

Reference Document for:

Chief Compliance Officer (CCO) Competencies

CCOs are also Executives. The Executive competency profile also applies and should be referred to additionally.

Refer to Appendix 6 to review the CCO competency profile





CCO Competencies

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From a regulatory perspective, the competencies for a highly competent and compliant CCO at a minimum include the following:

Compliance Function and Operations Risk Management Page 3 Page 6 Understand and apply the following as applicable: Understand and apply the following as applicable: 1 2 Fundamental regulatory knowledge and industry Compliance risk management information Business functions and compliance risk Role, mandate and oversight of the compliance 11. department **Compliance Responsibilities** Regulatory Reporting, Examinations, Investigations and Page 10 Page 8 Actions Understand and apply the following as applicable: Understand and apply the following as applicable: 3 4 Regulatory reporting Policies and Procedures (P&Ps) ١. II. Regulatory examinations Internal investigation and client complaint handling Regulatory investigations III. III. Dealing with clients IV. Regulatory action Page 15 **CCO Duties and Obligations** Understand and apply the following as applicable: 5 Compliance monitoring and assessment of compliance II. Compliance reporting



1. (1. Compliance Function and Operations		
I.	Fundamental regulatory knowledge and industry information	 KNOWLEDGE For CCO to understand as applicable Knowledge applicable to Executives Products, services and business line functions subject to compliance requirements and applicable standards of conduct Qualifications and registration requirements Business conduct requirements Canadian Investment Regulatory Organization (CIRO) examination procedures Oversight and compliance responsibilities Supervisory responsibilities Confidential information containment requirements Prudent business practices affecting: Safeguarding of client and dealer assets Trading Conflicts of interest Business interruption Marketing and sales practices Dealer operational and financial viability 	BEHAVIOURS AND SKILLS For CCO to apply as applicable Demonstrate understanding of fundamental regulatory and prudent industry practices Demonstrate expertise in the process of compliance Promote a dealer culture that stresses integrity and effective risk management Demonstrate behaviour that conforms to high standards of conduct Maintain high standards of skill, care and diligence in professional activities Observe a high ethical standard Build good stakeholder relations Advise on dealer regulatory matters Deliver effective leadership and oversight
II.	Role, mandate and oversight of the compliance department	 Compliance department's role within the dealer Objectives and enterprise-wide authority for compliance department activities Authority to oversee effectiveness and consistency of business units' compliance practices 	 Lead the compliance function at a dealer Provide strategic direction on compliance Adopt and maintain a deep understanding of all aspects of compliance Apply the compliance department's mandate across the dealer



1. Compliance Function and Ope	erations	
SUB-COMPETENCY KNO	OWLEDGE	BEHAVIOURS AND SKILLS
For 0	CCO to understand as applicable	For CCO to apply as applicable
	The compliance department's relationship with the dealer's Supervisors, other Executives, business and compliance units Role of other Executives, including the Chief Financial Officer (CFO), and Supervisors Role of the Board and Board reporting Role of the Ultimate Designated Person (UDP) Dealer-level factors for compliance program design, including: Products and services Clients (e.g., retail or institutional) Nature, scale and complexity of the dealer's business and operations Volume and size of transactions Internal and external stakeholders Responsibilities under different CCO models, including: Shared Multiple Specialized	 Support and promote a visible commitment to a culture of compliance, integrity and ethical values Discuss and review dealer compliance programs with UDP as needed Effectively conduct general compliance department activities, including: Acting as a knowledge resource on compliance and regulatory matters Establishing and maintaining compliance policies and procedures (P&Ps) to assess compliance by the dealer and individuals acting on its behalf with CIRO requirements, and securities and derivatives laws and regulations Advising on the adequacy and effectiveness of the dealer's compliance status and related processes Monitoring significant areas of compliance risk Supporting the development and delivery of mandatory training and education Reviewing business opportunities from a compliance perspective, including new products and markets Proactively identifying, addressing and escalating issues of non-compliance, where necessary Documenting results and corresponding actions Undertaking a risk-based approach to monitor Undertaking a risk-based approach to monitor Acting a risk-based approach to monitor Undertaking a risk-based approach to monitor Description of the products and corresponding actions Undertaking a risk-based approach to monitor



