

FINRA E-Learning Courses

The Definitive Source for Firm Element Training

FINRA develops a wide range of e-learning courses for registered representatives, supervisors, operations staff, compliance personnel and other employees. These online courses uniquely blend FINRA's knowledge of securities rules and regulations with the industry's expertise on how those rules are practically applied on the job.

FINRA's e-learning courses lead users through common compliance situations and include scenarios and decision points that help users make sure they understand course content. They also include post-course examinations* to measure understanding of the material.

FINRA's e-learning courses are developed to provide your firm with an affordable and convenient source for Firm Element and other compliance training.

* Post-course examinations may not be mandatory for all users. Check with your training manager for specific requirements.

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- **529 Savings Plans and ABLE Programs**

EL-ELC258 **CFP®** | 1.0 CE Credit

This course explains the unique characteristics and common costs associated with 529 savings plans and Achieving a Better Life (ABLE) programs. Participants are presented with scenarios that emphasize a registered representative's regulatory responsibilities when recommending these products to clients.

- **Annual Compliance Reminders for Institutional Registered Representatives – Vol. 1**

EL-ELC204

This course uses scenarios adapted from actual FINRA disciplinary actions to remind institutional sales representatives of their compliance obligations. Volume 1 covers social media and public communications, Form U4 disclosures, private securities transactions, handling firm funds and maintaining ethical behavior when fulfilling continuing education requirements.

- **Annual Compliance Reminders for Institutional Registered Representatives – Vol. 2**

EL-ELC219

This course uses scenarios adapted from actual FINRA disciplinary actions to remind institutional registered representatives about their compliance obligations. Volume 2 covers responding to FINRA requests for information, borrowing money from clients, ethical behavior and more.

- **Annual Compliance Reminders for Institutional Registered Representatives – Vol. 3**

EL-ELC228

This course uses scenarios adapted from actual FINRA disciplinary actions to remind institutional registered representatives about their compliance obligations. Volume 3 covers proper handling of customer accounts and funds, outside business activities, communications with the public and more.

- **Annual Compliance Reminders for Institutional Registered Representatives – Vol. 4**

EL-ELC246

This course uses scenarios adapted from actual FINRA disciplinary actions to remind institutional registered representatives about their compliance obligations. Volume 4 covers private securities transactions, use of social media, conflicts of interest, ethical behavior and customer complaints.

- **Annual Compliance Reminders for Registered Representatives – Vol. 1**

EL-ELC190 **CFP®** | 1.0 CE Credit

This course uses scenarios adapted from actual disciplinary actions to remind registered representatives about their compliance obligations. Volume 1 covers outside business activities, private securities transactions, Form U4 disclosures, responding to compliance requests, providing accurate customer information, customer complaints and settlements, email, handling customer and firm funds, trade authorizations and conflicts of interest related to borrowing money from customers.

- **Annual Compliance Reminders for Registered Representatives – Vol. 2**

EL-ELC203 **CFP®** | 1.0 CE Credit

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 2 covers social media and public communications, trade authorizations, Form U4 disclosures, outside business activities, private securities transactions, handling customer funds related to borrowing money from customers, and maintaining ethical behavior when fulfilling continuing education requirements.

- **Annual Compliance Reminders for Registered Representatives – Vol. 3**

EL-ELC218 **CFP**[®] | 1.0 CE Credit

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 3 covers communications with the public, suitability, ethical behavior and more.

- **Annual Compliance Reminders for Registered Representatives – Vol. 4**

EL-ELC227 **CFP**[®] | 1.0 CE Credit

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 4 covers handling customer accounts and funds properly, unauthorized transactions, outside business activities, suitability and more.

- **Annual Compliance Reminders for Registered Representatives – Vol. 5**

EL-ELC237 **CFP**[®] | 0.5 CE Credits

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 5 covers responding to regulatory requests in a timely manner, recognizing red flags, maintaining ethical behavior when fulfilling continuing education requirements, suitability, proper handling of customer accounts and observing high standards commercial honor.

