module)	The Chartered Institute for Securities & Investment	1
Masters in Wealth Management (Post 2010 examination standards)	The Chartered Institute for Securities & Investment	1
Masters in Wealth Management (pre 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management (attained through competency interview and presentation only)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Diploma (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Investment Advice Certificate	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Member of the Securities Institute (MSI Dip) (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities and Financial Derivatives)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities and Financial Derivatives – Retail	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
SFA Securities Representatives Examination	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Fellow or Associate	Faculty or Institute of Actuaries	1

Registered Representative Full Membership Exams – where candidates hold all 3 papers or have both the Stock Exchange Practice and Techniques of Investment papers	London Stock Exchange (records now kept by The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)).	1
BA (Hons) Financial Services, Planning and Management	Manchester Metropolitan University	1
TSA Registered Representative Examinations	The Securities Association (now The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute))	1
BA in Accounting and Finance	University of Stirling	1
BA in Finance	University of Stirling	1
MSc in Finance	University of Stirling	1
MSc in International Accounting and Finance (where candidates hold modules as recommended by the <i>firm</i>)	University of Stirling	1
MSc in Investment Analysis	University of Stirling	1
ACI Dealing Certificate	ACI	2
ACI Diploma	ACI	2
Secondary Examination	Analyst Association of Japan	2
Diploma	Association of Belgian Financial Analysts	2
Certified International Investment Analyst (CIIA)	The Association of Certified International Investment Analysts (ACIIA)	2
Canadian Securities course plus Conduct and Practices Handbook	Canadian Securities Institute	2
Investment Practice version of the Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	2
Securities Institute Level 3 Certificate in Investments (Investment Management) – Unit 5	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	2
Securities Institute Level 3 Certificate in Investments (Securities) plus Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	2
Certified European Financial Analyst	EFFAS Societies with accredited examinations	2
Series 7 – General Securities Representative Examination	Financial Industry Regulatory Authority (FINRA) – Formerly the National Association of Securities Dealers (NASD)	2
Certificate in Financial Markets	Financial Services Institute of Australasia (Formerly the Securities Institute of Australia)	2
Diploma of Financial Markets	Financial Services Institute of Australasia (Formerly the Securities Institute of Australia)	2

Examination	French Society of Investment Analysts	2
International Fixed Income and Derivatives (IFID) Certificate Programme	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	2
Registered Representative Examination	Irish Stock Exchange / Dublin City University	2
Registered Stock Broker	The Irish Stock Exchange	2
Promotore Finanziario Examination	Italian Exchange	2
Membership Examination	Johannesburg Stock Exchange	2
Registered Representative of Public Securities Examination (pre-April 1990)	Japanese Bankers Association	2
Representative of Public Securities Qualification – Class 1	Japanese Bankers Association	2
Representative of Public Securities Examination (pre- April 1990)	Japanese Securities Dealers Association	2
Representative of Public Securities Qualification – Type 1	Japanese Securities Dealers Association	2
Trainee Dealers Representative Examination	Kuala Lumpur Stock Exchange	2
Elementary, Intermediate and International Capital Markets course	Korea Securities Trading Institute	2
Certificate	New Zealand Stock Exchange	2
Examination	NIBE SVV The Dutch Institute for the Banking, Insurance and Stockbroking Industry	2
International Capital Markets Qualification (including the Fixed Interest and Bond Markets Module)	Securities Institute/ South African Institute of Financial Markets	2
Dealers Representative Examinations	Singapore Exchange	2
Ordinary and Senior Certificates	South African Institute of Financial Markets	2
Unit 1 – UK Regulation and Markets	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	3
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Unit 1 – Financial Regulation	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Investment Administration Qualification – SFA Regulatory Environment Module	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Securities and Investment Institute – Unit 1 Financial Regulation – (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3

Investment Administration Qualification – Unit 2 SFA Regulatory Environment – (Formerly the Investment Administration Qualification – Regulatory Environment Module)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	3

Qualification table for : Advising on (but not dealing in) Derivatives – Activity number 3 in TC Appendix 1.1.1R		
Qualification	Qualification Provider	Key
Certified International Wealth Manager	Association of International Wealth Managers	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK	1
Investment Management Certificate (Level 4 certificate) plus other qualifications that meet RDR specialist standards for securities	CFA Institute/ CFA Society of UK	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate	CFA Institute/ CFA Society of UK	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Associate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Fellow by examination	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/Institute of Investment Management and Research)	1
Masters in Wealth Management (post 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Investment Advice Diploma	The Chartered Institute for Securities & Investment	1
Member of the Securities Institute (MSI Dip)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1

(where candidate holds 3 modules as recommended by the <i>firm</i>)		
Masters in Wealth Management (pre 2010 examination standards)	The Chartered Institute for Securities & Investment	1
Diploma (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management (attained through a CISI competency interview and presentation only)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Investment Advice Certificate	The Chartered Institute for Securities and Investment (Formerly the Securities & Investment Institute)	1
Certificate in Derivatives	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Financial Derivatives	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities and Financial Derivatives	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities Representative plus Financial Derivatives Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Advanced Financial Planning Certificate (must include a pass in G70 paper)	Chartered Insurance Institute	1
Associate or Fellow (life and pensions route only)	Chartered Insurance Institute	1
Fellow or Associate	Faculty or Institute of Actuaries	1
Registered Representative Full Membership	London Stock Exchange (records now kept by The Chartered Institute for Securities & Investment)	1

Exams – where candidates hold all 3 papers or have both the Stock Exchange Practice and Techniques of Investment papers	(Formerly the Securities and Investment Institute)).	
BA (Hons) Financial Services, Planning and Management	Manchester Metropolitan University	1
TSA Registered Representative Examinations	The Securities Association	1
International Capital Markets Qualification (ICMQ) including a pass in Futures, Options and other Derivative Products paper	Securities Institute/South African Institute of Financial Markets	1
BA in Finance and Accounting	University of Stirling	1
MSc in Finance	University of Stirling	1
MSc in International Accounting and Finance (where candidates hold modules as recommended by the <i>firm</i>)	University of Stirling	1
MSc in Investment Analysis	University of Stirling	1
ACI Dealing Certificate	ACI	2
ACI Diploma	ACI	2
Secondary Examination	Analyst Association of Japan	2
Certified International Investment Analyst (CIIA)	The Association of Certified International Investment Analysts (ACIIA)	2
Chartered Financial Analyst	CFA Institute	2
Investment Practice paper of the Investment Management Certificate	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/Institute of Investment Management and Research)	2
Securities Institute Level 3 Certificate in Investments (Investment Management) – Unit 5	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2
Diploma including passes in both the Australian Futures Trading and Options papers	Financial Services Institute for Australasia (Formerly the Securities Institute of Australia)	2
International Fixed Income and Derivatives (IFID) Certificate Programme	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	2
Registered Representative of Public Securities Examination (pre April 1990)	Japanese Bankers Association	2
Representative of Public Securities Qualification – Class 1	Japanese Bankers Association	2
Representative of Public Securities Examination (pre April 1990)	Japanese Securities Dealers Association	2
Representative of Public Securities	Japanese Securities Dealers Association	2

Qualification – Type 1		
Series 3 – Futures Representative Examination	National Futures Association	2
Examination	NIBE SVV the Dutch Institute for Banking, Insurance and Stockbroking Industry	2
Examination	Norwegian Society of Financial Analysts	2
Singapore Exchange Futures Trading Test	Singapore Institute of Banking and Finance	2
Registered Representative Examination	Sydney Futures Exchange	2
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – IMRO Regulatory Environment module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – SFA Regulatory Environment module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – Unit 2 SFA Regulatory Environment (Formerly the Investment Administration Qualification – Regulatory Environment module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Securities & Investment Institute – Unit 1 Financial Regulation (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Unit 1 – Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Unit 1 – UK Regulation and Markets	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	3
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

