“Where Exceptional Advisors turn for Ivy League-quality education with practical application.”
For over 35 years, Investments & Wealth Institute has been the leading certifying body and membership organization for advanced financial service professionals. Our CIMA®, CPWA®, and RMA® certification programs educate advisors and ensure they have the knowledge to competently provide investment, wealth management, and retirement solutions to high-net-worth clients and institutions.
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The Investments & Wealth Institute is a non-profit professional association, advanced education provider, and certification board.

Our mission is to deliver premier investment consulting and wealth management credentials: Certified Investment Management Analyst® (CIMA®), Certified Private Wealth Advisor® (CPWA®), Retirement Management Advisor® (RMA®), and world-class education.

Our Purpose
1. Improve the professionalism of its certificants and members through education and certification programs.
2. Develop and encourage the practice of high standards of professional conduct.
3. Promote and protect the interests of the profession and the public it serves.
4. Broaden public understanding of investment consulting and wealth management.
Todd Wagenberg, CIMA®, Chair, Board of Directors, Managing Partner, Integrated Fiduciary Advisory Services

Scott Welch, CIMA®, TIWI Board Officer & IWI Board of Directors Chief Investment Officer, Model Portfolios, Wisdom Tree Asset Management, Inc.

Elizabeth “Libet” Anderson, CIMA®, President ProEquities, Inc. and Institute Board of Directors.

Noel Pacarro-Brown, First Vice President, Conscious Wealth Management Group, Morgan Stanley and Institute Board of Directors.

Brian Konish, CFP®, CPWA®, Managing Director Investments, Wells FargoAdvisors and IWI Board of Directors.

Dorothy Bossung, CIMA®, CPWA®, RMA®, CFP® EVP, Lowery Asset Consulting, Vice Chair Institute Board of Directors.

Christine Gaze, CIMA®, Founder & Partner, Purpose Consulting Group and Institute Board of Directors.

Chris Bidwell, CIMA®, RMA®, CIMC®, Financial Advisor at Morgan Stanley and Institute Board of Directors.

Lauris S. Lambergs, CIMA®, CHSA®, Co-Founder Renaissance Wealth Advisors, LLC and IWI Board of Directors.

Desiree Maldonado, CIMA®, CPWA®, CFP® Popular Securities, LLC and Institute Board of Directors.
**VOLUNTEER BOARD OF DIRECTORS**

Brian Ullsperger, CIMA®, AIF®, AAMS®, CMFC®, Andersen Investment Advisory Services and Institute Board of Directors.

Kelly Walsh, CIMA®, Director, Global Wealth Consulting and Capital Markets at CGI and Institute Board of Directors.

Kevin Sánchez, CIMA®, CPWA®, CFP®, UBS Institutional Consulting, Past-Chair, Institute Board of Directors.

The Exceptional Advisor® Model
DEMOGRAPHICS

AVERAGE AUM
$364 M

ASSETS UNDER MANAGEMENT
$2.477 TRILLION

CIMA
8,606

CPWA
2,558

RMA
247

MEMBERS
15,000+

CURRENT CERTIFICANTS

MEMBERS
15,000+

DEMOGRAPHICS

Years of Experience

<table>
<thead>
<tr>
<th>&lt; 5</th>
<th>5-9</th>
<th>10-14</th>
<th>15-19</th>
<th>20+</th>
</tr>
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<tbody>
<tr>
<td>7.1%</td>
<td>9.4%</td>
<td>13.9%</td>
<td>13.2%</td>
<td>56.5%</td>
</tr>
</tbody>
</table>

Fee/Commission Mix

- Commission Only: 3%
- Fee-based (51-90% Fees): 8%
- Fee-only (>90% Fees): 43%
- 0% 10% 20% 30% 40% 50%

Fee-only (>90% Fees)

- 9.5% Millennial <36
- 35.5% Gen-X 36-51
- 52.1% Baby Boomers 52-70
- 2.9% Silent Generation >71

EARN MORE

- Hold more leadership roles within their firms
- Gain confidence
- Demonstrate specialized knowledge

MANAGE MORE AUM

- Oversee a greater percentage of client wallet share

OVERSEE A GREATER PERCENTAGE OF CLIENT WALLET SHARE

- Earn more
- Manage more AUM

 communicates
Institute members manage more assets for affluent clients than the average advisor.

- **25%** of Institute members work in practices with $500M+ AUM
- **43%** of Institute members have institutional clients.
- **75%** of Institute members’ clients have a net worth between $500K and $10M.
New for 2022! Build Your Own Partner Program

To better serve the needs of our Partners, all our programs will now be customized. Choose which rights and benefits are the most important to you and when your investment reaches the thresholds below, you will receive incremental rights and benefits and significant branding as a Platinum, Gold, Bronze, or Corporate Partner.