- **Annual Compliance Reminders for Registered Representatives – Vol. 6**

EL-ELC244 **CFP**[®] | 0.5 CE Credits

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 6 covers borrowing from clients, completing and amending Form U4s, conducting business using approved communication channels, disclosing participation in outside business activities, exercising discretion in customer accounts, falsifying documents related to customer accounts, maintaining accurate books and records, responding to FINRA requests for information, responding to firm compliance requests and submitting business expense reimbursements.

- **Annual Compliance Reminders for Registered Representatives – Vol. 7**

EL-ELC249 **CFP**[®] | 0.5 CE Credits

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 7 covers suitability, communications with the public, outside business activities, concealing the improper receipt of customer funds, falsifying documents related to customer accounts, misuse of discretionary power, unauthorized trading and more.

- **Annual Compliance Reminders for Registered Representatives – Vol. 8**

EL-ELC257 **CFP**[®] | 0.5 CE Credits

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 8 covers cybersecurity, Form U4 disclosures, insider trading and private securities transactions.

- **Annual Compliance Reminders for Registered Representatives – Vol. 9 – NEW**

EL-ELC260 **CFP**[®] | 1.0 CE Credit

This course uses scenarios adapted from actual FINRA disciplinary actions to remind registered representatives about their compliance obligations. Volume 9 covers cybersecurity, ethics, financial exploitation of seniors, outside business activities and private securities transactions, professional designations and suitability, and 529 savings plans.

- **Annual Compliance Reminders for Supervisors – Vol. 1**

EL-ELC252

This course uses scenarios adapted from actual FINRA disciplinary actions to remind supervisors about their compliance and supervision obligations. Volume 1 covers requirements related to promptly amending Forms U4, reviewing customer accounts, suitability, outside business activities and communications with the public.

- **Anti-Money Laundering Series**

FINRA offers a series of AML courses for firms with retail business, firms with institutional business, and for operations staff. Refer to course descriptions in the AML Compliance Training Courses section on page 11.

- **Books and Records**

EL-ELC131 **CFP**[®] | 1.0 CE Credit

This course explains the obligations of registered persons to maintain records of actions undertaken in their capacity as representatives of the firm. Scenarios illustrate and reinforce compliance with recordkeeping and retention requirements when electronic media are involved.

- **Books and Records for Operations Professionals**

EL-ELC256 **CFP**[®] | 0.5 CE Credits

This course is designed to help operations professionals understand their books and records obligations when conducting firm business. Scenarios emphasize the importance of adhering to regulatory recordkeeping and retention requirements and firm-specific guidance.

- **Communications With the Public: Compliance Issues for Independent Registered Representatives**

EL-ELC212 **CFP**[®] | 0.5 CE Credits

This course helps independent registered representatives understand their compliance responsibilities when communicating with clients. It covers the consequences of noncompliance with requirements for communicating with the public.

- **Communications With the Public: Compliance Issues for Wholesalers**

EL-ELC211

This course is designed to help wholesalers understand their compliance responsibilities. It covers the consequences of noncompliance with requirements for communications with the public.

- **Communications With the Public: What Retail Staff Need to Know**

EL-ELC210 **CFP**[®] | 0.5 CE Credits

This course covers situations retail registered representatives face when communicating with clients, and the consequences of non-compliance with requirements for approval, disclosure and retention of communications with the public.

- **Conflicts of Interest**

EL ELC-242 **CFP**[®] | 0.5 CE Credits

This course highlights conflicts of interests that could arise between registered representatives, clients and firms in the securities industry. Conflict-related scenarios are presented to help registered representatives learn how to better identify, mitigate and manage conflicts of interest in their business.

- **Corporate and Government Bonds: Regulatory Considerations**

EL-ELC226 **CFP**[®] | 1.0 CE Credit

This course addresses some of the inherent risks associated with corporate and government bonds, including Treasury, agency and government-sponsored enterprise (GSE) bonds. It is designed to help you better understand risks, sales practice issues, rules and regulations related to these bonds.

- **Customer Information Protection for Registered Representatives**

EL-ELC155 **CFP**[®] | 1.0 CE Credit

This course covers concepts to help registered representatives understand procedures for protecting confidential personal customer information and detecting possible breaches in information security. It provides suggestions for what to do if customer information is compromised and steps to take to better protect this information.