Qualification table relating to : Advising on *Packaged Products* (which are not *broker funds*) and *Friendly Society* tax-exempt policies - Activity Numbers 4 and 6 in TC Appendix 1.1.1 R

Qualification	Qualification Provider	Key
BA in Financial Services (1995 to 2001)	Bournemouth University	1
MA in Financial Services (1995 to 2001)	Bournemouth University	1
Post Graduate in Financial Services (1995 to 2001)	Bournemouth University	1
Diploma in Professional Financial Advice	Calibrand/Scottish Qualifications Authority	1

Diploma in Investment Planning (Existing Adviser) Post 2010 examination standards	Chartered Institute of Bankers in Scotland	1
Diploma in Investment Planning (New Adviser) Post 2010 examination standards	Chartered Institute of Bankers in Scotland	1
Diploma in Investment Planning (Retail Banking) (New Adviser) Post 2010 examination standards	Chartered Institute of Bankers in Scotland	1
Diploma in Investment Planning (Retail Banking) (Existing Adviser) Post 2010 examination standards	Chartered Institute of Bankers in Scotland	1
Associate (March 1992 to July 1994 syllabus (including top-up test))	Chartered Institute of Bankers in Scotland	1
Associate (post August 1994 syllabus)	Chartered Institute of Bankers in Scotland	1
Certificate in Investment Planning	Chartered Institute of Bankers in Scotland	1
Chartered Banker (where candidates hold UK Financial Services and Investment modules)	Chartered Institute of Bankers in Scotland	1
Diploma in Investment Planning (current)	Chartered Institute of Bankers in Scotland	1
Certificate in Financial Planning (Post 17/09/2004)	Chartered Institute of Bankers in Scotland	1
Masters in Wealth Management	The Chartered Institute for Securities & Investment	1
Masters in Wealth Management (Post 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Investment Advice Diploma	The Chartered Institute for Securities & Investment	1
Investment Advice Certificate	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Certificate in Private Client Investment Advice and Management (attained through competency interview and presentation only)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Diploma (where candidates hold 3 modules as recommended by the firm)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Member of the Securities Institute (MSI Dip) (where candidate holds 3 modules as recommended by the firm)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	
Regulated Diploma in Financial Planning	Chartered Insurance Institute	1
Diploma in Regulated Financial Planning	Chartered Insurance Institute	1

(attained through a CII alternative assessment day)		
Advanced Diploma in Financial Planning	Chartered Insurance Institute	1
Advanced Financial Planning Certificate	Chartered Insurance Institute	1
Associate (ACII) (where candidate holds appropriate life and pension modules)	Chartered Insurance Institute	1
Associate (ALIA Dip)	Chartered Insurance Institute	1
Diploma in Financial Planning	Chartered Insurance Institute	1
Fellow (FCII) (where candidates hold appropriate life and pensions modules)	Chartered Insurance Institute	1
Certificate in Financial Planning	Chartered Insurance Institute	1
Financial Planning Certificate (No new registrations after 17/12/2004)	Chartered Insurance Institute	1
Fellow (FLIA Dip)	Chartered Insurance Institute	1
Fellow or Associate	Faculty or Institute of Actuaries	1
FSSC Advanced Apprenticeship in Advising on Financial Products (Financial Advice Pathway)		1
Associate (where candidate has passed the investment module)	<i>Ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Diploma for Financial Advisers (pre 2010 examination standards)	<i>Ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Professional Investment Certificate	<i>Ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Diploma for Financial Advisers (post 2010)	<i>Ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate for Financial Advisers (Post 1/11/2004)	<i>Ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate for Financial Advisers (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly Chartered Institute of Bankers)	1
Professional Certificate in Banking (PCertB)	<i>ifs</i> School of Finance (Formerly Chartered Institute of Bankers)	1
Certified Financial Planner	Institute of Financial Planning	1
Fellowship	Institute of Financial Planning	1
BA (Hons) Financial Services, Planning and Management	Manchester Metropolitan University	1
BA in Financial Services (1995 to 2001)	Sheffield Hallam University	1
MA in Financial Services (1995 to 2001)	Sheffield Hallam University	1
Post Graduate in Financial Services (1995 to 2001)	Sheffield Hallam University	1

BA in Finance	University of Stirling	1
BA in Finance and Accounting	University of Stirling	1
BA in Financial Services (1995 to 2001)	University of the West of England	1
MA in Financial Services (1995 to 2001)	University of the West of England	1
Post Graduate in Financial Services (1995 to 2001)	University of the West of England	1
Certificate in Investment Planning Paper 1 (Pre 31/10/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Investment Planning (Post 17/09/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Investment and Financial Advice – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Advice Certificate Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	3
Certificate in Financial Planning – Paper 1	Chartered Insurance Institute	3
Certificate for Financial Advisers – Paper 1 (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate for Financial Advisers Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate in Mortgage Advice and Practice (CeMAP) – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3

Qualification table for : Advising on, and dealing in *Securities* (which are not *stakeholder pension schemes* or *broker funds*) – Activity number 12 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Certified International Wealth Manager	Association of International Wealth Managers	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK	1
Investment Management Certificate (Level 4 certificate) plus other qualifications that meet RDR specialist standards for securities	CFA Institute/ CFA Society of UK	1

Chartered Financial Analyst Program Level 1 plus Investment Management Certificate	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Fellow by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Associate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Investment Advice Diploma (where candidate holds 3 modules including the securities module)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Masters in Wealth Management (based on post 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Masters in Wealth Management (based on pre 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Private Client Investment Advice and Management (attained through competency interview and presentation only)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Diploma (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Member of the Securities Institute (MSI Dip) (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities - Retail	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities and Financial Derivatives – Retail	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1

SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Advanced Financial Planning Certificate (must include a pass in G70 paper)	Chartered Insurance Institute	1
Associateship (must include a pass in the Investment Paper)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Registered Representative Full Membership Exams – where candidates hold all 3 papers or have both the Stock Exchange Practice and Techniques of Investment papers	London Stock Exchange (records now kept by The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)).	1
BA (Hons) Financial Services, Planning and Management	Manchester Metropolitan University	1
TSA Registered Representative Examinations	The Securities Association	1
BA in Finance	University of Stirling	1
BA in Finance and Accounting	University of Stirling	1
MSc in Investment Analysis	University of Stirling	1
MSc in Finance	University of Stirling	1
ACI Dealing Certificate	ACI	2
ACI Diploma	ACI	2
Secondary Examination	Analyst Association of Japan	2
Diploma	Association of Belgian Financial Analysts	2
Certified International Investment Analyst (CIIA)	The Association of Certified International Investment Analysts (ACIIA)	2
Canadian Securities Course plus Conduct and Practices Handbook	Canadian Securities Institute	2
Certified European Financial Analyst	EFFAS Societies with accredited examinations	2
Series 7 – General Securities Representatives Examination	Financial Industry Regulatory Authority (FINRA) – Formerly the National Association of Securities Dealers (NASD)	2
Certificate in Financial Markets	Financial Services Institute of Australasia (Formerly the Securities Institute of Australia)	2
Diploma of Financial Markets Examination	Financial Services Institute of Australasia (Formerly the Securities Institute of Australia)	2
International Fixed Income and Derivatives (IFID) Certificate Programme	French Society of Investment Analysts	2
General Certificate Programme	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	2
Irish Registered Representative Examination	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	2
	Irish Stock Exchange/ Dublin City University	2

