

STC's Continuing Education (CE) Webinar

June 2019

Overview

- Brief overview of CE requirements
- STC's Approach to CE
- Our new CE platform
- FINRA's Proposed Changes to CE
- Q & A session

FINRA Current CE Requirements

There are two elements to CE

Regulatory Element

All registered persons are required to participate in Regulatory Element training at the **two-year anniversary** of their initial securities registration and **every three years thereafter**

This requirement continues for as long as a person is associated with a member firm in a registered capacity

Firm Element

Registered persons (and their immediate supervisors) who have direct contact with customers in the conduct of a member firm's securities sales, trading, or investment banking activities are considered covered persons

Firms must demonstrate to regulators that they have analyzed and prioritized the training needs of their covered personnel and have developed a written training plan based on that needs analysis

- Particular emphasis on:
 - General investment features and associated risks
 - Suitability and sales practice considerations
 - Applicable regulatory requirements


How Does STC Choose its Topics?

- STC reviews “FINRA’s Annual Risk Monitoring and Examination Priorities Letter”
- STC attends conferences to learn about hot topics/trends
 - E.g., 529 Plan Suitability Issues
- STC listens to customer requests
 - E.g., Preventing and Dealing with Sexual Harassment in the Workplace
- STC reviews other regulatory alerts
 - Amended New York State Insurance Regulation 187 (New Course)
- STC creates courses based on new regulations
 - SEC’s Regulation Best Interest

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Financial Services CE United States | 0 Hours | Elective | Non-reporting state [GET US CERTIFICATE](#) ▼

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SEC Administrative Proceedings: Are They Fair?

Status: Enrolled Expires: 10/03/19
Enrollment date: 04/02/19

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Ethical Considerations For Operations Personnel

Status: Enrolled Expires: 10/05/19
Enrollment date: 04/04/19

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Anti-Money Laundering - Institutional (Core)

Status: Enrolled Expires: 10/05/19
Enrollment date: 04/04/19

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SEC Administrative Proceedings: Are They Fair?

Close

Ch. 1 - SEC Administrative Proceedings: Are They Fair? > Pg. 1 - Introduction

Ch 1. SEC Administrative Proceedings: Are They Fair?

1. [Introduction](#)
2. [Introduction \(cont.\)](#)
3. [Are Administrative Law Judges Unbiased and Fair?](#)
4. [Are Administrative Law Judges Unbiased and Fair? \(cont.\)](#)
5. [Is the SEC Administrative Proceeding Process an Unfair Enforcement System?](#)
6. [The AP Process in a Nutshell](#)
7. [The SEC—In All of Its Different Capacities](#)
8. [The Investigation](#)
9. [The Investigation \(cont.\)](#)
10. [The Administrative Proceeding](#)
11. [The Administrative Proceeding \(cont.\)](#)
12. [The Administrative Proceeding \(cont.\)](#)
13. [The Appeal](#)

Ch 2. Final Exam

Introduction

Administrative proceedings (APs) that are used by the Securities and Exchange Commission (SEC) and the securities industry have come under fire and challenges to their fairness. A disproportionate rate of decisions rendered against respondents has led some to question the impartiality of the SEC proceedings.

SEC administrative proceedings have been a part of the industry's enforcement avenues for enforcement. Only investment advisers, broker-dealers, and other entities, could be summoned before an administrative law judge. When a violation was discovered, the remedy was generally limited to orders which prohibited further violations and further directing the wrongdoer to comply with the enforcement power of the SEC in this administrative forum, and generally routine. The more substantial and more hotly contested cases were broader and more effective.

Over the years, the scope and breadth of the proceedings, expanded. Today, with the blessing of Congress, the SEC has a certain ability to certainly obtain the same monetary or injunctive relief in an AP as

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1 of 5 - Which of the following activities may lead to an SEC enforcement action?

Selling unregistered securities

Selling exempt securities

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Red Flags for Ops Professionals-Penny Stock Fraud.pdf



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Certificate of Completion

This is to certify that

Chester Tester

has successfully completed the course titled, Red Flags for Ops Professionals-Penny Stock Fraud. This course was provided by Securities Training Corporation and was completed on Wednesday, April 3, 2019.