- **Customer Information Protection for Supervisors**

EL-ELC156

This course covers concepts to help supervisors implement firm procedures for protecting confidential personal customer information and detecting possible breaches in information security. It provides suggestions for what to do if customer information is compromised and steps to take to better protect this information.

- **Cybersecurity – Supervisors: Understanding Your Role**

EL-ELC254

This course focuses on the necessity for cybersecurity controls in your day-to-day supervision of registered representatives, and includes a review of possible consequences of lapses. Cybersecurity-related scenarios are presented to help supervisors learn how to recognize and respond to cyber threats.

- **Cybersecurity: Understanding Your Role**

EL-ELC238 **CFP**[®] | 0.5 CE Credits

This course focuses on the necessity for cybersecurity controls in your day-to-day business. It will help you identify some of the cyber threats that can harm you, your customers and your firm. The course will also help you better understand the rules and regulations that apply to cybersecurity.

- **Debt Mark-Ups**

EL-ELC143 **CFP**[®] | 0.5 CE Credits

This course covers rules and regulatory guidance surrounding the identification of prevailing market price and the factors to consider when determining mark-ups on transactions in debt securities.

- **E-Learning Library Subscription**

EL-ELCL000

This option provides a full year of access to all of FINRA's e-learning courses, including all newly released courses, for a single low price per user.

- **Electronic Communications: What Independent Registered Representatives Need to Know**

EL-ELC216 **CFP**[®] | 0.5 CE Credits

This course helps independent registered representatives understand their responsibilities with respect to electronic communications. It shows how regulatory standards apply to social media and other electronic communications.

- **Electronic Communications: What Retail Staff Need to Know**

EL-ELC213 **CFP®** | 0.5 CE Credits

This course helps retail registered representatives understand the requirements applicable to all communications with the public and shows how regulatory standards apply to social media and other electronic communications.

- **Electronic Communications: What Supervisors Need to Know**

EL-ELC214

This course helps supervisors understand their responsibilities with respect to electronic communications. It shows how regulatory standards apply to social media and other electronic communications.

- **Electronic Communications: What Wholesalers Need to Know**

EL-ELC215

This course helps wholesalers understand their compliance responsibilities with respect to electronic communications. It shows how regulatory standards apply to social media and other electronic communications.

- **Ethical Considerations for Institutional Sales Representatives**

EL-ELC173

This course presents six common ethical principles and selected decision-making models for institutional sales representatives to consider when facing ethical dilemmas. Scenarios demonstrate how these models can be practically applied to common ethical challenges faced by securities professionals.

- **Ethical Considerations for Operations Professionals**

EL-ELC172

This course presents six common ethical principles and selected decision-making models for operations professionals to consider when facing ethical dilemmas. Scenarios demonstrate how these models can be practically applied to common ethical challenges faced by securities professionals.

- **Ethical Considerations for Registered Representatives**

EL-ELC170

This course presents six common ethical principles and selected decision-making models for registered representatives to consider when facing ethical dilemmas. Scenarios demonstrate how these models can be practically applied to common ethical challenges faced by securities professionals.

- **Ethical Considerations for Supervisors**

EL-ELC171

This course presents six common ethical principles and selected decision-making models for supervisors to consider when facing ethical dilemmas. Scenarios demonstrate how these models can be practically applied to common ethical challenges faced by securities professionals.

- **Exchange-Traded Products: Understanding Leveraged and Inverse ETPs**

EL-ELC179 **CFP**[®] | 0.5 CE Credits

This course explains exchange-traded products (ETPs), with a particular focus on leveraged and inverse ETPs. It describes the factors that can affect the performance of these products, including the effect of compounding on daily reset, and identifies the benefits and risks of investing in these non-traditional ETPs.

- **Financial Crimes – NEW**

EL-ELC262 **CFP**[®] | 1.0 CE Credit

This course is designed to help registered representatives understand their responsibility to recognize and report “red flags” of financial crimes, which may occur at or through their firm. It also includes best practices for protecting clients and financial firms from the illicit activity.