Promotore Finanziario Examination	Italian Exchange	2
Registered Representative of Public Securities Examination (pre April 1990)	Japanese Bankers Association	2
Representative of Public Securities Qualification – Class 1	Japanese Bankers Association	2
Registered Representative of Public Securities Examination (pre April 1990)	Japanese Securities Dealers Association	2
Representative of Public Securities Qualification – Type 1	Japanese Securities Dealers Association	2
Membership Examinations	Johannesburg Stock Exchange	2
Elementary, Intermediate and International Capital Markets Courses	Korea Securities Training	2
Trainee Dealers Representative Examination	Kuala Lumpur Stock Exchange	2
Certificate	New Zealand Stock Exchange	2
Examination	NIBE SVV the Dutch Institute for the Banking, Insurance and Stockbroking Industry	2
International Capital Markets Qualification (inclusive of the Fixed Interest and Bond Markets Module)	Securities Institute/ South African Institute of Financial Markets	2
Dealers Representative Examination	Singapore Exchange	2
Diploma	The Swiss Stock Exchange	2
Professional Certificate in Stockbroking	University College Dublin (UCD) / The Institute of Bankers School of Professional Finance	2
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – SFA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – Unit 2 SFA Regulatory Environment – (Formerly the Investment Administration Qualification Regulatory Environment Module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Securities & Investment Institute – Unit 1 Financial Regulation (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Unit 1 – Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Unit 1 – UK Regulation and Markets	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	3

Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

Qualification table for : Advising on and dealing with or for clients in <i>Derivatives</i> – Activity number 13 in TC Appendix 1.1.1R		
Qualification	Qualification Provider	Key
Certified International Wealth Manager	Association of International Wealth Managers	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Chartered Financial Analyst Program Level 1 plus Investment Management Certificate	CFA Institute/ CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Associate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Chartered Financial Analyst plus Unit 1 of the Investment Management Certificate (Level 4 certificate)	CFA Institute/ CFA Society of UK	1
Investment Management Certificate (Level 4 certificate) plus other qualifications that meet specialist standards for advising on securities	CFA Institute/ CFA Society of UK	1

Fellow by examination	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/Institute of Investment Management and Research)	1
Associateship – must include a pass in the Investment Paper	Chartered Institute of Bankers in Scotland	1
Investment Advice Diploma	The Chartered Institute for Securities & Investment	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment	1
Certificate in Private Client Investment Advice and Management (attained through a CISI competency interview and presentation only)	The Chartered Institute for Securities & Investment	1
Masters in Wealth Management (based on pre 2010 examination standards)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1

Diploma (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Derivatives	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Financial Derivatives	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Certificate in Securities and Financial Derivatives	The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Member of the Securities Institute (MSI Dip) (where candidate holds 3 modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Financial Derivatives paper of Diploma	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities Representative Examination plus Financial Derivatives Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Financial Futures and Options paper of the Diploma	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Advanced Financial Planning Certificate (must include a pass in G70 paper)	Chartered Insurance Institute	1
Associateship – (must include a pass in the Investment Paper)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Associateship – (must include a pass in the Investment Management Paper)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Registered Representative Full Membership Exams – where candidates hold all 3 papers or have both the Stock	London Stock Exchange (records now kept by The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)).	1

Exchange Practice and Techniques of Investment papers		
BA (Hons) Financial Services, Planning and Management	Manchester Metropolitan University	1
TSA Registered Representative Examination	The Securities Association	1
International Capital Markets Qualification (ICMQ) including pass in Futures, Options and other Derivative Products	Securities Institute/ South African Institute of Financial Markets	1
BA in Finance and Accounting	University of Stirling	1
MSc in Finance	University of Stirling	1
MSc in International Accounting and Finance (where candidates hold modules as recommended by the <i>firm</i>)	University of Stirling	1
MSc in Investment Analysis	University of Stirling	1
ACI Dealing Certificate	ACI	2
ACI Diploma	ACI	2
Secondary Examination	Analyst Association of Japan	2
Certified International Investment Analyst (CIIA)	The Association of Certified International Investment Analysts (ACIIA)	2
Derivatives Fundamentals Course and Futures/Options Licensing Course	Canadian Securities Institute	2
Diploma including passes in both the Australian Futures Trading and Options Trading papers	Financial Services Institute of Australasia (Formerly the Securities Institute of Australia)	2
International Fixed Income and Derivatives (IFID) Certificate Programme	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	2
Registered Representative of Public Securities Examination (pre April 1990)	Japanese Bankers Association	2
Representative of Public Securities Qualifications – Class 1	Japanese Bankers Association	2
Representative of Public Securities Examination (pre April 1990)	Japanese Securities Dealers Association	2
Representative of Public Securities Qualifications – Type 1	Japanese Securities Dealers Association	2

Series 3 National Commodities Futures Examination	National Futures Association	2
Examination	NIBE SVV the Dutch Institute for the Banking, Insurance and Stockbroking Industry	2
Examination	Norwegian Society of Financial Analysts	2
Singapore Exchange Futures Trading Test	Singapore Institute of Banking and Finance	2
Ordinary and Senior Certificates	South African Institute of Financial Markets	2
Unit 1 – Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Unit 1 – UK Regulation and Markets	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	3
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – SFA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – Unit 2 SFA Regulatory Environment (Formerly the Investment Administration Qualification – Regulatory Environment Module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Securities & Investment Institute – Unit 1 Financial Regulation (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

Qualification table for : Advising on *Long-term care insurance contracts* – Activity number 7 in TC Appendix 1.1.1R

Qualification	Body	Key
Certificate in Financial Planning & Long Term Care Insurance	Chartered Insurance Institute	1
G80 paper of Advanced Financial Planning Certificate (October 2004) plus appropriate exam requirements for TC 2.1.4R(1)(f)	Chartered Insurance Institute	1

Certificate for Financial Advisers & Certificate in Long-term Care Insurance	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
FSSC Advanced Apprenticeship in Advising on Financial Products (Long Term Care Insurance Pathway)		1
National Diploma:Financial Services Long-Term Risk Assessment	Insurance Sector Education and Training Authority	2

Qualification table for : Advising on *investments* in the course of *corporate finance business* – Activity number 8 in TC Appendix 1.1.1R

Qualification	Body	Key
Fellow or Associate by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	1
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	1
Certificate in Corporate Finance	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Certificate in Securities	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Certificate in Securities and Financial Derivatives	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Diploma (must include a pass in Regulation and Compliance Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1

Certificate in Investments (Investment Management)		
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Securities)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
G70 paper of Advanced Financial Planning Certificate	Chartered Insurance Institute	1
Fellow or Associate	Institute of Chartered Accountants in England and Wales	1
Fellow or Associate	Institute of Chartered Accountants in Ireland	1
Member	Institute of Chartered Accountants in Scotland	1
Member or Affiliate	Association of Chartered Certified Accountants	1
Stock Exchange Registered Representative Examination	London Stock Exchange (records now kept by The Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)).	1
TSA Registered Representative Examination	The Securities Association (now The Chartered Institute for Securities and Investment (Formerly the Securities and Investment Institute))	1
Secondary Examination	Analyst Association of Japan	2
Investment Practice version of the Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/Institute of Investment Management and Research)	2
Certificate in Investment Management – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2
Diploma – Corporate Finance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2
Securities Institute Level 3 Certificate in Investments (Investment Management) – Unit 5	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2
Registered Representative of Public Securities Examination (pre-April 1990)	Japanese Bankers Association	2
Representative of Public Securities Examination (pre-April 1990)	Japanese Securities Dealers Association	2

Representative of Public Securities Qualification – Class 1	Japanese Bankers Association	2
Representative of Public Securities Qualification – Type 1	Japanese Securities Dealers Association	2
Module B(ii), Securities and Portfolio Management	Law Society of England and Wales	2
Examination	NIBE SVV the Dutch Institute for the Banking , Insurance and Stockbroking Industry	2
Ordinary and Senior Certificates	South African Institute of Financial Markets	2
MSc in international Accounting and Finance (where candidates hold modules as recommended by the <i>firm</i>)	University of Stirling	2
UK Regulation and Markets version of Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	3
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – SFA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – Unit 2 SFA Regulatory Environment – (Formerly the Investment Administration Qualification – Regulatory Environment Module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Securities & Investment Institute – Unit 1 Financial Regulation –	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