1. Compliance Function an	nd Operations	
SUB-COMPETENCY	KNOWLEDGE	BEHAVIOURS AND SKILLS
	For CCO to understand as applicable	For CCO to apply as applicable
		 Identifying key risks related to new products, services, locations and technology changes
		 Monitor and assess compliance with CIRO requirements, securities and derivatives laws, and other applicable laws, regulations and guidelines across the dealer
		Ensure significant issues are identified, addressed and escalated in a timely manner, where necessary
		Be aware of conflicts of interest and influence when making decisions
		Balance business development decisions with compliance considerations
		Explain and demonstrate importance of compliance to business units when considering business decisions
		 Ensure Directors and Executives understand compliance and regulatory measures needed to fulfill their respective obligations
		Act, where necessary, to fulfil Board directions concerning compliance matters
		Ensure all unaddressed compliance matters are resolved in a timely matter
		Ensure compliance staff have direct access to all Executives
		Ensure independence and accountability through internal controls, such as policies and procedures



2. Risk Management		
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
I. Compliance risk management	 Risk of legal/regulatory sanctions, financial loss and reputational damage, which arise from regulatory requirement violations Role of compliance as a risk management function Quality control (transactional) testing Controls to be used to comply with legislation and to manage risk Red flags that compliance measures are not adequate, including indications of: Defined standards being ignored Attempts to circumvent existing controls Internal control gaps Contradictory or inconsistent information Recurrent compliance infractions or concerns involving same Approved Persons Requests for exceptions to approved policies and procedures Standards of conduct, including the obligation to deal fairly, honestly and in good faith with clients (where applicable) The system for monitoring and enforcing standards of conduct Updates when changes arise to the dealer's business practices and/or regulatory requirements Annual employee certification 	 Make diligent inquiries when faced with non-compliance red flags Document compliance actions Administer and monitor internal controls Adopt and carry out risk mitigation measures, where necessary Appropriate allocation of resources based on business model, operations, regulatory priorities, and considering risk mitigation strategies Ensure sufficient resources and staff training, including: Time and materials needed to fulfill monitoring requirements and to assess compliance-driven activities Regular instruction on dealer compliance policies, procedures, regulatory requirements and relevant topics Maintain effective, clear communications with all staff and other Approved Persons in order to emphasize the importance of compliance

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2. Risk Management		
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
II. Business functions and compliance risk	 Registration obligations, including: National Registration Database (NRD) use, where applicable The registration review process (including enhanced due diligence or fit and proper review) Approved Persons on enhanced (close or strict) supervision Terms and conditions Suspensions and termination Proficiency and continuing education Obligation of those with supervisory responsibilities including: Daily supervision Monthly supervision Supervision of business locations Internal audit program Investment banking Trade desk obligations, including: Trading Conduct Compliance Market surveillance, including live and posttrade surveillance Universal Market Integrity Rules (UMIR) violations and gatekeeper reports Non-Participant reviews 	 Assess overall adequacy of the trade surveillance system Ensure proper trade compliance reporting, including: Reporting on potential market violations Following-up on non-compliance matters relating to trade violations Providing adequate response to regulatory matters relating to potential and exposed trading violations Anti-Money Laundering Legislation (AML) reporting Assess, report, follow-up and respond to all areas of compliance risk



SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
I. Regulatory reporting	 Regulatory reporting requirements, including: Registration reporting Complaint reporting generally and through the Complaints and Settlement Reporting System (ComSet) Internal investigation and discipline reporting Gatekeeper reporting Suspicious transaction reporting Cybersecurity incident reporting Record-keeping Importance of timely responses to market-related inquiries 	 Ensure appropriate reports are generated as required Ensure required reports are filed in a timely manner Ensure the dealer has appropriate processes in compliance with its regulatory reporting requirements
II. Regulatory examination	Regulatory examination, including: External auditor results on the existence of specific internal controls Periodic self-assessment and/or certifications UDP and CCO responsibilities in responding to regulatory examinations, including: Supervisory duties and responsibilities Delegation of compliance duties Lines of communication/accessibility Measures taken for non-compliance	Conduct timely remediation of compliance matters where issues have been identified



3. Regulatory Reporting, Examinations, Investigations and Actions		
SUB-COMPETENCY	KNOWLEDGE	BEHAVIOURS AND SKILLS
	For the CCO to understand as applicable	For CCO to apply as applicable
	 Dealer controls, procedures and information reviewed in regulatory examinations, including: Supervisory structure Risk management Internal policies Operational procedures and controls 	
III. Regulatory investigations	 Regulatory investigation and potential disciplinary actions arising from CIRO investigations, including: Failure to adequately conduct an internal investigation, review or audit, where required by legislation or by the dealer's P&Ps Failure to follow up with appropriate internal disciplinary action Failure to keep adequate records regarding an investigation 	Communicate and cooperate with regulatory investigations, including fulfilling document production requests
IV. Regulatory action	 Enforcement proceedings, including: Temporary orders Protective orders Hearings Sanctions Dealer-level terms and conditions Registration action on individual Approved Persons "Opportunity to be heard" process 	Take steps to ensure remediation of matters of non-compliance identified through regulatory action