- **Financial Exploitation of Senior and Vulnerable Adults – NEW**

EL-ELC261 **CFP**[®] | 1.0 CE Credit

This course is designed to help registered representatives understand their responsibilities in protecting senior and vulnerable adult clients from financial exploitation. Scenarios demonstrate the importance of recognizing and escalating respective red flags, and highlight specific rules and regulations that can help registered representatives fulfill their responsibilities to safeguard their clients from financial abuse.

- **Fixed Income ETFs – NEW**

EL-ELC265 **CFP**[®] | 0.5 CE Credits

This course is intended to help securities industry professionals understand fixed income exchange-traded funds (ETFs). By reviewing the underlying products and ETF mechanics, learners are taught how fixed income ETFs are created and purchased, as well as how market forces can impact investments. The course also highlights the advantages and disadvantages of investing in fixed income ETFs and provides guidelines to compare them to one another as well as to other products available on the market.

- **Fixed Income Suitability: Retail Sales Practices**

EL-ELC125 **CFP**[®] | 1.0 CE Credit

This course reviews fixed income product characteristics and risk factors, and illustrates the unique suitability considerations and regulatory subtleties associated with the sale of these securities.

- **Foreign Corrupt Practice Act: Avoiding Improper Payments**

EL-ELC110 **CFP**[®] | 0.5 CE Credits

In today’s international business climate, securities professionals must understand and comply with regulations governing corruption and bribery in business practices around the globe. The course covers handling of indirect payments, interactions with intermediaries and government officials, recordkeeping and due diligence.

- **Gifts: Independent Registered Representative Responsibilities**

EL-ELC187 **CFP**[®] | 0.5 CE Credits

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as an independent registered representative in complying with FINRA rules. Brief interactive activities and scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Gifts: Institutional Sales Representative Responsibilities**

EL-ELC188

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as an institutional sales representative in complying with FINRA rules. Brief interactive activities and scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Gifts: Registered Representative Responsibilities**

EL-ELC165 **CFP**[®] | 0.5 CE Credits

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as a registered representative in complying with FINRA rules. Scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Gifts: Understanding Compliance Responsibilities**

EL-ELC167 **CFP**[®] | 0.5 CE Credits

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as a member of the compliance staff in complying with FINRA rules. Scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Gifts: Understanding Supervisory Responsibilities**

EL-ELC166

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as a supervisor in complying with FINRA rules. Scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Gifts: Understanding Wholesaler Responsibilities**

EL-ELC189

This course presents regulatory requirements and industry compliance practices related to business gifts to help you understand your role as a wholesaler in complying with FINRA rules. Brief interactive activities and scenarios demonstrate how to determine whether gifts are business-related, and illustrate proper gift-aggregation and recordkeeping techniques.

- **Information Barriers: Protecting MNPI and Preventing Insider Trading – NEW**

EL-ELC264 **CFP**[®] | 0.5 CE Credits

This course is designed to help securities industry professionals understand information barriers as they relate to the safeguarding of material nonpublic information (MNPI) and the prevention of insider trading. Through review of relevant laws and regulations, learners are reminded of the foundational concepts of information barriers and review some regulatory obligations of firms and associated persons regarding MNPI. Risks of information barrier failure and potential risk control strategies are explored through scenarios involving research and investment banking personnel.

- **Insider Trading**

EL-ELC157 **CFP**[®] | 1.0 CE Credit

This course explains insider trading and the consequences of the intentional or inadvertent misuse of material, nonpublic information. Scenarios illustrate typical situations and emphasize the importance of maintaining confidentiality when in possession of material, nonpublic information.

- **Insider Trading: Understanding Your Responsibilities**

EL-ELC248 **CFP**[®] | 0.5 CE Credits

This course highlights specific rules and regulations that prohibit insider trading and provides registered representatives with examples of material, nonpublic information. Participants work through scenarios designed to help them identify possible or actual insider trading by their customers and others, and determine what reporting steps to take.

- **Institutional Trading Regulations**

EL-ELC225

This course addresses core regulations related to institutional trading, order handling and recordkeeping. It is designed to help institutional traders and other financial professionals reinforce their understanding of compliance obligations.