(Formerly the Securities Institute Regulatory Paper)		
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Qualification table for : <i>Advising on syndicate participation at Lloyd's</i> - Activity number 9 in TC Appendix 1.1.1R		
Qualification	Qualification Provider	Key
Lloyd's Market Certificate	Lloyd's / Chartered Insurance Institute	1
Lloyd's and London Market Introductory Test (Formerly the Lloyd's Introductory Test)	Lloyd's	1

Qualification table for : <i>Acting as a Pension transfer specialist</i> – Activity number 11 in TC Appendix 1.1.1R		
Qualification	Qualification Provider	Key
Fellow or Associate including three pensions-related subjects as confirmed by the examining body	Chartered Insurance Institute	1
G60 paper of Advanced Financial Planning Certificate	Chartered Insurance Institute	1
Unit AF3 of the Advanced Diploma in Financial Planning	Chartered Insurance Institute	1
Fellow or Associate	Faculty or Institute of Actuaries	1
Pensions paper of Professional Investment Certificate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Fellow or Associate by examination	Pensions Management Institute	1
Fellow or Associate by examination	Pensions Management Institute	1

Qualification table for : <i>Managing investments</i> or <i>Acting as a Broker fund adviser</i> – Activity number 14 and 10 in TC Appendix 1.1.1R		
Qualification	Qualification Provider	Key

Certified International Wealth Manager Diploma (CIWM)	Association of International Wealth Management (AIWM)	1
Investment Management Certificate (both pre and post 2010 examination standards)	CFA Society UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	1
Fellow by examination	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	1
Certificate in Private Client Investment Advice and Management	The Chartered Institute for Securities & Investment	1
Certificate in Private Client Investment Advice and Management (attained through a CISI competency interview and presentation only)	The Chartered Institute for Securities & Investment	1
Investment Advice Diploma (where candidates hold technical modules as recommended by the <i>firm</i>)	The Chartered Institute for Securities & Investment	1
Masters in Wealth Management	The Chartered Institute for Securities & Investment	1
Certificate in Investment Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	1
Level 6 Diploma in Wealth Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	1
Investment Advice Certificate	Chartered Institute for Securities & Investment (Formerly the Securities and Investment Institute)	1
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	1
Registered Representative Full Membership Exams – where candidates hold all three papers or hold both the Stock Exchange Practice and Technique of Investment Papers	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	1
Advanced Financial Planning Certificate (must include a pass in G70 paper)	Chartered Insurance Institute	1

Associate – achieved by examination passed before 1 December 2001 (must include a pass in Subject 301 – Investment and Asset Management (syllabus in force from 1998))	Faculty or Institute of Actuaries	1
Fellow – achieved by examination (must include a pass in subjects 301 and 401 Investment and Asset Management (syllabus in force from 1998))	Faculty or Institute of Actuaries	1
Fellow or Associate by examination (must include Investment Paper E (Syllabus in force until 1998))	Faculty or Institute of Actuaries	1
MSc in International Accounting (where candidates hold modules as recommended by the <i>firm</i>)	University of Stirling	1
MSc in Investment Analysis	University of Stirling	1
Certified International Investment Analyst (CIIA)	The Association of Certified International Investment Analysts (ACIIA)	2
Chartered Financial Analyst (Level 1)	CFA Institute	2
Investment Management Asset Allocation Qualification	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	2
Investment Practice Version of Investment Management Certificate (both pre and post 2010 reformed Appropriate Exam standards versions)	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	2
Certificate in Investment Management – paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2
Securities Institute Level 3 Certificate in Investments	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	2

(Investment Management) – unit 5		
Certified European Financial Analyst	EFFAS Societies with accredited examinations	2
IPF Certificate in Property Investment	Investment Property Forum	2
Associate – achieved by examination passed after 30 November 2001 (must include a pass in subject 301 – Investment and Asset Management (syllabus in force from 1998))	Faculty or Institute of Actuaries	2
Chartered Member	Securities Analysts Association of Japan	2
Certificate in Investment Management (at least 3 papers passed by examination)	Society of Investment Analysts in Ireland	2
Ordinary and Senior Certificates	South African Institute of Financial Markets	2
Dual degree Executive MBA in Asset and Wealth Management	Swiss Finance Institute	2
Unit 1 – UK Regulation & Markets	CFA Society UK (Formerly United Kingdom Society of Investment Professionals / Institute of Investment Management and Research)	3
Unit 1 – Financial Regulation	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	3
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	3
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – FSA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Administration Qualification – Unit 2 FSA Regulatory Environment –	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

(Formerly the Investment Administration Qualification – Regulatory Environment Module)		
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

Qualification table for : Overseeing on a day to day basis operating a *collective investment scheme* or undertaking activities of a *trustee* or *depository* of a *collective investment scheme* – Activity number 15 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Member	Association of Accounting Technicians	4
Fellow or Associate	Association of Chartered Certified Accountants	4
Fellow or Associate	Association of Corporate Treasurers	4
Fellow or Associate	Chartered Institute of Bankers in Ireland	4
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	4
Member or Associate	Chartered Institute of Bankers in Scotland	4
Fellow or Associate	Chartered Institute of Management Accountants	4
Fellow or Associate	Chartered Institute of Public Finance and Accountancy	4
Fellow or Associate by examination	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Administration Qualification – Introduction to Securities and Investment module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Corporate Finance	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Derivatives – Paper 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Investment Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Securities – Paper	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4

2		
Certificate in Securities and Financial Derivatives – Paper 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Client Services Qualification	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma International Operations Management module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma Operations Management module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Member of the Securities Institute by examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives) – Unit 4	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities) – Unit 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4

SFA Securities Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	4
Fellow or Associate	Chartered Insurance Institute	4
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	4
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	Institute of Chartered Accountants in England and Wales	4
Fellow or Associate	Institute of Chartered Accountants in Ireland	4
Member	Institute of Chartered Accountants in Scotland	4
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	4
Certificate in Company Secretarial Practice and Share Registration Practice (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	4
Fellow or Associate	Institute of Chartered Secretaries and Administrators	4
Solicitor	Law Society of England and Wales/ Law Society of Northern Ireland	4
TSA Registered Representative Examination	The Securities Association	4
Fellow or Associate	Pensions Management Institute	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Investment Regulation and Practice Paper of the Associate Examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
UK Regulation and Markets version of the Investment	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5

Management Certificate		
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	5
Investment Administration Qualification – FSA Regulatory Environment	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Certificate in Investment Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma – International Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma Regulation and Compliance Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – FSA Regulatory Environment Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Investment Advice Certificate Paper 1	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Securities & Investment Institute – Unit 1 Financial Regulation – (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Futures and Options	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5

Representative Examination		
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	5
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	5
Certificate for Financial Advisers Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate for Financial Advisers – Paper 1	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	5
Certificate in Company Secretarial Practice and Share Registration Practice (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	5
TSA Registered Representative Examination	The Securities Association	5
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma International Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Collective Investment Schemes Administration module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6

Investment Administration Qualification – Asset Servicing Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Basics of CREST Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Bond Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification CREST Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Derivatives Operations Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Exchange – Traded Derivative Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Global Custody Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Global Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA and PEP Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification OEIC Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Operational Risk Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6

Investment Administration Qualification – OTC Derivatives Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification PEP Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Portfolio Performance Measurement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Private Client Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Unit Trust Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	6
Certificate in Company Secretarial Practice and Share Registration Practice (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	6
Investment Administration Management Award	Investment Management Association	6
In house module (only where the firm can demonstrate that none of the listed examinations is appropriate)		6

