

Appendix A – IIROC Approved Person Categories

Proficiency requirements for all IIROC approval categories derive from a principle which makes it compulsory for an individual to not perform an activity that requires registration or approval unless the individual has the education, training and experience that a reasonable person would consider necessary to perform the activity competently.

IIROC Approved Person category are listed below:

Approved Person Category	Description
Associate Portfolio Manager	<i>An individual designated by the Dealer Member and approved by IIROC to provide discretionary portfolio management for managed accounts under the supervision of a Portfolio Manager.</i>
Chief Compliance Officer	<i>An individual approved by IIROC to act as the chief compliance officer of a Dealer Member.</i>
Chief Financial Officer	<i>An individual approved by IIROC to act as the chief financial officer of a Dealer Member.</i>
Director	<i>A member of a Dealer Member's board of directors or an individual performing similar functions at a Dealer Member that is not a corporation.</i>
Executive	<i>A Dealer Member's partner, Director or officer who is involved in the Dealer Member's senior management, including anyone fulfilling the role of chair or vice-chair of the board of directors, chief executive officer, president, chief administrative officer, chief operating officer or a person acting in a similar capacity who is head of operations, Chief Financial Officer, Chief Compliance Officer, Ultimate Designated Person, member of an executive management committee or any other position that the Dealer Member designates as an Executive position.</i>
Investment Representative	<i>An individual, approved by IIROC, to trade in, but not advise on, securities, options, futures contracts or futures contract options, on the Dealer Member's behalf, including where that individual deals only in mutual funds.</i>
Portfolio Manager	<i>An individual designated by the Dealer Member and approved by IIROC to provide discretionary portfolio management for managed accounts.</i>
Registered Representative	<i>An individual, approved by IIROC, to trade, or advise on trades, in securities, options, futures contracts, or futures contract options with the public in Canada, on the Dealer Member's behalf, including where that individual deals only in mutual funds or only with institutional clients.</i>

Approved Person Category	Description
Supervisor	An <i>individual</i> given responsibility and authority by a <i>Dealer Member</i> , and approved by <i>IIROC</i> , to manage the activities of the <i>Dealer Member</i> or the <i>Dealer Member's Approved Persons</i> or <i>employees</i> to provide reasonable assurance they comply with <i>IIROC requirements</i> and <i>securities laws</i> .
Trader	An <i>individual</i> , approved by <i>IIROC</i> as a trader, whose activity is restricted to trading through a <i>Marketplace Member's</i> trading system, and who may not advise the public.
Ultimate Designated Person	An <i>individual</i> approved by <i>IIROC</i> to be responsible for the conduct of a designated <i>Dealer Member</i> and the supervision of its <i>employees</i> and to perform the functions for an ultimate designated person described in the <i>IIROC requirements</i> .