4. Compliance Responsib	ilities	
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
I. Policies and Procedures (P&Ps)	 Compliance-based subject matter coverage, which includes: Product due diligence Principal/agent arrangements Personal financial dealing with clients Outside activities Referral arrangements AML and anti-terrorism requirements Outsourcing and 3rd party risk management Reporting of attempted suspicious transaction Reporting of terrorist property to Financial Transactions and Reports Analysis Centre of Canada (FINTRAC) Trade desk, order taking and trading restrictions Personal trading by employees Corporate finance/underwriting Conflicts of interest Information containment and barriers (fire walls) Sales/advertising/marketing/promotional activities Education and training Record-keeping requirements Disclosure requirements Registration requirements 	 Establish and maintain P&Ps for assessing compliance by the dealer and individuals acting on its behalf Ensure that P&Ps include the following: Identify controls to be used to comply with laws and manage risk Set out standards for conduct, and systems for monitoring and enforcing standards Outline who is expected to do what, when (frequency), and how Be readily accessible Be updated when business or laws change (and any required subsequent testing for effectiveness) Ensure adequacy of P&Ps, including: Aligning the compliance department's practices with industry and regulatory compliance practices that are appropriate for executing its mandate Evaluating how new and changing legislation affect the dealer's risk profile, in addition to internal business changes Developing or amending the dealer's compliance policies as legislation is introduced/amended, or as new or changing business activities require different legislative obligations



SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
	 Business locations (e.g. site openings, closings) Privacy and data protection legislation requirements and procedures Business continuity and disaster recovery planning Cyber-security and technology related controls 	 Documenting new or amended compliance policies and communicating them across the dealer on a timely basis Supporting other Executives to identify, address and integrate significant legislative or regulatory requirements into their business activities through appropriate procedural controls Ensure appropriate procedures for delegation of duties across compliance and supervisory units Confirm that all delegated duties are fulfilled by individuals who have the requisite knowledge and experience Ensure individuals are included in the correct Approved Persons/Registration category, including appropriate jurisdictions and related exemptions Ensure Executives are alerted about serious alleged misconduct and legal actions Adopt adequate internal investigation and whistleblower P&Ps, and revise periodically Establish procedures to ensure that appropriate internal disciplinary measures are applied for compliance breaches Consider the role of other Executives and Supervisors with respect to implementation and updating of the P&Ps
II. Internal investigation and	Sales and operational mattersInternal investigation requirements	 Establish P&Ps for complaint handling, which describe:



JB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
client complaint handling	 Client complaint requirements, including: Policies and procedures Publishing complaint handling procedures Escalating serious problems and the role of the CCO Acknowledging and responding to complainants Duty to assist in client complaint resolution Client complaint file The role and responsibilities of the DCO External client litigation management Dispute resolution, including: Alternative Dispute Resolution (ADR) Internal Ombudsman and Ombudsman for Banking Services and Investments (OBSI) CIRO's arbitration program Civil litigation Settlement agreements 	 The fair and thorough investigation of the complaint The process by which an assessment is made regarding the merit of the complaint Where the complaint is determined to have merit, the process to be followed in determining what offer should be made to the client The remedial actions which may be appropriate to be taken within the dealer Internal disciplinary measures A procedure that will ensure complaints are not dismissed without proper consideration A balanced approach to dealing with complaints that considered the interests of the complainant, the dealer (including its Approved Persons and employees) A process that ensures employees, Approved Persons and their Supervisors are aware of complaints filed by their clients Procedures to inform an appropriate Executive of any serious misconduct Procedures to monitor the general nature of complaints Appoint a Designated Complaints Officer (DCO) Actively review and change applicable internal procedures and practices after detecting frequent and repetitive complaints about the same or similar



4. Compliance Respon	sibilities	
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
	••	Ensure all clients receive a clearly written summary of the dealer's complaint handling procedures and a copy of a CIRO approved complaint handling process brochure
		 Ensure appropriate training of relevant staff about client complaint handling, to ensure:
		 Appropriate levels of due diligence are observed when hiring personnel
		 Designated staff have appropriate training and resources and to fulfill their responsibilities
		 Approved Persons communicate regularly with clients and review accounts periodically
		 All client issues are raised with Supervisors and compliance staff as needed
		 Ensure Approved Persons, their Supervisors and relevant Executives are alerted about respective complaints as needed
		Be mindful of Approved Persons with a pattern of potential misconduct
		 Be mindful of matters that trigger an internal investigation
		 Distinguish between an internal investigation and regulatory monitoring (e.g., ongoing trade supervision), including application of relevant policies and procedures
		 Conduct, oversee and/or support an internal investigation