Qualification table for : Overseeing on a day to day basis safeguarding and administering *investments* or holding *client money* – Activity number 16 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
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Member	Association of Accounting Technicians	4
Fellow or Associate	Association of Chartered Certified Accountants	4
Fellow or Associate	Association of Corporate Treasurers	4
Fellow or Associate by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Fellow or Associate	Chartered Institute of Bankers in Ireland	4
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	4
Fellow or Associate	Chartered Institute of Management Accountants	4
Fellow or Associate	Chartered Institute of Public Finance and Accountancy	4
Investment Administration Qualification – Introduction to Securities and Investment module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Corporate Finance	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Derivatives – Paper 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Investment Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Securities – Paper 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Securities and Financial Derivatives – Paper 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Client Services Qualification	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma International Operations Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Diploma Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Membership of the Securities Institute by examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4

Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities) – Unit 2	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives) – Unit 4	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
SFA Securities Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	4
Fellow or Associate	Chartered Insurance Institute	4
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	4
Fellow or Associate	Faculty or Institute of Actuaries	4
Certificate for Financial Advisers Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	Institute of Chartered Accountants in England and Wales	4
Fellow or Associate	Institute of Chartered Accountants in Ireland	4
Member	Institute of Chartered Accountants in Scotland	4
Member or Associate	Chartered Institute of Bankers in Scotland	4
Certificate in Collective	Institute of Chartered Secretaries and Administrators	4

Investment Scheme Administration		
Certificate in Company Secretarial Practice and Share Registration Practice (including Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	4
Fellow or Associate	Institute of Chartered Secretaries and Administrators	4
Fellow or Associate	Pensions Management Institute	4
TSA Registered Representative Examination	The Securities Association	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Investment Regulation and Practice Paper of the Associate Examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
UK Regulation and Markets version of the Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	5
Investment Administration Qualification – FSA Regulatory Environment	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Certificate in Investment Management	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma International Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Diploma Regulation and Compliance Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – IMRO	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5

Regulatory Environment Module		
Investment Administration Qualification – FSA Regulatory Environment Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Securities & Investment Institute – Unit 1 Financial Regulation (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Securities Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	5
Financial Planning Certificate Paper 1	Chartered Insurance Institute	5
Certificate for Financial Advisers – Paper 1 pre 31/10/2004	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	5
Certificate in Company Secretarial Practice and Share	Institute of Chartered Secretaries and Administrators	5

Registration Practice (including the Regulatory module within the examination)		
TSA Registered Representative Examinations	The Securities Association	5
Investment Administration Qualification – Global Securities Operations module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Private Client Administration module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma International Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma Operations Management Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Asset Servicing Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Basics of CREST Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification –Bond Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification CREST Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Derivatives Operations Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Exchange-Traded Derivative Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6

Investment Administration Qualification Global Custody Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Global Settlement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA and PEP Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification OEIC Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Operational Risk Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – OTC Derivatives Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification PEP Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Portfolio Performance Measurement Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification Unit Trust Administration Module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Operations Certificate Programme (OCP)	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	6
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	6

Certificate in Company Secretarial Practice and Share Registration Practice (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	6
Investment Administration Management Award	Investment Management Association	6
In-house module (only where the firm can demonstrate that none of the listed examinations are appropriate)		6

Qualification table for : Overseeing on a day to day basis administrative functions in relation to managing *investments*

- (i) arranging settlement;
- (ii) monitoring and processing corporate actions;
- (iii) client account administration, liaison and reporting including valuation and performance measurement;
- (iv) ISA, PEP or CTF administration;
- (v) Investment trust savings scheme administration.

Activity number 17 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Member	Association of Accounting Technicians	4
Fellow or Associate	Association of Chartered Certified Accountants	4
Fellow or Associate	Association of Corporate Treasurers	4
Fellow or Associate by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Fellow or Associate	Chartered Institute of Bankers in Ireland	4
Certificate in Investment Planning	Chartered Institute of Bankers in Scotland	4
Member or Associate	Chartered Institute of Bankers in Scotland	4
Fellow or Associate	Chartered Institute of Management Accountants	4
Fellow or Associate	Chartered Institute of Public Finance and Accountancy	4

Investment Administration Qualification – Introduction to Securities and Investment module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	4
Certificate in Corporate Finance	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities and Financial Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Client Services Qualification	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – International Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Member of the Securities Institute by examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities) – Unit 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4

(Securities & Financial Derivatives) – Unit 4		
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	4
Fellow or Associate	Chartered Insurance Institute	4
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	4
Fellow or Associate	Faculty or Institute of Actuaries	4
FSSC Advanced Apprenticeship in Retail Financial Services (investment Administration Pathway including the Introduction to Securities and Investment module)		4
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	Institute of Chartered Accountants in England and Wales	4
Fellow or Associate	Institute of Chartered Accountants in Ireland	4
Member	Institute of Chartered Accountants in Scotland	4
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	4
Certificate in Company Secretarial Practice and Share Registration (including the Regulatory module within the	Institute of Chartered Secretaries and Administrators	4

examination)		
Fellow or Associate	Institute of Chartered Secretaries and Administrators	4
Solicitor	Law Society of England and Wales/ Law Society of Scotland/ Law Society of Northern Ireland	4
Fellow or Associate	Pensions Management Institute	4
TSA Registered Representative Examinations	The Securities Association	4
Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Investment Regulation and Practice Paper of the Associate Examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
UK Regulation and Markets version of Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	5
Investment Administration Qualification – FSA Regulatory Environment module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Unit 6 – Principles of Financial Regulation	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	5
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Diploma – International Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Diploma – Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Diploma – Regulation and Compliance Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5

Qualification – Regulatory Environment Module		
Investment Administration Qualification – FSA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Securities & Investment Institute – Unit 1 Financial Regulation (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	5
FSSC Advanced Apprenticeship in Retail Financial Services (Investment Administration Pathway including FSA Regulatory Environment or Principles of Financial Regulation)		5
Diploma in Capital Markets, Regulation and Compliance	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	5
Operations Certificate	ICMA Centre / University of Reading (Formerly ISMA Centre / University of Reading)	6

Programme (OCP)		
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	5
Certificate in Company Secretarial Practice and Share Registration (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	5
Investment Administration Qualification – Asset Servicing module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – CREST Settlement module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Global Securities Operation module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA and CTF Administration module	The Chartered Institute for Securities & Investments (Formerly the Securities & Investment Institute)	6
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Diploma – International Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Diploma – Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Basics of CREST module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6

Qualification – Bond Settlement Module		
Investment Administration Qualification – Derivatives Operations Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Exchange-Traded Derivative Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Global Custody Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Global Settlement Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – ISA Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – OEIC Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification –Operational Risk Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification - PEP Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Private Client Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Unit Trust Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
FSSC Advanced Apprenticeship in Retail Financial Services (Investment Administration Pathway including either Asset		6

Servicing / CREST Settlement / Global Securities or ISA and CTF Administration)		
Certificate in Company Secretarial Practice and Share Registration (including the Regulatory module within the examination)	Institute of Chartered Secretaries and Administrators	6
Investment Administration Management Award	Investment Management Association	6
In house module (only where the firm can demonstrate that none of the listed examinations is appropriate)		6

Qualification table for : Carrying out on a day to day basis administrative functions in relation to effecting or carrying out *contracts of insurance which are life policies*:

- (i) new business administration;
- (ii) policy alterations including surrenders and policy loans;
- (iii) preparing projections;
- (iv) processing claims, including pension payments;
- (v) fund switching