**Note:** 5% of all Partner fees will be contributed to the IWI Scholarship Fund.

<table>
<thead>
<tr>
<th>Platinum</th>
<th>Gold</th>
<th>Bronze</th>
</tr>
</thead>
<tbody>
<tr>
<td>Invest $100,000 and receive additional benefits including:</td>
<td>Invest $75,000 and receive additional benefits including:</td>
<td>Invest $50,000 and receive additional benefits including:</td>
</tr>
<tr>
<td>• Recognition of Platinum status on Institute Home Page.</td>
<td>• Recognition of Gold status on Institute Home Page.</td>
<td>• Recognition of Bronze status on partner website page.</td>
</tr>
<tr>
<td>• Color logo and links in select e-newsletter templates.</td>
<td>• Color logo and links in select e-newsletter templates.</td>
<td>• Logo with Bronze recognition on conference app and on-site materials.</td>
</tr>
<tr>
<td>• Custom attendee messages in conference app.</td>
<td>• Logo with Gold recognition on signage at events.</td>
<td>• Priority Selection of booth or tabletop before exhibitors.</td>
</tr>
<tr>
<td>• Logo with Platinum recognition on signage at events.</td>
<td>• 2x use of attendee lists (both pre- and post event).</td>
<td>• 1x use of attendee lists (both pre-and post event).</td>
</tr>
<tr>
<td>• 2x use of attendee lists (both pre- and post event).</td>
<td>• Verbal recognition as Gold partner at in-person and virtual events.</td>
<td></td>
</tr>
<tr>
<td>• Verbal recognition as Platinum partner at in-person and virtual events.</td>
<td>• Thank you ad in <em>Investments &amp; Wealth Monitor</em>.</td>
<td></td>
</tr>
<tr>
<td>• Thank you ad in <em>Investments &amp; Wealth Monitor</em>.</td>
<td>• Priority selection for booth location and other branding opportunities.</td>
<td></td>
</tr>
<tr>
<td>• Priority selection for booth location and other branding opportunities.</td>
<td>• Participation in VIP events.</td>
<td></td>
</tr>
<tr>
<td>• Participation in VIP events.</td>
<td></td>
<td></td>
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</tbody>
</table>

Invest $20,000 and be recognized as a Corporate Partner. This includes being listed on our Corporate Partner page and being able to use our corporate partner logo to show your support of the Institute (for approved uses only).
SPONSORSHIP PRICING

2021 EVENTS

Investment Advisor Forum December 7-8, 2021 (Virtual)
Virtual Sponsor.................. $20,000
Virtual Exhibitor................. $15,000
Virtual Exhibit + EdTalk........ $18,000

2022 EVENTS

Investments & Wealth Forum January 31-February 1, 2022
Diplomat Beach Resort, Hollywood, Florida
Exhibitor........................... $15,000
Sponsor.............................. $20,000

ACE Academy May 15-18, 2022 Nashville Music City
Center, Nashville, Tennessee
ACE Academy Nashville Exhibitor.......................... $15,000
ACE Academy Nashville Exhibit + EdTalk................ $20,000
ACE Academy Nashville Sponsor.......................... $30,000

Investments & Wealth Forum Canada, October 3, 2022,
Omni King Edward Hotel, Toronto, Ontario
Sponsor...............................US$15,000
Table Host..........................US$3,000 (includes 10 registrations)

Investments & Wealth Forum, December 1-2, 2022,
Marriott Marquis, New York, NY
Exhibitor............................. $15,000
Sponsor.............................. $20,000

KNOWLEDGE CENTERS

Annual Sponsorship RIA Center for Excellence............... $50,000
Annual Sponsorship Investment Consulting Center......... $50,000
Annual Sponsorship Private Wealth Advice Center........... $50,000
Annual Sponsorship Retirement Advice Center.............. $50,000
Annual Sponsorship Advanced Financial Planning Center.. $50,000
Annual Sponsorship THRIVE Center for DEI................ $50,000

Knowledge Center sponsors include one conference and one webinar. Content only Knowledge Centers Sponsorships available for $20,000.

