

Investment specialist

Designations and regulatory bodies	<p>CIM – Canadian Investment Manager Requires 510 hours of study in portfolio and wealth management.</p> <p>FCSI – Fellow of the Canadian Securities Institute Requires the successful completion of the CIM, five years of industry experience, an additional two courses and 42 continuing education credits every three years.</p> <p>Both are regulated by the Canadian Securities Institute.</p>
Services provided	Focusing on investment planning and wealth management.
Where to find them	Banks and trust companies, and some mutual fund dealers. Investment specialists may be restricted in the products they can offer.
How they are paid	Investment specialists working in banks and trust companies are often salaried employees. Mutual fund dealers will earn commissions on the mutual funds purchased by clients. Investment specialists who provide discretionary investment management services will be compensated by a flat fee based on the amount of assets under management.
Who can benefit	If your primary need is for investment planning, consider using an investment specialist. If you're just getting started, or have a small portfolio, the investment specialist where you bank may be a good place to start. If you're interested in discretionary investment management, keep in mind that these services are usually reserved for high net-worth individuals.