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FINRA's Proposed Changes to CE

Regulatory Element

- Moving to an annual requirement
 - FINRA estimates that the narrow focus will reduce the program to 1/3 of the current time
- More integration with the Firm Element

Firm Element

- Possible minimum standard set by FINRA's CE Council
- The CE council is:
 - Considering creating a “centralized content catalog” as an additional optional source
 - Asking regulators to consider a new mechanism to allow registered individuals to maintain their qualification status while away from the industry

STC's Course Catalog

<https://www.stcusa.com/securities/continuing-education/>

SECURITIES TRAINING CORPORATION®

CONTINUING EDUCATION COURSE CATALOG

Non-Traded REITs, Direct Participation Programs, and
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Protecting Customer Account Information

Protecting Customer and Yourself Against Fraud

Record Creation and Retention for The Financial
Professional

Regulation SHO 2.7

Retirement Planning I: Helping Your Customers Save
for Retirement

Retirement Planning II: Retirement Day Decisions and
Investing in Retirement



Working with STC and CE

All access Firm Element for corporations

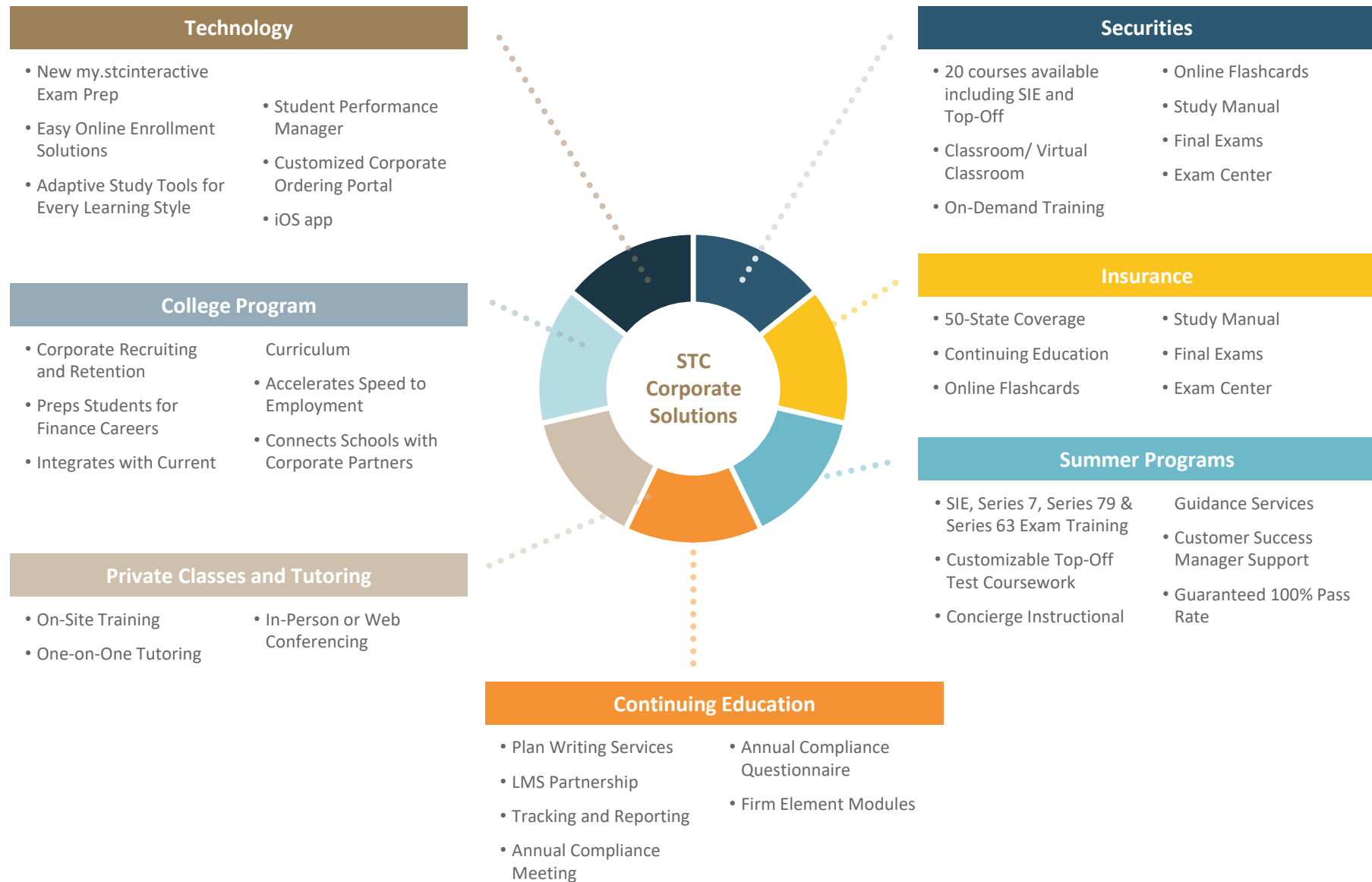
We continually update our courses and design new ones based on the needs of our clients and the current regulatory environment

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- Host your course on our LMS

What we offer



Thank you for your time.



We hope you join us

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