Activity number 18 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Member	Association of Accounting Technicians	4
Fellow or Associate	Association of Chartered Certified Accountants	4
Fellow or Associate	Association of Corporate Treasurers	4
Fellow or Associate by examination	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Management Certificate	CFA Society UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Fellow or Associate	Chartered Institute of Bankers in Ireland	4
Certificate in Investment	Chartered Institute of Bankers in Scotland	4

Planning – Paper 1		
Member or Associate	Chartered Institute of Bankers in Scotland	4
Fellow or Associate	Chartered Institute of Management Accountants	4
Fellow or Associate	Chartered Institute of Public Finance and Accountancy	4
Certificate in Corporate Finance	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities and Financial Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Client Services Qualification	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – International Operations Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Investment Administration Qualification – Introduction to Securities and Investment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Membership of the Securities Institute by examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities) – Unit 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4

Certificate in Investments (Securities & Financial Derivatives) – Unit 4		
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	4
CF1 – UK financial services, regulation and ethics	Chartered Insurance Institute	4
Certificate of Insurance Practice	Chartered Insurance Institute	4
Fellow or Associate	Chartered Insurance Institute	4
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	4
Fellow or Associate	Faculty or Institute of Actuaries	4
FSSC Advanced Apprenticeship in Retail Financial Services (Long Term Insurance Pathway including CF1)		4
Certificate for Financial Advisers – Paper 1 (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	Institute of Chartered Accountants in England and Wales	4
Fellow or Associate	Institute of Chartered Accountants in Ireland	4
Member	Institute of Chartered Accountants in Scotland	4
Certificate in Collective Investment Scheme	Institute of Chartered Secretaries and Administrators	4

Administration		
Fellow or Associate	Institute of Chartered Secretaries and Administrators	4
Solicitor	Law Society of England and Wales / Law Society of Scotland/ Law Society of Northern Ireland	4
Fellow or Associate	Pensions Management Institute	4
TSA Registered Representative Examinations	The Securities Association	4
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	5
Diploma – Regulation and Compliance Paper	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – FSA Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – Unit 2 FSA Regulatory Environment – (Formerly the Investment Administration Qualification – Regulatory Environment Module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Securities & Investment Institute – Unit 1 Financial Regulation – (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
CF1 – UK financial services,	Chartered Insurance Institute	5

regulation and ethics		
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	5
FSSC Advanced Apprenticeship in Retail Financial Services (Long Term Insurance Pathway including CF1)		5
Certificate for Financial Advisers – Paper 1 (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	5
UK Regulation and Markets version of Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	6
Investment Administration Qualification – Life Policy Administration Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Advice Certificate – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Certificate of Insurance Practice (life or pensions route)	Chartered Insurance Institute	6
Fellow or Associate (life and pensions route only)	Chartered Insurance Institute	6
Financial Planning Certificate – Paper 2	Chartered Insurance Institute	6
Life assurance paper (735) from the Associateship	Chartered Insurance Institute	6
Pensions law, taxation and administration paper (740) from the Associateship	Chartered Insurance Institute	6
FA1 – Life office administration	Chartered Insurance Institute	6

FA2 – Pensions administration paper	Chartered Insurance Institute	6
Fellow or Associate	Faculty or Institute of Actuaries	6
FSSC Advanced Apprenticeship in Retail Financial Services (Long Term Insurance Pathway including CF1 and either FA1 or FA2)		6
Certificate for Financial Advisers – Paper 2 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	6
Initial Test of Competence	Institute of Chartered Accountants in England and Wales	6
Module B(i), Retail Branded/ Packaged Products	Law Society of England and Wales	6
Diploma in Member-Directed Pension Scheme Administration	Pensions Management Institute	6
Fellow or Associate (by examination)	Pensions Management Institute	6
In-house module (only where the firm can demonstrate that none of the listed examinations are appropriate)		6

Qualification table for : Overseeing on a day to day basis administrative functions in relation to the operation of *stakeholder pension schemes*:

- (i) new business administration;
- (ii) receipt of or alteration to contributions;
- (iii) preparing projections and annual statements;
- (iv) administration of transfers;
- (v) handling claims, including pension payments;
- (vi) fund allocation and switching.

Activity number 19 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
FSSC Advanced Apprenticeship		1

in Retail Financial Services (Long Term Insurance Pathway including CF1 & FA2)		
Member	Association of Accounting Technicians	4
Fellow or Associate	Association of Chartered Certified Accountants	4
Fellow or Associate	Association of Corporate Treasurers	4
Fellow or Associate by examination	CFA Society of UK (Formerly the United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Investment Management Certificate	CFA Society of UK (Formerly the United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	4
Fellow or Associate	Chartered Institute of Bankers in Ireland	4
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	4
Member or Associate	Chartered Institute of Bankers in Scotland	4
Fellow or Associate	Chartered Institute of Management Accountants	4
Fellow or Associate	Chartered Institute of Public Finance and Accountancy	4
Certificate in Corporate Finance	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Investment Management	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Certificate in Securities and Derivatives – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Client Services Qualification	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Global Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – International Operations Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Diploma – Operations Management Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Investment Administration Qualification – Introduction to Securities and Investment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4

Investment Advice Certificate – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Member of the Securities Institute by examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Derivatives) – Unit 3	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Investment Management)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities) – Unit 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
Securities Institute Level 3 Certificate in Investments (Securities & Financial Derivatives) – Unit 4	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Corporate Finance Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Futures and Options Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities and Financial Derivatives Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
SFA Securities Representative Examination	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	4
CF1 – UK financial services, regulation and ethics	Chartered Insurance Institute	4
Stock Exchange Registered Representative Examination	London Stock Exchange (records are now kept by the Chartered Institute for Securities & Investment; formerly the Securities and Investment Institute)	4
Fellow or Associate	Chartered Insurance Institute	4
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	4
Fellow or Associate	Faculty or Institute of Actuaries	4
Certificate for Financial Advisers – Paper 1 (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4

Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Fellow or Associate	Institute of Chartered Accountants in England and Wales	4
Fellow or Associate	Institute of Chartered Accountants in Ireland	4
Member	Institute of Chartered Accountants in Scotland	4
Certificate in Collective Investment Scheme Administration	Institute of Chartered Secretaries and Administrators	4
Fellow or Associate	Institute of Chartered Secretaries and Administrators	4
Solicitor	Law Society of England and Wales/ Law Society of Scotland/ Law Society of Northern Ireland	4
Fellow or Associate	Pensions Management Institute	4
TSA Registered Representative Examinations	The Securities Association	4
UK Regulation and Markets version of the Investment Management Certificate	CFA Society of UK (Formerly United Kingdom Society of Investment Professionals/ Institute of Investment Management and Research)	5
Certificate in Investment Planning – Paper 1	Chartered Institute of Bankers in Scotland	5
Diploma – Regulation and Compliance module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – IMRO Regulatory Environment Module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Administration Qualification – Unit 2 FSA Regulatory Environment – (Formerly the Investment Administration Qualification – Regulatory Environment module)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Investment Advice Certificate Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
Principles of Financial Regulation	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5

Securities & Investment Institute – Unit 1 Financial Regulation – (Formerly the Securities Institute Regulatory Paper)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
SFA Registered Persons Examination – Section 1 (Regulation)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	5
CF1 – UK financial services, regulation and ethics	Chartered Insurance Institute	5
Financial Planning Certificate – Paper 1	Chartered Insurance Institute	5
Certificate for Financial Advisers Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Certificate for Financial Advisers – Paper 1 (Post 01/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5
Investment Advice Certificate – Paper 2	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
Investment Administration Qualification – Pensions Administration module	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	6
FA2 – Pensions administration paper	Chartered Insurance Institute	6
Certificate of Insurance Practice (Pensions route)	Chartered Insurance Institute	6
Fellow or Associate (Pensions route)	Chartered Insurance Institute	6
Financial Planning Certificate Paper 2	Chartered Insurance Institute	6
Pensions law, taxation and administration paper (740) from the Associateship	Chartered Insurance Institute	6
Associate or Fellow	Faculty or Institute of Actuaries	6
Certificate for Financial Advisers Paper 2 (Pre	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	6