- **Municipal Bonds: Regulatory Considerations**

EL-ELC231 **CFP**[®] | 1.0 CE Credit

This course addresses some of the inherent risks associated with municipal bonds. It is designed to help you better understand risks, sales practice issues, rules and regulations related to these bonds.

- **Outside Business Activities**

EL-ELC132 **CFP**[®] | 1.0 CE Credit

This course covers regulations governing the treatment of outside business activities and reviews factors a registered representative should consider before participating in an outside business activity or conducting a private securities transaction.

- **Outside Business Activities for Independent Registered Representatives**

EL-ELC185 **CFP**[®] | 1.0 CE Credit

This course covers regulations governing the treatment of outside business activities and reviews factors an independent registered representative should consider before participating in an outside business activity or conducting a private securities transaction. Using real industry scenarios, this course illustrates how regulatory requirements for outside business activities apply to independent registered representatives.

- **Outside Business Activities for Wholesalers**

EL-ELC184

This course covers regulations governing the treatment of outside business activities and reviews factors registered wholesalers—who are required to know and follow FINRA rules as well as firm policies and procedures governing outside business activities—should consider before participating in an outside business activity or conducting a private securities transaction.

- **Penny Stock Sales**

EL-ELC160 **CFP**[®] | 1.5 CE Credits

This course explains the penny stock rules and a registered representative's sales practice obligations when recommending penny stocks. Scenarios reinforce the importance of disclosure and customer-specific suitability determinations.

- **Privacy Considerations: Conducting Business With Institutional Clients**

EL-ELC198

This course addresses two distinct privacy considerations that institutional sales representatives may encounter in their day-to-day business activities: the importance of protecting private client information and the need to maintain confidentiality when suspicious activity is encountered. Activities and case studies provide opportunities to explore and reinforce how to apply core concepts.

- **Private Placements: Conducting Reasonable Investigations for Regulation D Offerings**

EL-ELC186 **CFP**[®] | 1.0 CE Credit

This course uses case studies adapted from FINRA enforcement actions to illustrate the duty to conduct reasonable investigations concerning Regulation D offerings. It covers the use of private placements as a source of capital and sales practice abuses that can occur with such securities.

- **Private Securities Transactions**

EL-ELC241 **CFP**[®] | 0.5 CE Credits

This course covers rules and regulations governing the treatment of private securities transactions, and reviews obligations for registered representatives. Scenarios are presented to help registered representatives identify private securities transactions and the appropriate actions to take before engaging in them.

- **Real Estate Investment Trusts (REITs): Regulatory Considerations**

EL-ELC234 **CFP**[®] | 1.0 CE Credit

This course is designed to help you better understand risks, sales practice issues, rules and regulations related to Real Estate Investment Trusts (REITs). It addresses some of the features and benefits of these products, as well as the regulatory implications that apply when selling them.

- **Regulation Best Interest (Reg BI) Compliance for Registered Representatives and Their Supervisors – NEW**

EL-ELC263 **CFP**[®] | 1.0 CE Credit

This course is intended to provide information on the Securities and Exchange Commission's (SEC's) new Regulation Best Interest (Reg BI) to registered representatives (RRs) and their supervisors while closely reviewing the text of the rule. While broker-dealers (BDs) who make securities recommendations to retail customers are required to adopt policies and procedures to comply with Reg BI, there are also direct compliance requirements for RRs, and this course will provide them and their supervisors with information about their respective obligations under the rule.

- **Retail Branch Office Supervision: Compliance With Regulations**

EL-ELC126

Focusing on retail branch offices, this course reviews key supervisory obligations. Participants review topics on the supervision of sales practices and the consequences of failing to adequately supervise.

- **Retail Branch Office Supervision: Understanding Supervisory Responsibilities**

EL-ELC127

This course covers the regulatory and compliance obligations of retail branch office managers and supervisors. Scenarios address hiring practices, monitoring of sales activity and communications, and delegation—and the consequences of not fulfilling supervisory obligations.

- **Retail Supervision: Sales to Senior Investors**

EL-ELC139

This course reviews the supervisory obligations of retail broker-dealers. Participants review scenarios involving suitability analyses and supervisory challenges relating to sales seminars, designations and suitability of products geared toward senior investors.

