

Colorado Division of Securities

Investment Adviser Representative Continuing Education Requirements



COLORADO
Department of
Regulatory Agencies
Division of Securities

**Colorado Division of Securities Mission:
Protect Investors and Maintain Confidence in the
Securities and Commodities Markets.**



Main Topics of This Presentation

- Overview of investment adviser representative continuing education (IAR CE) rule requirements.
- Discuss authorized providers and courses with continuing education (CE) approved content.
- Introduce the Financial Professional Gateway (FinPro), address FinPro account setup, and explain the benefits of using a FinPro account to monitor CE completion.

Colorado Effective Date: January 1, 2024

- **March 30, 2023:** Colorado adopted continuing education requirements (CE Requirements) for investment adviser representatives (IARs) as outlined in Colorado Securities Rule 51-4.4.1(IA).
- **Effective January 1, 2024:** Colorado will require IARs to complete 12 credits of continuing education per year.
- Access the [Colorado Securities Rules](#).

IAR CE Rule Effective Dates in Other States

- **Effective January 1, 2022:** Maryland, Mississippi, Vermont
- **Effective January 1, 2023:** Arkansas, Kentucky, Michigan, Oklahoma, Oregon, South Carolina, Washington, D.C., Wisconsin
- **Effective January 1, 2024:** California, Colorado, Florida, Hawaii, Nevada, North Dakota, Tennessee

Who Must Comply With IAR CE Requirements?

- IARs required to be licensed in Colorado will be subject to CE requirements.
- The rule will apply even if the IAR's home state hasn't adopted the rule.
- The mandatory CE program will apply to all licensed IARs of both state-licensed and federal covered investment advisers.
- If an IAR is licensed in more than one state, they must comply with the requirements of each state securities regulator, which may vary.

Who Must Comply With IAR CE Requirements Continued

An IAR will be considered in compliance with the CE requirements if:

- The IAR's home state, their principal office, and place of business have adopted IAR CE requirements as stringent as Colorado.
- The IAR is in compliance with their home state requirements.
- Twelve credits required per year, not per state.
- Adding additional CE states doesn't add additional requirements.

Authorized Providers and Approved IAR Continuing Education Content

- An Authorized Provider, approved by the North American Securities Administrators Association (NASAA), must provide the course.
- The 12 IAR CE credits must consist of approved IAR CE Content.
- IAR CE content means written, oral or other materials approved by NASAA that make up the educational program provided to investment adviser representatives under the rule.

Find Authorized Providers

- Visit [NASAA's website](#) to find authorized providers.
- Start at Industry Resources, go to Investment Advisers, and select IAR CE Resources.

Twelve IAR CE Credits Required

Six Credits of Products and Practice:

- Address continuing skills and knowledge regarding financial products, investment features, and practices in the investment industry.

Six Credits of Ethics and Professional Responsibility:

- IAR's ethical and regulatory responsibility.

IAR CE Course Assignment

- IAR CE courses aren't assigned by the State of Colorado or NASAA.
- You can select approved courses from approved providers that complement your professional goals and training needs.
- You must ensure courses are approved as Products and Practices or Ethics and Professional Responsibility IAR CE course credits.
- NOTE: Authorized firm personnel at your firm may elect to assign IAR CE course content to IARs licensed through the firm.

How do IAR CE Requirements Apply to Professional Designations?

An IAR who takes a course to maintain a professional designation that is also approved for purposes of IAR CE will receive IAR CE credit for the professional designation course if all the following are true:

- The IAR completes the credits of continuing education as a condition of maintaining the credential for the relevant Reporting Period.
- The credits of continuing education completed are mandatory to maintain the credential.
- The continuing education content provided by the credentialing organization is Approved IAR CE Content.

Professional Designations Recognized Pursuant to Rule 51-4.4(G.)

