

CE ACCREDITATION DECISION REPORT

Application Reference #: 38707

Decision: **15.00 CE Credit(s)**
includes 2.00 Ethics credit(s)

Title: UIECE Suitability of LTC, Life Insurance and Annuities in Canada

Accreditation Code: **IAS23069115**

Education Provider: UNITED INSURANCE EDUCATORS, INC

Valid until: **May 05, 2025**

Summary of Findings: The Continuing Education program has been reviewed and approved against The Institute's *Practice Guidelines for Financial Advisors and Planners*. The following practice competencies & behaviours have been confirmed:

1. Practice Competencies

Practice Discipline - Job Duty - Job Task

C - Risk Management

1. Gathering Facts
2. Identifying Objectives
 - C.3.1.4 Identify potential cash management vehicles
 - C.3.2.4 Formulate initial risk management strategies

E - Retirement Planning

1. Gathering Facts
2. Identifying Objectives
 - E.3.1.5 Identify potential retirement planning vehicles

F - Estate Planning

- F.3.1.10 Consider the role that trusts can play in estate planning

2. Knowledge A

Regulatory Environment

- B.1 Financial Services Regulation
- B.3 Insurance Regulation
- B.4 Consumer Protection
 - B.4.1 Financial
 - B.4.4 Anti-Money Laundering Legislation

Taxation

- D.29 Trusts Arrangements
 - D.29.8 Life Insurance Trust

Insurance

- E.1 Principles of insurance contracts
- E.2 Life Insurance and living benefits
 - E.2.2 term life insurance
 - E.2.3 whole life insurance
 - E.2.4 universal life
 - E.2.6.1 Long-Term Care insurance
 - E.2.6.2 Critical Illness insurance
 - E.2.7.1 Health
- E.4 Risk management
 - E.4.1 Types of risks
 - E.4.1.9 Health Risks
- E.5 Risk Management Strategies

3. Ability Areas

Ability to Communicate

- A.1 explain financial terms and investment concepts in plain language
- A.4 present information and ideas verbally
- A.8 explain rationale for various options
- A.9 explain the impact of options on clients' financial objectives
- A.10 communicate the need for specific strategies and solutions
- A.11 address relevant concerns

Ability to Analyse

- C.1 analyse information for issues, obstacles and relevance
- C.8 assess benefits and limitations of current and potential plans

Ability to Plan

- D.3 identify appropriate options for plans
- D.5 apply technical knowledge to client specific data to formulate possible solutions

4. Practice Behaviours

Attribute - Behaviour

Compliance

- A.1 Comply with the relevant regulatory framework
- A.2 Comply with due diligence requirements

Practice Management

- B.1 Stay current with changes in the economic and political environment
- B.2 Stay current with changes in regulatory environment
- B.4 Provide clients with all the information and disclosure requirements to make an informed decision
 - B.7 Use a well-defined client engagement process
 - B.8 Educate clients using examples and illustrations showing the importance of particular financial strategies
 - B.9 Provide objective explanations that the client needs to understand in evaluating the product or services that she/he is proposing or that she/he provides to the client
 - B.11 Provide logical rationale for courses of action
 - B.14 Consider the relative costs and benefits of potential actions
 - B.19 Set realistic expectations for all aspects of the financial plan and planning process
 - B.20 Act in the best interest of the client
 - B.26 Demonstrate availability and diligence with respect to clients

Comments

Documented attendance for the duration of the session requirements qualifies for 15.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the FP Canada's CE requirements for the category of 'Financial Planning'. However, it remains the responsibility of the QAFP and/or CFP Professional to

MFDA

Documented attendance for the duration of the session requirements qualifies for 15.0 CE credit(s). In the opinion of The Institute, the content of this session aligns with the MFDA's CE requirements, for the category of 'Business Conduct-Ethics'(2 CE credits) and 'Professional Development'(13 CE credits). However, it remains the responsibility of the MFDA member to confirm this.

Important notes: Advisors are responsible for ensuring that CE credits are applicable to the individual regulatory, licensing, designation, and professional membership bodies under which they are governed.