- **Securities Regulation Fundamentals – NEW**

EL-ELC259 **CFP**[®] | 0.5 CE Credits

This course is designed to increase registered representatives' familiarity with the structure of securities regulation in the U.S. Learning concepts and in-course activities highlight federal securities laws, rules and regulations, and regulators. Scenarios also highlight the distinctions between various investment professionals in the securities industry.

- **Senior Investor Issues: Diminished Decisional Capacity**

EL-ELC158 **CFP**[®] | 1.0 CE Credit

This course consolidates the insights and research of leading academic, medical and legal professionals, psychologists and organizations on the topic of diminished decisional capacity. It provides information that registered representatives may find useful for identifying, working with and responding to senior investors or other customers with potential diminished—or diminishing—decisional capacity.

- **Senior Investor Issues: Financial Exploitation**

EL-ELC247 **CFP**[®] | 0.5 CE Credits

This course reminds registered representatives that fulfilling their regulatory obligations can help to protect senior investors from financial exploitation. Participants are presented with scenarios to help them learn how to detect situations or “red flags” that might indicate a senior client is being financially exploited.

- **Supervision: FINRA Rules 3110, 3120, 3150 and 3170**

EL-ELC236 **CFP**[®] | 1.0 CE Credit

This course demonstrates the key requirements of FINRA's supervision rules, and the specific obligations of firms and associated persons under those rules.

- **Supervision: Obligations for Firms With Institutional Clients**

EL-ELC116

This course covers the regulatory and compliance obligations of supervisors at firms servicing institutional clients. Scenarios highlight responsibilities of supervisors in various business areas, including trading, institutional sales, proprietary trading and investment banking. Participants review the challenges in hiring and supervising staff, delegation and failure to document, and the consequences of failing to perform supervisory duties.

- **Supervision: Obligations When Monitoring Sales and Trading**

EL-ELC202

This course uses case studies adapted from actual disciplinary actions to remind supervisors of their obligations to monitor sales and trading. It helps supervisors better understand the potential consequences of failing to carry out their supervisory responsibilities.

- **Understanding Alternative Mutual Funds**

EL-ELC251 **CFP**[®] | 0.5 CE Credits

This course explains the unique characteristics and associated risks of alternative mutual funds. Participants are presented with scenarios designed to emphasize the complexity of alternative mutual funds and the importance of performing a thorough suitability analysis when recommending these products.

- **Understanding Commodity Futures-Linked Securities**

EL-ELC 181 **CFP**[®] | 0.5 CE Credits

This course explains commodity futures-linked securities and the factors that can affect the performance of these products.

- **Understanding Retail Structured Products**

EL-ELC174 **CFP**[®] | 0.5 CE Credits

This course explains the basics of retail structured products as an investment class. It also describes the features of some of their more common forms and related risks associated with them.

- **Understanding Social Media for Retail Registered Representatives**

EL-ELC217 **CFP**[®] | 0.5 CE Credits

This course helps registered representatives understand the requirements that apply when using social media for business communications with the public. It also shows how regulatory standards apply to the use of social media.

- **Variable Annuities: Regulatory Implications**

EL-ELC232 **CFP**[®] | 0.5 CE Credits

This course is designed to help you better understand risks, sales practice issues, rules and regulations related to variable annuities. It addresses some of the features and benefits of these products as well as the regulatory implications that apply when selling them.

- **Variable Annuities: Suitability and Disclosure for New Purchases**

EL-ELC113 **CFP**[®] | 2.0 CE Credits

This course explains variable annuities and the unique suitability factors that must be considered before recommending this complex investment product. Scenarios lead participants through suitability determinations based on a customer's financial situation and investment objectives.

- **Variable Annuities: Suitability Determinations for Exchanges**

EL-ELC255 **CFP**[®] | 0.5 CE Credits

This course is designed to help registered representatives understand their suitability obligations when recommending variable annuity exchanges to their clients. Scenarios emphasize suitability determinations, disclosure and the consequences of making unsuitable exchange recommendations.

