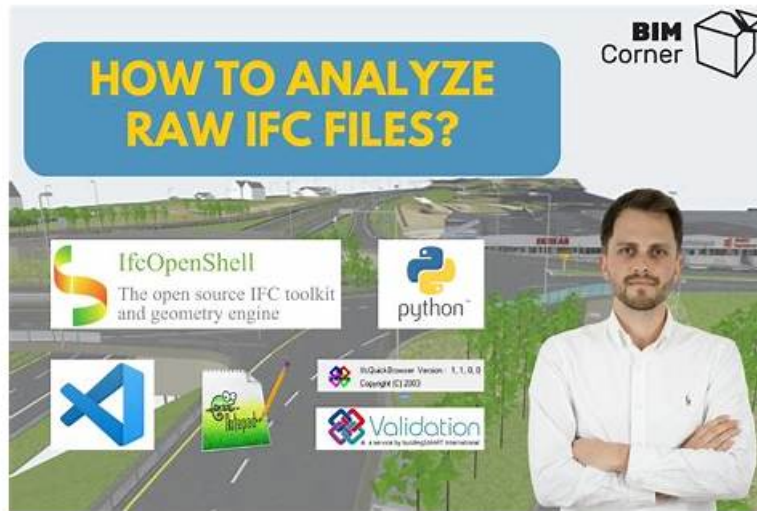


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| Topic 1 | <ul style="list-style-type: none"> Understanding Alternative Managed Products: This domain introduces investment products beyond traditional mutual funds, including ETFs, segregated funds, and hedge funds, examining their features, structures, benefits, risks, and regulatory treatment. |
| Topic 2 | <ul style="list-style-type: none"> Introduction to the Mutual Funds Marketplace: This domain covers the structure of Canada's mutual fund industry, including key participants like manufacturers, distributors, and regulators, along with distribution channels and the regulatory framework governing the industry. |

| | |
|---------|--|
| Topic 3 | <ul style="list-style-type: none"> • The Know Your Client Communication Process: This domain focuses on gathering and documenting client information to ensure suitable recommendations, including understanding financial situations, investment objectives, risk tolerance, and maintaining ongoing communication with clients. |
| Topic 4 | <ul style="list-style-type: none"> • Understanding Investment Products and Portfolios: This domain explores various investment products including stocks, bonds, and securities, along with portfolio construction principles, asset allocation strategies, and how different products work together to meet client objectives. |
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| Topic 6 | <ul style="list-style-type: none"> • Evaluating and Selecting Mutual Funds: This domain covers the systematic process of choosing appropriate mutual funds based on client needs, including selection criteria, cost considerations, performance history, and ongoing portfolio monitoring and rebalancing. |

CISI Investment Funds in Canada (IFC) Exam Sample Questions (Q418-Q423):

NEW QUESTION # 418

Your soon-to-be-retired client has accumulated \$700,000 in a mutual fund investment. He has consulted with you with respect to systematic withdrawal plans. His other sources of income in retirement are uncertain. He is not interested in leaving a legacy at his death. Which plan would best suit his needs?

- A. Fixed-dollar withdrawal plan
- B. Annuity
- C. Ratio withdrawal plan
- D. Life withdrawal plan

Answer: B

Explanation:

An annuity provides a steady income stream until the client's death, suitable for someone with uncertain income sources and no interest in leaving a legacy. The feedback from the document states:

"The client needs a steady source of income from his investment. This rules out a ratio withdrawal plan and a life withdrawal plan. With a fixed-dollar withdrawal plan his capital could be exhausted before he dies. He should choose an annuity that will pay a fixed amount every year until his death. If he lives beyond the guaranteed term, the annuity will cease with his death, but this fact is not important as he does not wish to leave a legacy." Reference: Chapter 16 - Mutual Fund Fees and Services Learning Domain: Evaluating and Selecting Mutual Funds

NEW QUESTION # 419

Which exemplifies the tendency of mutual fund companies to shut down poor performing funds?

- A. Standby underwriting
- B. Short selling
- C. Survivorship bias
- D. Standard lot

Answer: C

Explanation:

Survivorship bias occurs when poor-performing funds are closed, excluding them from performance rankings and inflating the perceived performance of surviving funds. The feedback from the document states:

"All comparison universes also exhibit some degree of survivorship bias no matter how carefully the universes are constructed. Survivorship bias develops as defunct portfolios drop out and are excluded from rankings in subsequent quarters. A performance universe is essentially a universe of survivors." Reference: Chapter 14 - Understanding Mutual Fund Performance Learning Domain: Evaluating and Selecting Mutual Funds

NEW QUESTION # 420

Which index would investors use as a benchmark for doing research on the largest listed public companies in the US marketplace?

- A. S&P 500
- B. S&P/TSX Composite
- C. FTSE Canada Universe Bond Index
- D. MSCI EAFE Index

Answer: A

Explanation:

The S&P 500 is the appropriate benchmark for researching the largest listed public companies in the US market. The feedback from the document provides:

"Index: S&P 500, Description: The 500 largest publicly held companies that trade on U.S. markets, Performance uses: U.S. equity funds." Reference: Chapter 14 - Understanding Mutual Fund Performance Learning Domain: Evaluating and Selecting Mutual Funds

NEW QUESTION # 421

What does PIPEDA require firms in Canada to do?

- A. Provide service even if an individual refuses the collection of their information
- B. Verify client identification regarding specific transactions
- C. Prohibit the disclosure of private information under any circumstance
- D. Obtain consent only when using or publicly disclosing personal information

Answer: D

Explanation:

PIPEDA (Personal Information Protection and Electronic Documents Act) requires firms to obtain informed consent when collecting, using, or disclosing personal information.

B (prohibit disclosure) is too absolute; exceptions exist (e.g., legal requirements).

C (verify client ID) is under AML rules, not PIPEDA.

D (must provide service if info refused) is incorrect; firms may deny services if info is not provided.

NEW QUESTION # 422

Gary chooses not to recommend that his client sell a current mutual fund to purchase a similar new mutual fund despite pressure to meet a sales target for the new fund. What responsibility applies to Gary's action?

- A. Professional
- B. Legal
- C. Compliance
- D. Ethical

Answer: D

Explanation:

Gary's decision to prioritize the client's interests over meeting a sales target reflects his ethical responsibility.

The feedback from the document states:

"Gary is fulfilling his ethical responsibility by placing his client's needs ahead of his own need to reach a sales target. As the new fund is similar to the current investment, it would be an appropriate one for the client, so he would not be compromising his legal responsibility to ensure that all client orders are suitable." Reference: Chapter 1 - The Role of the Mutual Fund Sales Representative Learning Domain: An Introduction to the Mutual Funds Marketplace

NEW QUESTION # 423

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