



INVESTMENT INDUSTRY ASSOCIATION OF CANADA  
ASSOCIATION CANADIENNE DU COMMERCE DES VALEURS MOBILIÈRES

MONDAY, OCTOBER 22, 2018

# CSA PROPOSED AMENDMENTS ON CLIENT FOCUSED REFORMS

IIAC provides comments

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## PRESIDENT'S LETTER

Improving advisor productivity and performance in the wealth management business to bring greater benefit to clients and maintain earnings momentum

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Now is the time to focus on advisor productivity

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## IAN RUSSELL TO JOIN PANEL DISCUSSION AT THE CANADIAN INSTITUTE'S REGULATORY COMPLIANCE FOR FINANCIAL INSTITUTIONS CONFERENCE

Members who would like to attend receive a 10% discount

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## IIAC FINTECH MONTREAL

IIAC's 2018 FinTech event a success!

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## UPCOMING IIAC EVENTS

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### IIAC Top Under 40 Award Luncheon

October 25, Toronto

The *IIAC Top Under 40 Award* recognizes and celebrates the new generation of highly motivated and talented young professionals whose drive, dedication, personal and professional qualities and accomplishments have brought distinction to the investment/financial industry.

This year's recipient will be announced and celebrated at the *IIAC Top Under 40 Award Luncheon* on October 25, 2018 in Toronto. Shannon Walker, Founder and President, WhistleBlower Security Inc., will be our keynote speaker. The 2018 Award recipient will also be recognized later that evening at the *Investment Industry Hall of Fame Gala Dinner and Induction Ceremony*.

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### The *Investment Industry Hall of Fame* Gala Dinner and Induction Ceremony

October 25, Toronto

**SOLD OUT** - The *Investment Industry Hall of Fame* honours excellence, integrity and leadership in Canada's investment industry. The 2018 Inductees will be enshrined at a Gala Dinner on Thursday, October 25, 2018 at the Delta Toronto hotel. Broadcaster and author Rex Murphy will serve as the Master of Ceremonies for the Induction Ceremony.

To learn about the extraordinary careers and enduring contributions of the 2018 *Investment Industry Hall of Fame* Inductees, click below.

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### 2018 Canada FinTech Forum

October 29-31, Montreal

The Canada FinTech Forum is a unique annual gathering organized by Finance Montréal whose primary objective is to identify and develop business opportunities for the global financial services and information technology industries. The Canada FinTech Forum also seeks to discover new talents, facilitate networking, examine IT trends applied to finance and promote Canada's financial technology expertise.

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### Take Our Kids to Work Day™

November 14, Toronto

Take Our Kids to Work™ day usually falls on the first Wednesday of November every year. This year it will be on Wednesday, November 14, 2018. Grade 9 students are hosted at workplaces across the country. The IIAC's Toronto office hosts one-hour workshops, centering on educating students about Canada's capital markets and the securities industry and the many career opportunities in the sector. Students may attend either a morning workshop from 10 - 11 a.m. or an afternoon workshop that will run from 2 - 3 p.m. The workshops are open to any Grade 9 student related to an employee of an IIAC Member dealer firm. Space is limited!

For more information on Take Our Kids to Work™ day click [here](#).

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### IIAC Luncheon with SIFMA Chair and President & CEO

November 28, Toronto

You are invited to attend the IIAC's fireside chat with Ms. Lisa Kidd Hunt, Executive Vice-President, Business Initiatives at Charles Schwab & Co., Inc. and Chair of the SIFMA Board of Directors, and Mr. Ken Bentsen, President and CEO of SIFMA on Wednesday, November 28.

Ms. Kidd Hunt and Mr. Bentsen will discuss business and regulatory trends in the U.S. wealth industry, and the outlook for wealth management in coming years. These remarks will be of interest to Canadian professionals as client demands and regulation in Canada move in tandem with corresponding trends in the U.S. History doesn't repeat, but it does rhyme.

To purchase a seat(s) or table(s), please click below.

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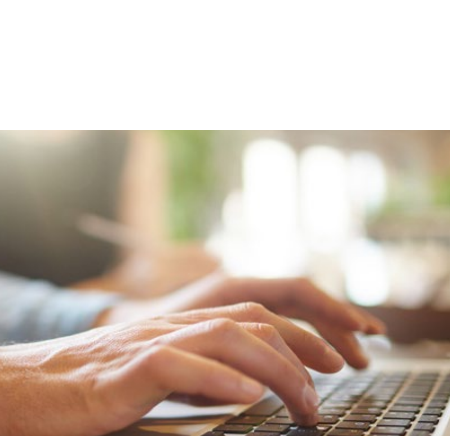
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### IIAC Affiliate Spotlight: RPM Technologies Inc.

Find out how RPM's digital wealth management solutions can help IIAC member firms proactively service customers, increase revenues and significantly reduce costs.

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### IIAC's Industry Job Board:

To post a job to the IIAC's Investment Industry Job Board, email the job description, as a Word attachment or PDF, to [info@iiac.ca](mailto:info@iiac.ca). Posting on our Job Board is free of charge. You will be notified by email once the job is posted.

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