4. (4. Compliance Responsibilities		
SUB	-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
111.	Dealing with clients	 Know Your Client (KYC), Know Your Product (KYP), suitability determination and account appropriateness requirements and exemptions Documentation requirements for compliance with: Client account openings KYC, KYP and suitability determination and account appropriateness requirements Correspondence with clients Compliance and supervision activities of the dealer Discretionary accounts Account transfers 	 Monitor and assess compliance with KYC, KYP, suitability determination and account appropriateness requirements Monitor and assess compliance with requirements to manage conflicts of interest in the best interest of clients and to put the client's interest first when making a suitability determination Monitor and assess compliance with account supervision policies Monitor compliance with supervision of trading and non-trading activity Monitor compliance with clients' investment mandates Conduct regular review of client contracts, forms and disclosure to ensure continuous compliance with the regulatory requirements

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5. CCO Duties and Obligations			
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable	
I. Compliance monitoring and assessment of compliance	 Policies and procedures for identifying areas of non-compliance with securities and derivatives laws and regulations which: May reasonably create a risk of harm to a client May reasonably create a reasonable risk of harm to the capital markets Is reasonably part of a pattern of non-compliance Red flags that compliance measures are not adequate, including indications of: Defined standards being ignored Attempts to circumvent existing controls Internal control gaps Contradictory or inconsistent information Recurrent compliance infractions or concerns involving same Approved Persons Requests for exceptions to approved policies and procedures Dealer's marketing activities, including: Electronic and print advertising Sales practices Client disclosures Policies and procedures for review or self-assessment of all compliance programs Compliance department training, including: New training sessions and content 	 Advise on compliance mandate and budget for Board approval Proactively identify, assess, advise on, act on, communicate, monitor, escalate and report on dealer compliance with regulatory requirements Provide business units and staff with assistance, guidance and training on compliance Review and assess red flags that have been escalated to the CCO Where required by law or regulation, provide regulators with timely notice about a dealer's material compliance breaches When appropriate, notify regulators about dealer misconduct and all related actions, including remedial measures Support and guide business units, all Approved Persons, compliance and staff members Oversee the scope, structure and activities of the compliance department to ensure that it fulfills its mandate Establish a system of controls to: Provide reasonable assurance that the dealer and its individuals comply with securities and derivatives laws and regulations Manage the dealer's business risks in accordance with prudent business practices Identify, mitigate and resolve novel and ongoing compliance issues 	



5. CCO Duties and Obl	igations	
SUB-COMPETENCY	KNOWLEDGE For the CCO to understand as applicable	BEHAVIOURS AND SKILLS For CCO to apply as applicable
	 Ongoing training and updates Ongoing and future compliance initiatives Operational considerations and deficiencies Evaluation of existing reporting and effectiveness Monitoring and surveillance (including supervision of Tier 2 trading and on-site business locations reviews) Aggregation and trend analysis Daily trade review for errors, proper settlement and unusual trading activity Role of CCO on managed account committee 	 Notify parties (internal or external) when an issue occurs and must be reported Monitor and assess individual and dealer compliance with internal requirements and applicable securities and derivatives laws and regulations Provide UDP and the Board with: Reasonable assurance that the dealer meets all standards, applicable securities and derivatives laws and regulations Identify instances of material weaknesses and noncompliance Remind appropriate staff members of key
II. Compliance reporting	 Material information and deficiencies reporting obligations to the UDP and the Board Red flags that compliance measures are not adequate, including indications of: Defined standards being ignored Attempts to circumvent existing controls Internal control gaps Contradictory or inconsistent information Recurrent compliance infractions or concerns involving same Approved Persons Requests for exceptions to approved policies and procedures 	 Report on: Overall dealer and Approved Persons compliance assessment Significant issues and corrective measures concerning regulatory examinations, internal audits, inquiries, investigations, enforcement actions and outcomes Changes to the dealer's compliance P&Ps Civil actions and material complaints Compliance deficiencies for both dealers and Approved Persons, including significant issues identified in gatekeeper reports Weaknesses in significant areas of risk and gaps in compliance



5. CCO Duties and Obligations			
SUB-COMPETENCY	KNOWLEDGE	BEHAVIOURS AND SKILLS	
	For the CCO to understand as applicable	For CCO to apply as applicable	
		 Insufficient resources Proposed changes to regulatory requirements Key compliance risks facing the dealer and how they are being addressed Escalate red flags to the UDP and report all material incidents of non-compliance to the UDP Report the results of the assessment to the Board of Directors at least annually Document outcomes of all matters escalated 	