- Certified Financial Planner (CFP)
- Chartered Financial Analyst (CFA)
- Personal Financial Specialist (PFS)
- Chartered Investment Counselor (CIC)
- Chartered Financial Consultant (ChFC)

How do IAR CE Requirements Apply to Dually Registered Broker-Dealer Agents?

- An IAR who is also registered as an agent of a Financial Industry Regulatory Authority (FINRA) member broker-dealer, and who complies with FINRA's continuing education requirements, will be considered to be in compliance with the IAR CE Products and Practice requirement if the FINRA CE Content meets certain baseline criteria determined by NASAA.
- The IAR must pay the \$3 per credit reporting.

Baseline Criteria for FINRA CE Content

- Content focuses on compliance, regulatory, ethical, and sales practice standards.
- Content is derived from state and federal investment advisory statutes, rules, and regulations, securities industry rules and regulations, and accepted standards and practices in the financial services industry.
- Content requires participants to demonstrate a proficiency in the subject matter of the educational materials.

NASAA Approved Course Providers

Providers:

AdvisorLaw, LLC, CFA Institute, CLSA Board of Standards, NASAA, RIA Compliance Consultants, RIA in a Box

Providers offering courses for IAR CE AND a Professional Designation:

Kaplan, Securities Training Corporation, Solomon Exam Prep, WebCE

NASAA Approved Course Providers Continued

- Access a list of all [NASAA approved course providers](#).
- **Please note:** Every course offered by course providers may NOT be approved IAR CE content.

NASAA is an Authorized Provider

- IAR CE Courses are offered by NASAA.
- You'll need to create a NASAA account to take courses from NASAA.
- Access [IAR CE Courses](#) on NASAA's website.

Authorized Providers are Responsible for Reporting IAR CE Credits

- The Authorized Provider will report to the Central Registration Depository (CRD) a roster of IARs that successfully completed the course.
- Each IAR is responsible for ensuring that the Authorized Provider reports the IAR's completion of the applicable IAR CE Credit.

Authorized Providers are Responsible for Reporting IAR CE Credits Continued

- There's a \$3 per credit hour IAR CE course reporting fee, also referred to as a roster fee.
- The \$3 per credit hour reporting fee is due upon submission.
- The course vendor/provider submits the reporting fee and course completion information to FINRA, the manager of NASAA's CE reporting database.

Reporting IAR CE

- Courses will be identified by a unique course ID number.
- Duplicate courses will not count toward the IAR CE requirement, even if completed in another year.
- A course that has been updated and received a new course number will provide the IAR with CE credit for that course.

Reporting IAR CE Continued

- The course provider will report to CRD a roster of IARs successfully completing the course.
- Dually registered IARs may submit their FINRA Regulatory Element for credit for the IAR CE Products and Practice component.

Financial Professional Gateway (FinPro)

- IARs will be able to monitor their IAR CE through FINRA's FinPro system.
- Sign up for a [FinPro account](#).

Your FinPro Account

Registration, Exams & CE

- › Registration
- › Qualification Exams
- Continuing Education (CE)
- ▼ Registration Systems
 - Classic CRD
 - Financial Professional Gateway (FinPro)
 - Financial Industry Networking Directory (FIND)

› REGISTRATION, EXAMS AND CE



Tracking IAR CE Status With FinPro's System

Financial Professional Gateway

CRD [Redacted]

B Broker

Alternative Names:
None

Continuing Education Status

RR CE: **Satisfied** As of **03/21/2022**

IAR CE: **Required** By of **12/31/2023**

Financial Professional Gateway

CRD [Redacted]

B Broker

Alternative Names:
None

Continuing Education Status

RR CE: **Satisfied** As of **03/21/2022**

IAR CE: **Satisfied** By of **12/31/2021**

Financial Professional Gateway

CRD [Redacted]

B Broker


Alternative Names:
None


Continuing Education Status

RR CE: **Satisfied** As of **03/21/2022**

IAR CE: **Failed to Renew** On **12/31/2021**

Tracking IAR CE With FinPro: Courses Taken

 IAR Continuing Education ^

 To learn more about IAR Continuing Education, please see [NASA IAR CE Website](#).

