



July 2009

In-House Pilot of *Personal Financial Planning* Course Scores High

This Spring, Ontario's [United Communities Credit Union](#) piloted the delivery of the *CUIC* course *Fundamentals of Personal Financial Planning* (CU00-240) as an instructor-led course for nine employees.

CUIC 240 is currently offered as a self-study course and as an online cohort. So, why did United Communities choose in-house delivery? *"Our employees do take the self-study version, but the course is so comprehensive that some employees find it daunting,"* explains Cavell Fraser, VP of Human Resources at United Communities.

"By providing a classroom environment, employees were more eager to tackle the course knowing they could support each other, ask questions and receive one-on-one help with the more difficult concepts. The discussions helped them put the material in context and gave them the confidence to complete the course in a timely manner," says Fraser.

At the end, the course received an "Excellent" or "Very good" from most participants. They also gave high marks to the course facilitator and expert on the subject, Roxanne Eszes. *"Roxanne went over and above. She truly is a great facilitator,"* read one confidential comment.

The *"Fundamentals"* or "240" is a must for everyone in the financial services industry, regardless of whether they want to be an accredited financial planner. It is an overview course that covers the financial planning process as well as asset accumulation, protection, asset distribution, and more. Click [here](#) for a detailed course description.

With this comprehensive knowledge, employees can be proactive in making better referrals to qualified planners and in identifying opportunities that build strong relationships with members that continue to develop as they move through various stages of life.

To discuss in-house delivery at your credit union, [contact](#) your CUSOURCE Regional Office. See p.2 for additional important information about "240."

Plan Now for Fall: Register for *CUIC*® Cohorts

Wouldn't it be nice to come back from vacation with some of your fall plans done? We can help! Registration is **open now** for 5 *CUIC* courses offered as online learning groups or cohorts. Cohorts offer a great alternative to independent study and are ideal for employees who:

- could benefit from a more supportive environment
- do not perform well when their results rest solely on a final exam
- are undertaking a topic that is more challenging for them
- failed a previous attempt at the exam

(Con't on p.2)

CUSOURCE® National Power Hour Webinars

There are 2 free national webinars coming up in August. Check the Webinar section of the Catalogue for these and other scheduled webinars.

Meet the LMS - for new employees
Thursday August 6
Register by Tuesday August 4

Cohorts - What are they?
Tuesday, August 25
Register by Friday August 21

Please note, all webinars start at 1 pm ET.

To register login to [CUSOURCE® LMS](#). Click the green "Catalogue" icon> By Topic> Webinars.

Tech Challenges with 345 Course Resolved

The online *Commercial Lending 345* course has suffered indigestion since migration to the 7.6 platform. After some heads-down work with developers and testing on the LMS, we have a new, working version of the course that will be available soon. We will keep you posted.

We apologize for this inconvenience and the challenges that your employees have encountered.

For more information about any of the items in *eNews*, [contact](#) your Regional Office.

Important Information about the CSI/ICB and Fundamentals of Personal Financial Planning

Since 2002, individuals who have completed CUIC 240 *Fundamentals of Personal Financial Planning* have received 2 exemptions by the ICB in its Personal Financial Planner (PFP) program: course 700 and one of 710 or 720. The Canadian Securities Institute (CSI), which purchased the ICB, is continuing to award those same exemptions until **January 31, 2010**.

Further, the CSI would typically charge each PFP program applicant \$250 for the 2 exemptions. However, CUSOURCE Knowledge Network has negotiated a reduction of this exemption fee to \$100 p/p until January 31, 2010 when the current PFP program closes.

CSI's PFP designation program

This August, CSI Global Education will announce a new PFP program, and at that time will inform CUSOURCE Knowledge Network regarding the program, possible exemptions for 240 and of any fees.

In the meantime:

- The existing PFP designation program will continue to accept enrolments until **January 31, 2010**. Employees need to complete the PFP program by **August 2011** to earn the PFP designation under the current program.
- To request the 2 exemptions for 240, request a CUIC transcript from CUSOURCE Knowledge Network; send it and the [Exemption Request Form](#) to Debbie Standing at the address on the form; include \$100 fee + G/HST. CSI will email confirmation and provide a student number.
- Enrol in the PFP Program at www.csi.ca, using the student number provided.

If employees plan to write the 240 exam this November, they can enrol in the PFP either before or after their exam, then apply for the exemption.

Note: CUSOURCE Knowledge Network will be releasing the 9th edition of CUIC 240 by the end of July 2009.

...CUIC Cohorts (Con't. from p. 1)

The *Fundamentals* counts as a credit in the *CUIC Management Studies Program* and qualifies for 2 exemptions in the CSI/ICB Personal Financial Planner (PMP) program.

Facilitated by experts in the field, cohorts help employees stay motivated and moving through the course, as well as network with colleagues from across the country. The final grade is made up of participation in the online collaboration centre, 2 assignments and the final exam.

The cohort option is currently available for the following *CUIC* courses:

- CU00-185 Products & Services (\$550)*
- CU00-200 The Credit Union System (\$550)*
- CU01-210 Consumer & Residential Mortgage Lending (\$650)*
- CU00-240 Fundamentals of Personal Financial Planning (\$650)*
- CU01-345 Commercial Lending (\$650)*

And now, a 6th cohort: *Commercial Mortgage Lending (CU00-340)*. Registration opens **August 1st**. The fee: \$650.

Changes in Online Faculty

Warm thanks to Jari-Lynn Miller from us and the many employees she coached in the 210-cohort over the past 3 years. Jari-Lynn is taking time to focus on her own education now. We are delighted that **Dale Boisclair**, highly respected for his expertise in retail lending, has agreed to take on this role. Dale and Judith join other long-standing cohort facilitators: **Sherry Nantais** (CUIC 200 and 345), **Tracey Walstedt** (CUIC 185) and **Bill Falconer** (CUIC 240).

What do participants say about their cohort experience?

"[The cohort] has been a really effective way to study and stay on track, not to mention the benefit of instructor feedback and fellow student perspective."
~ S. Cleverly, Kootenay Savings.

For all cohorts: Space is limited and registration closes September 25. To avoid missing the deadline, register employees now. Then, have a great vacation.