FINRA's anti-money laundering (AML) e-learning courses cover concepts and strategies for detecting and preventing money-laundering activity. Each course presents unique scenarios that illustrate typical money-laundering situations.

AML – Independents Series

- **AML – Independents: More Key Issues**

EL-ELC221 **CFP**® | 0.5 CE Credits

The scenarios in this course aim to help independent registered representatives identify unusual activity in customer accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Independents: Understanding Your Compliance Obligations**

EL-ELC206 **CFP**® | 0.5 CE Credits

In this course, scenarios highlight risks independent firms and registered representatives face when handling unusual account activity and expediting the account-opening process.

AML – Institutional Series

- **AML – Institutional: Customer Identification Procedures**

EL-ELC152

Scenarios illustrate the customer identification process and address typical situations involving institutional customers.

- **AML – Institutional: Escalating Concerns of Unusual Activity and Responsibilities for Due Diligence**

EL-ELC176

Scenarios demonstrate the need to obtain proper customer identification for institutional accounts and emphasize the importance of due diligence.

- **AML – Institutional: Exploring New Risks**

EL-ELC135

Scenarios cover situations involving a suspect sub-account, including account opening and subsequent trading and funding activity, and due diligence with a high-risk client.

- **AML – Institutional: Identification and Reporting Issues**

EL-ELC121

Scenarios cover trading activity inconsistent with investment objectives, extra due diligence requirements for an acquisition and new account opening with a politically exposed person.

- **AML – Institutional: More Key Issues**

EL-ELC222

The scenarios in this course aim to help institutional registered representatives identify unusual activity in client accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Institutional: Recognizing Red Flags**

[EL-ELC144](#)

Scenarios illustrate the customer identification process and address typical situations involving institutional customers.

- **AML – Institutional: Understanding Your Compliance Obligations**

[EL-ELC207](#)

In this course, scenarios highlight risks institutional firms and registered representatives face when handling unusual account activity and expediting the account-opening process.

- **AML – Institutional: Understanding Your Role – Vol. 1**

[EL-ELC230](#)

In this course, scenarios help institutional registered representatives identify unusual activity in customer accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Institutional: Your Role in Detecting and Deterring Money-Laundering Activity**

[EL-ELC192](#)

Activities in this course demonstrate why prompt escalation of suspicious activities is essential. Your firm does not need to confirm that a crime has been committed before it files a report, and you do not need evidence that a transaction involves illegal activity before you escalate the situation.

AML – Operations Series

- **AML – Operations: Customer Identification Procedures**

[EL-ELC153](#)

Scenarios focus on the responsibility of all employees to escalate suspicious activity and possible red flags, and illustrate the value of account monitoring by operations staff.

- **AML – Operations: Escalating Concerns of Unusual Activity and Responsibilities for Due Diligence**

[EL-ELC177](#)

Scenarios demonstrate how an operations professional can recognize methods money launderers may use and when to escalate concerns related to unusual account activity.

- **AML – Operations: More Key Issues**

[EL-ELC224](#)

The scenarios in this course aim to help operations professionals identify unusual activity in customer accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Operations: Recognizing Red Flags**

[EL-ELC150](#)

Scenarios illustrate the customer identification process and address typical situations involving retail customers.

- **AML – Operations: Understanding Your Role – Vol. 1**

EL-ELC245

In this course, operations professionals work through scenarios illustrating the importance of staying alert and reporting suspicious activity, including predicate offenses to money laundering such as identity theft and market manipulation.

- **AML – Operations: Your Role in Detecting and Deterring Money-Laundering Activity**

EL-ELC193

Scenarios demonstrate the role of operations professionals in detecting and reporting suspicious activity. Firms are required to report a broad range of suspicious activities even if they do not have actual knowledge that a transaction involves criminal activity.

- **AML – Operations Staff: Understanding Your Compliance Obligations**

EL-ELC208

In this course, scenarios highlight risks operations staff face when handling unusual account activity and expediting the account-opening process.