2024 Incomplete Total Credits **5 of 12 Credits** Due date **12/31/2024** ☰ IARCE Status by State v

Course Provider	Course Name	Course ID	Completion Date	Credit Type	# of Credits
Prometric	CE 234	23424234	02/05/2020	Product & Practice	2
ABC Courses	CE 235	456456456	06/11/2020	Ethics & Professional Responsibility	3

If you do not see a course you completed above please contact your course provider.

2023 Complete Total Credits **12 of 12 Credits** Due date **12/31/2023** ☰ IARCE Status by State v

2022 Complete Total Credits **12 of 12 Credits** Due date **12/31/2022** ☰ IARCE Status by State v

[VIEW FULL IAR CE TRANSCRIPT](#)

Firm Monitoring of IAR CE

- If multiple investment adviser representatives are licensed through an advisory firm, it's possible to monitor their individual progress towards the annual IAR CE requirement.
- Firm contacts with the proper system entitlement will be able to monitor IARs' CE status through the FINRA Gateway.

Firm Monitoring of IAR CE Continued

- You are encouraged to call FINRA's Support Center at **240-386-4848** and a FINRA representative will be able to assist you.
- Visit [FINRA's website](#) for additional information.

Failure to Complete CE

- Investment adviser representatives licensed in Colorado as of January 1, 2024, who fail to comply with IAR CE requirements and complete 12 IAR CE credits by December 31, 2024, will become CE Inactive after December 31, 2024.
- If the IAR fails to complete 2024 and 2025 IAR CE credits, 24 total IAR CE credits by December 31, 2025, the IAR will be ineligible to renew their IAR registration on January 1, 2026.

Examples of how the CE Rule is Applied to Licensees

Initial Reporting Period

- An IAR's Initial Reporting Period commences on the first day of the FIRST FULL Reporting Period after the individual is licensed or required to be licensed in Colorado.
- IARs that renewed their license for 2024, will have their first Reporting Period begin on January 1, 2024.
- IARs that have their license approved during 2024 will have their Initial Reporting Period begin on January 1, 2025.

Visit the Division's Website to Access IAR CE-Related Links

- Visit the [IAR CE link](#) on the Division's homepage to access frequently asked questions, slides, and links to FinPro and NASAA's CE page.

▼ Enforcement Actions

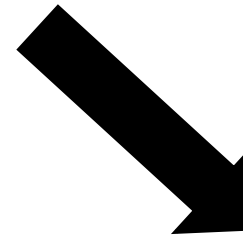
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Protect Your Investments Like You Protect Your
Adventures Microsite

Webinars on New IAR Continuing Ed Requirements, FAQs



Colorado Division of Securities Contact Information

- IAR CE Contact Email: dora_securities@state.co.us
- Phone Number: 303-894-2320
- Website: [Division of Securities](#)

NASAA Resources and Contact Information

- Visit NASAA's [IAR CE Frequently Asked Questions](#) to find general information about IAR CE, including updated lists of Authorized Providers, a Program Handbook, links to FinPro, and IAR CE Webcasts and training.
- **Email:** IARCE@nasaa.org

About NASAA

- Organized in 1919, NASAA is the oldest international organization devoted to investor protection.
- Membership includes the securities regulators in the 50 states, the District of Columbia, Puerto Rico, and the U.S. Virgin Islands; the provinces and territories of Canada; and Mexico.
- State and provincial securities regulators have protected investors from fraud and abusive sales practices since Kansas passed the first Blue Sky Law in 1911.
- The following year, Manitoba enacted the first Canadian securities legislation.
- Visit [nasaa.org](https://www.nasaa.org) to learn more.

FinPro Resources

- Sign up for a [FinPro account](#).
- Access the [FinPro Account Creation Guide](#).
- Additional questions? Visit [FinPro's FAQ webpage](#).