

Appendix B

Enrolments in CSI Courses 2013

	All Enrolments	IIROC Enrolments *
IIROC Regulatory Courses	20,086	7,189
Other courses (non-IIROC) offered by CSI, excluding CE courses, customized corporate programs for firms and public seminars	21,791	2,339
Total	41,877	9,528

* Individuals who, at time of enrolment, indicate they are employed with an IIROC Dealer Member.

IIROC enrolments in IIROC regulatory courses represent 17% of CSI's business.

IIROC regulatory courses attract a significant amount of non-IIROC business.

Some individuals who enroll in the CSC will pursue employment with an IIROC Dealer Member after completion of the course. Some individuals will complete the CSC while employed in another function with a Dealer Member (e.g., an assistant). CSI reported 10,476 enrolments in the CSC in 2013 – 1,370 (13%) of those enrolments were individuals employed by IIROC Dealer Members.

9,610 non-IIROC learners enrolled in IIROC courses other than the CSC in 2013. The number of non-IIROC enrolments in IIROC courses exceeds the number of IIROC Member enrolments in the regulatory courses.