

Table of Contents

CHAPTER	PAGE
I WELCOME TO THE TRAINING CONSULTANTS SERIES 63 PROGRAM	i5
I.1 – ABOUT TRAINING CONSULTANTS	i6
I.2 – EXAM OVERVIEW	i6
I.3 – ARRANGING YOUR EXAM	i8
I.4 – TAKING THE EXAM	i10
I.5 – PREPARING FOR YOUR EXAM	i12
1. THE UNIFORM SECURITIES ACT – DEFINITIONS	1
R – INTRODUCTION TO THE SECURITIES INDUSTRY	2
R – INTRODUCTION AND OVERVIEW OF UNIFORM SECURITIES ACT & INVESTMENT INDUSTRY .	3
1.1 – DEFINITIONS OF PERSONS	4
1.2 – DEFINITIONS OF PERSONS CONTINUED	7
1.3 – DEFINITIONS OF USA TERMINOLOGY	10
R – INDIVIDUAL “PERSONS”	14
2. THE UNIFORM SECURITIES ACT – REGISTRATIONS	15
2.1 – REGISTRATION OF BDS, AGENTS, IAS, AND IARS	16
2.2 – REGISTRATION PROCEDURES FOR BROKER-DEALERS AND INVESTMENT ADVISERS.....	21
2.3 – REGISTRATION OF SECURITIES	23
2.4 – EXEMPT SECURITIES AND TRANSACTIONS	26
3. THE UNIFORM SECURITIES ACT – ADMINISTRATION & FRAUDULENT ACT	31
3.1 – FRAUDULENT AND OTHER PROHIBITED PRACTICES.....	32
3.2 – ADMINISTRATIVE ACTIONS.....	36
3.3 – ADVERTISING AND RECORD RETENTION RULES	40
4. THE NASAA STATEMENTS OF POLICY AND MODEL RULES	43
4.1 – AN OVERVIEW OF THE NASAA AND COMBINED RULES FOR IAS, BDS, AND AGENTS...	44
4.2 – MODEL RULES ON INVESTMENT ADVISERS.....	45
4.3 – MODEL RULES ON BROKER-DEALERS	51
4.4 – MODEL RULES ON AGENTS	54
R – SUMMARY CHART OF BORROWING & LENDING FOR IAS, BDS, AND AGENTS.....	55
4.5 – NASAA INVESTMENT ADVISER INFORMATION SECURITY AND PRIVACY RULE.....	56
4.6 – DISHONEST OR UNETHICAL BUSINESS PRACTICES BY BROKER-DEALERS & AGENTS ..	57
4.7 – NASAA MODEL RULE ON BUSINESS CONTINUITY AND SUCCESSION PLANNING	59

5. <u>THE UNIFORM PRUDENT INVESTOR ACT & OTHER REGULATIONS</u>	61
5.1 – PRUDENT INVESTOR ACT PROVISIONS	62
5.2 – OTHER REGULATIONS	64
R <u>CLOSING RESOURCES</u>	69
DAMAGE CONTROL STEPS	70
HOME STRETCH & THE REAL EXAM	71
R <u>ADDITIONAL RESOURCES</u>	77
APPENDIX A – COMPARISON OF CUSTODY RULES	78
COURSE STUDY MANUAL ADDENDUM - EXHIBIT / EXERCISE FILL-INS	79
CRITICAL FACTS	79
INDEX	84

“There is a power under your control that is greater than poverty, greater than the lack of education, greater than all your fears and superstitions combined. It is the power to take possession of your own mind and direct it to whatever ends you may desire.”

~Andrew Carnegie