31/10/2004)		
Initial Test of Competence	Institute of Chartered Accountants in England and Wales	6
Initial Test of Competence	Institute of Chartered Accountants in Ireland	6
Initial Test of Competence	Institute of Chartered Accountants in Scotland	6
Module B(i) Retail Branded/ Packaged Products	Law Society of England and Wales	6
Fellow or Associate (by examination)	Pensions Management Institute	6
In house module (only where the firm can demonstrate that none of the listed examinations is appropriate)		6

Qualification table for : Advising a customer on a *regulated mortgage contract* (for a non-business purpose) – Activity number 20 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Mortgage Advice and Practice Certificate	Chartered Institute of Bankers in Scotland	1
Certificate in Mortgage Advice and Practice (MAPC) (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	1
MAPC bridge paper plus entry requirements (Pre 31/10/2004)	Chartered Institute of Bankers in Scotland	1
Certificate in Mortgage Advice	Chartered Insurance Institute	1
Mortgage Advice Qualification (MAQ) plus entry requirements	Chartered Insurance Institute	1
FSSC Advanced Apprenticeship in Advising on Financial Products (Mortgage Advice Pathway)		1
Certificate in Mortgage Advice and Practice (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Diploma for Mortgage Advice and Practice DipMAP (plus	<i>ifs</i> School of Finance	1

entry requirements)		
Certificate in Mortgage Advice and Practice (CeMAP) (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
CeMAP Bridge paper plus entry requirements	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate in Investment Planning – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
MAPC – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
Mortgage Advice and Practice Certificate – Paper 1 (Post 17/09/2004)	Chartered Institute of Bankers in Scotland	3
Investment Advice Certificate – Paper 1 (No new registrations)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Certificate in Mortgage Advice – Paper 1	Chartered Insurance Institute	3
Financial Planning Certificate – Paper 1 (No registrations after 17/12/2004)	Chartered Insurance Institute	3
Certificate in Mortgage Advice and Practice – Paper 1 (Post 1/11/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate in Mortgage Advice and Practice (CeMAP) – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3

Qualification table for : Advising a customer on *Equity release transactions* – Activity number 21 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
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Certificate in Equity Release (Formerly known as Certificate in Financial Planning and Lifetime Mortgages)	Chartered Insurance Institute	1
Certificate in Regulated Equity Release (Formerly known as Certificate in Lifetime Mortgages)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Equity Release Mortgage Advice & Practice Certificate (ERMAPC)	Chartered Institute of Bankers in Scotland	1
Certificate in Mortgage Advice and Practice (MAPC) (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	1
Lifetime Mortgage Advice and Practice Certificate	Chartered Institute of Bankers in Scotland	1
MAPC Bridge paper plus entry requirements (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	1
Mortgage Advice Qualification (MAQ) plus entry requirements	Chartered Insurance Institute	1
CeMAP bridge paper plus entry requirements (Pre 31/19/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate in Mortgage Advice and Practice (CeMAP) (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate in Investment Planning – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Mortgage Advice and Practice (MAPC) – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
Mortgage Advice and Practice Certificate – Paper 1 (Post 17/09/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Investment and Financial Advice – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Advice Certificate –	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3

Paper 1 (No new registrations)		
Certificate in Mortgage Advice – Paper 1	Chartered Insurance Institute	3
Certificate in Mortgage Advice – Paper 1	Chartered Insurance Institute	3
Financial Planning Certificate – Paper 1 (No new registrations after 17/12/2004)	Chartered Insurance Institute	3
Certificate in Mortgage Advice and Practice (Post 1/11/2004) – Paper 1	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3
Certificate in Mortgage Advice and Practice (CeMAP) – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3

Qualification table for : Designing scripted questions for use in sales to customers of *regulated lifetime mortgage contracts* which do not involve *personal recommendations* – Activity number 22 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Equity Release Mortgage Advice & Practice Certificate (ERMAPC)	Chartered Institute of Bankers in Scotland	1
Certificate in Mortgage Advice and Practice (MAPC) (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	1
Lifetime Mortgage Advice and Practice Certificate	Chartered Institute of Bankers in Scotland	1
MAPC bridge paper plus entry requirements (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	1
Certificate in Equity Release	Chartered Insurance Institute	1
Mortgage Advice Qualification	Chartered Insurance Institute	1

(MAQ) plus entry requirements		
Certificate in Regulated Equity release	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate in Mortgage Advice and Practice (CeMAP) (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
CeMAP bridge paper plus entry requirements (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	1
Certificate in Investment Planning – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Mortgage Advice and Practice (MAPC) – Paper 1 (Pre 16/09/2004)	Chartered Institute of Bankers in Scotland	3
Certificate in Investment and Financial Advice – Paper 1	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Investment Advice Certificate – Paper 1 (No new registrations)	The Chartered Institute for Securities & Investment (Formerly the Securities & Investment Institute)	3
Financial Planning Certificate – Paper 1 (No new registrations after 17/12/2004)	Chartered Insurance Institute	3
Certificate for Financial Advisers – Paper 1 (Pre 31/10/2004)	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	3

Qualification table for : Overseeing non-advised sales on a day-to-day basis on *Equity release transactions* – Activity number 23 in TC Appendix 1.1.1R

Qualification	Qualification Provider	Key
Certificate in Equity Release	Chartered Insurance Institute	4
Certificate in Regulated Equity Release	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	4
Equity Release Mortgage Advice & Practice Certificate (ERMAPC)	Chartered Institute of Bankers in Scotland	4
Certificate in Equity Release	Chartered Insurance Institute	5
Certificate in Regulated Equity Release	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	5

Equity Release Mortgage Advice & Practice Certificate (ERMAPC)	Chartered Institute of Bankers in Scotland	5
Certificate in Equity Release	Chartered Insurance Institute	6
Certificate in Regulated Equity Release	<i>ifs</i> School of Finance (Formerly the Chartered Institute of Bankers)	6
Equity Release Mortgage Advice & Practice Certificate (ERMAPC)	Chartered Institute of Bankers in Scotland	6

Appendix 5G Appropriate qualification criteria

Introduction

1. *TC* Appendix 4E contains a list of appropriate qualifications for the purposes of *TC* 2.1.10E.
2. This Appendix sets out:
 - (1) the criteria which the *FSA* may take into account when assessing a qualification provider; and
 - (2) the information the *FSA* will expect the qualification provider to provide if it asks the *FSA* to add a qualification to the list of appropriate qualifications in *TC* Appendix 4E.

Criteria for assessing a qualification provider

3. The *FSA* will expect the qualification provider of an appropriate qualification to have, in the *FSA*'s opinion:
 - (1) assessors and qualification developers who are trained and qualified;
 - (2) valid, reliable and robust assessment methods;
 - (3) robust governance and a clear separation of function between its qualification services and any other services it performs, including effective procedures for managing any conflicts of interest;
 - (4) procedures for reviewing and refreshing its syllabus and question banks to ensure that they are relevant and up to date;
 - (5) robust and credible procedures for assessing a candidate's demonstration of the learning outcomes specified in the relevant examination standards;
 - (6) robust arrangements for contingency and business continuity planning in relation to its qualification services;
 - (7) appropriate records management procedures in relation to its qualification services;
 - (8) procedures for dealing with inappropriate conduct by candidates, for example, attempting to obtain or obtaining qualifications dishonestly;
 - (9) robust procedures for the setting of assessments and marking of results; and
 - (10) adequate resources in order to be financially viable.