AML – Retail Series

- **AML – Bank-Affiliated Broker-Dealers: Understanding Your Role – Vol. 1**

EL-ELC233 **CFP**® | 0.5 CE Credits

In this course, scenarios help registered representatives at bank-affiliated broker-dealers identify unusual activity in customer accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Broker-Dealers Conducting Business With Foreign Customers: Understanding Your Role – Vol. 1**

EL-ELC235 **CFP**® | 0.5 CE Credits

In this course, scenarios help registered representatives who conduct business with foreign customers identify unusual activity in their accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Retail: Customer Due Diligence**

EL-ELC120 **CFP**® | 1.0 CE Credit

Scenarios review the importance of “knowing your customer,” with situations involving a newly referred client and a new account for the real estate LLC of along-term client.

- **AML – Retail: Customer Identification Procedures**

EL-ELC154 **CFP**® | 1.0 CE Credit

This course illustrates the customer identification process and addresses typical situations involving retail customers.

- **AML – Retail: More Key Issues**

EL-ELC220 **CFP**[®] | 0.5 CE Credits

The scenarios in this course aim to help registered representatives identify unusual activity in customer accounts that could indicate potential money laundering, and identify what steps to take when such suspicion arises.

- **AML – Retail: Understanding Your Compliance Obligations**

EL-ELC205 **CFP**[®] | 0.5 CE Credits

In this course, scenarios highlight risks retail firms and registered representatives face when handling unusual account activity and expediting the account-opening process.

- **AML – Retail: Understanding Your Role – Vol. 3**

EL-ELC243 **CFP**[®] | 0.5 CE Credits

In this course, registered representatives work through scenarios illustrating the importance of staying alert and reporting suspicious activity, including predicate offenses to money laundering such as identity theft, insider trading and market manipulation.

- **AML – Retail: Understanding Your Role – Vol. 4**

EL-ELC250 **CFP**[®] | 0.5 CE Credits

The scenarios in this course highlight suspicious activity a registered representative may encounter when working with customers, and also demonstrate how to detect and promptly report suspicious activity in customer accounts.

- **AML – Retail: Your Role in Detecting and Deterring Money-Laundering Activity**

EL-ELC191 **CFP**[®] | 1.0 CE Credit

Scenarios demonstrate the need to detect and report suspicious activity. Firms are required to report a broad range of suspicious activities even if they do not have actual knowledge that a transaction involves criminal activity.

AML – Supervisors Series

- **AML – Supervisors: Understanding Your Role**

EL-ELC240 **CFP**[®] | 0.5 CE Credits

In this course, supervisors are presented with scenarios that help demonstrate the critical role they play in recognizing, monitoring and escalating situations that may indicate money-laundering activity.

- **AML – Supervisors: Understanding Your Role – Vol. 2**

EL-ELC253

This course presents supervisors with scenarios that highlight suspicious activity registered representatives may encounter when working with customers, and also demonstrates how supervisors can detect and promptly report suspicious activity in customer accounts.

AML – Wholesaler Series

- **AML – Wholesalers: Understanding Your Compliance Obligations**

[EL-ELC209](#)

In this course, scenarios highlight risks wholesale firms and registered representatives face when handling unusual account activity and expediting the account-opening process.

- **AML – Wholesalers: Your Role in Detecting and Deterring Money- Laundering Activity**

[EL-ELC194](#)

Brief scenarios demonstrate the need to detect and report suspicious activity. If you see something, say something—even if you don't work directly with individual customers. Firms are required to report a broad range of suspicious activities even if they do not have actual knowledge that a transaction involves criminal activity.

AML – Compliance Series

- **AML – Compliance: Suspicious Activity Surveillance – Part 1**

[EL-ELC195](#)

This course is the first course in a two-part anti-money laundering series for compliance staff. The activities in this course aim to help compliance professionals identify the types of red flags that could trigger a SAR filing, and illustrate ways to examine and respond to red flags.

- **AML – Compliance: Suspicious Activity Surveillance – Part 2**

[EL-ELC196](#)

This course is the second in a two-part anti-money laundering series for compliance staff. The case studies in this course demonstrate monitoring techniques to prepare broker-dealer compliance staff to identify, investigate and report suspicious activity in customer accounts. It also includes practice on how to write an effective SAR narrative.

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