Information about the qualification to be provided to the FSA

4. If a qualification provider asks the *FSA* to add a qualification to the list of

appropriate qualifications in *TC* Appendix 4E, the *FSA* will expect the qualification provider to:

- (1) where relevant, specify the qualifications framework within which the qualification is placed;
- (2) specify the activity in *TC* Appendix 1 to which the qualification relates;
- (3) set out the recommended prior knowledge, attainment or experience for candidates;
- (4) where relevant, set out the exemption policy for a candidate's prior learning or achievement;
- (5) provide the relevant learning materials to the *FSA* together with an explanation of how those learning materials correspond to the content of the most recent examination standards. Any content of the examination standards which has been excluded from the learning materials must be justified;
- (6) where applicable, explain how grading is applied;
- (7) where applicable, explain the provider's rules of combination;
- (8) provide details of expected learning hours or any other similar arrangements;
- (9) where applicable, specify the level of the overall qualification with reference to the relevant qualification framework or, if there is no relevant qualification framework, the European Qualifications Framework and the percentage of the qualification at that level, as well as the percentages and the levels for the remainder of the qualification;
- (10) provide details of any credit for prior learning included in the qualification together with an explanation of how it meets the most recent examination standards; and
- (11) provide an explanation of how the qualification compares in quality and standard to other similar qualifications.

Information about the qualification provider to be provided to the *FSA*

5. When considering whether to include or retain a qualification in the list of appropriate qualifications, the *FSA* may consider, where relevant:
 - (1) whether the qualification provider has in place suitable arrangements for:
 - (a) meeting its statutory duties in relation to equality and diversity; and
 - (b) reducing barriers to learning, for example, for candidates with learning difficulties;

- (2) any concerns, issues or investigations which have been raised by the qualification provider’s qualifications regulator;
- (3) the annual pass rates of each of the relevant qualifications;
- (4) the quality of the service the qualification provider provides to candidates in relation to qualifications and its complaints procedures;
- (5) how the qualification provider maintains its qualifications to ensure they remain comparable to other qualifications in the same sector; and
- (6) whether the qualification provider gives candidates reasonable notice of any syllabus change, change in method of assessment or pass standards;
- (7) information supporting the criteria in *TC* Appendix 5G paragraph 3.

Amend the following as shown.

TP 1 Designated Investment Business: Assessments of competence before commencement

TP 1.1

1.1	R	(1)	This <i>rule</i> applies in respect of an <i>employee</i> of a firm <i>firm</i> employed at <i>commencement</i> who had, before commencement <i>commencement</i> , been assessed as competent by a <i>firm</i> in accordance with the applicable <i>rules</i> of its <i>previous regulator</i> .
		(2)	An <i>employee</i> described in (1) is exempt from the requirements in this sourcebook to pass <i>attain</i> an appropriate examination <i>qualification</i> if the activity (or role of a supervisor) carried on by that <i>employee</i> after <i>commencement</i> is the same or substantially the same as that for which the <i>employee</i> had been assessed as competent before <i>commencement</i> .

TP 1.2

1.2	R	If an employee <i>employee</i> of a <i>firm</i> is exempted from an examination <i>a qualification</i> requirement under <i>TC</i> TP 1.1R and any other <i>firm</i> subsequently employs the individual, that exemption continues to apply in respect of that subsequent employment on the same basis provided that:	
		(1)	the activity which the <i>employee</i> carries on (or the role of the supervisor) continues to be the same, or substantially the same, as that in respect of which the <i>employee</i> had previously enjoyed the benefit of the exemption; and

		(2)	the individual had not experienced any significant break in employment since the last employment in respect of which the individual had the benefit of an exemption under <i>TC TP 1</i> .
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TP 2 Designated Investment Business: Assessments of competence in 12 month period after commencement

TP 2.1

2.1	R	(1)	This <i>rule</i> applies in respect of an <i>employee</i> who had, on 31 October 2007, the benefit of an exemption under transitional rule 2 in <i>TC TP 1.1R</i> in the form it was in on 31 October 2007.
		(2)	An <i>employee</i> described in (1) is exempt from the requirements in this sourcebook to pass <u>attain</u> an appropriate examination <u>qualification</u> but only in respect of the activities in respect of which the <i>employee</i> had the benefit of that exemption as at 31 October 2007.
2.2	R		If an <i>employee</i> of a <i>firm</i> is exempted from an examination <u>a qualification</u> requirement under <i>TC TP 2.1R</i> and any other firm subsequently employs the individual, that exemption continues to apply in respect of that subsequent employment on the same basis provided that:
		(1)	the activity which the <i>employee</i> carries on continues to be the same, or substantially the same, as that in respect of which the <i>employee</i> had previously enjoyed the benefit of the exemption; and
		(2)	the individual had not experienced any significant break in employment since the last employment in respect of which the individual had the benefit of an exemption under <i>TC TP 2</i> .
2.3	G		At 31 October 2007 transitional rule 2 in <i>TC TP 1.1R</i> applied to a <i>firm</i> whose <i>employees</i> at <i>commencement</i> had not been subject to any specific training and competence requirements of a <i>previous regulator</i> . This rule allowed the <i>firm</i> to assess such individuals as competent in the first twelve months after <i>commencement</i> without their having to pass an exam. The exemption applied only in respect of the activities which the individual was able to carry on before <i>commencement</i> where they were the same or substantially the same.

TP 3 Regulated Mortgage Contracts: Assessments of competence under the Mortgage Code Compliance Board Rules

3.1	R	...	
		(2)	If the individual described in (1) was assessed as competent by the <i>firm</i> before 31 October 2004 in accordance with the rules of the

			Mortgage Code Compliance Board applying immediately before 31 October 2004, the individual is exempt from the requirements in this sourcebook to pass <u>attain</u> an appropriate examination <u>qualification</u> provided that:
...			
3.2	R		If an <i>employee</i> of a <i>firm</i> is exempted from an examination <u>a qualification</u> requirement under <i>TC TP 3.1R</i> and any other <i>firm</i> subsequently employs the individual, that exemption continues to apply in respect of that subsequent employment on the same basis provided that:
		...	

TC TP 4 Home Reversion Plans: Assessments of competence before 6 April 2007 in relation to lifetime mortgages

4.1	R	...	
		(2)	An individual in (1) is exempt from the examination <u>qualification</u> requirements in this sourcebook in relation to activities carried on concerning <i>home reversion plans</i> that correspond to those in (1) provided that:
		...	
4.2	R		If an <i>employee</i> of a <i>firm</i> is exempted from an examination <u>a qualification</u> requirement under <i>TC TP 4.1R</i> and any other <i>firm</i> subsequently employs the individual, that exemption continues to apply in respect of that subsequent employment on the same basis provided that:
		...	
...			

After TC TP 7 insert the following new text. The text is not underlined.

TP 8 Transitional provisions relating to time limits for attaining qualifications

8.1	R		An <i>employee</i> who is carrying on an activity specified in <i>TC Appendix 1</i> on 1 January 2011 will, for the purposes of <i>TC 2.2A.1R</i> , be regarded as starting to carry on that activity on that date.
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Annex D**Amendments to the Supervision manual (SUP)**

In this Annex, underlining indicates new text and striking through indicates deleted text.

...

10.10.7C G The *FSA* would expect an individual from overseas to be accompanied on a visit to a *customer*. *TC 2.1.9R(2)* provides that the *firm* will have to be satisfied that the individual has at least three years' up-to-date relevant experience obtained outside the *United Kingdom*. However, the remaining provisions of *TC 2.1.9R(2)* are disapplied in these circumstances (except for an individual who gives advice to *retail clients* on *packaged products* or is a *broker fund adviser*). The effect of this is that such individuals need not ~~pass~~ attain the relevant regulatory module of an appropriate ~~examination~~ qualification (see *TC 2.1.9R(2)*).

...