WOMEN IN WEALTH

Annual Sponsor..........................$30,000
Associate Sponsor.......................$10,000

DIVERSITY ELEVATES

Annual Sponsor..........................$30,000
Associate Sponsor.......................$10,000

WEBINARS

Sponsored Webinar..........................$15,000
Sponsored Webinar + Podcast + Blog.....................$18,000
3-Part Webinar Series..........................$40,000

PODCASTS

Individual Podcast Spon....................... $2,000
3-Part Podcast Series.......................... $5,000

RESEARCH

Institute will publish and distribute your supplied research in an issue of
Investments & Wealth Research......................... $50,000
Institute will design questionnaire and field survey to our members, tabulate results and distribute and publish in
Investments & Wealth Research......................... $150,000+

SCHOLARSHIP SPONSOR

Your firm may provide an educational grant to support scholarships to your employees, or a specific group of advisors (e.g., women/NexGen) for any Institute CIMA®, CPWA®, or RMA® program .................. $25,000+

Note: See Publications Rate Card on Page 17

All merit-based speaking opportunities must be approved by Investments & Wealth Institute.
Save the Date
ACE Academy May 15-18, 2022
Nashville Music City Center
CONFERENCES

INVESTMENT ADVISOR FORUM 2021

December 7-8, 2021 (Virtual)

This is the industry’s premier portfolio management forum. Individuals will master advanced portfolio management techniques from industry heavy weights, political experts and practitioners. Investment advisors and wealth managers are drawn to this long-standing marquee event.

Estimated attendance: 500+

INVESTMENTS & WEALTH FORUM– FOCUS ON RETIREMENT

January 31 to February 1, 2022

Diplomat Resort & Spa, Hollywood, Florida

Featuring practitioner-oriented sessions across the broad spectrum of retirement management topics, this forum is specifically designed for those advisors engaged in holistic retirement planning. Topics include a mix of investment strategies, wealth management, retirement income, and risk management.

Estimated Attendance: 350+

ACE ACADEMY NASHVILLE

May 15-18, 2022
The Music City Center, Nashville, Tennessee

Annual Conference Experience is the largest association gathering of investment and private wealth advisors in the industry. Sessions feature leading industry strategists, academic thought leaders, and existing or future Nobel laureates. Our exhibit hall prominently features trend-setting products and services from supporting firms.

Estimated attendance: 1,000+

INVESTMENTS & WEALTH FORUM CANADA

October 3, 2022
Omni King Hotel, Toronto, Ontario

Featuring academic and practitioner-oriented sessions across the broad spectrum of topics, this forum is specifically designed for the Canadian community of advanced practitioners engaged in holistic retirement planning, investment strategies, wealth management, retirement income, risk management, and behavioral finance.

Estimated attendance: 100+

INVESTMENTS & WEALTH FORUM

December 1-2, 2022
Marriott Marquis, New York, NY

This is the industry’s premier portfolio management forum. Individuals will master advanced portfolio management techniques from industry heavy weights, political experts and practitioners. Investment advisors and wealth managers are drawn to this long-standing marquee event.

Estimated attendance: 500+
Knowledge Centers are designed to provide financial advisors, wealth advisors, investment consultants, financial planners, and industry leaders with high-quality research, best practices, and information. Each Knowledge Center provides curated content around a specific body of knowledge, in order to connect advisors with educational offerings, and to provide a space to build community and engage with other professionals.

Knowledge Centers:
- Investment Consulting Center (CIMA®)
- Private Wealth Center (CPWA®)
- Retirement Advice Center (RMA®)
- Advanced Financial Planning Center
- Thrive Center for Diversity, Equity & Inclusion
- Center for RIA Excellence

Resources:
- White Papers
- Videos
- Articles & Links
- Podcasts
- Micro-Learning
- Discussions
- Community Shared Resources
- Sponsored Shared Resources

Learn more at www.investmentsandwealth.org/knowledge-centers-overview
Network Receptions
- Investments & Wealth Forum, January 2022, Hollywood, FL
- Investments & Wealth Forum, May 2022, Nashville, TN
- Investments & Wealth Forum, November 2022, New York City
- Plus Two Dedicated Webinars in 2022

Annual Sponsorship
- Recognition and Registrations for all in-person events.
- Recognition in e-newsletters, publications and marketing of events.
- Sponsor recognition on website and at events.
- One panelist at one of the web seminars.
- Hosted table for up to 10 advisors.

Associate Sponsorship
Hosted table for up to 10 advisors at each in-person event. Recognition at events.
Meaningful change within an industry or a profession cannot be achieved by acting alone. There are many organizations and companies within financial services that have developed exceptional diversity and inclusion initiatives, and the Thrive Coalition aims to connect with these initiatives through alliances and a shared resource center so that the industry and its ambassadors are aligned in its collective effort to foster a more diverse and sustainable workforce within the financial advisor profession.

**THRIVE Council of Ambassadors Co-Chairs**

Garry Bridgeman, CIMA®, Past-Chair, Investments & Wealth Institute, Board of Directors

Kevin Sánchez, CIMA®, CPWA®, CFP®
UBS Institutional Consulting, Past-Chair, Institute Board of Directors

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**Annual Partner Support**

- Recognition in THRIVE Center for Diversity, Equity & Inclusion.
- Panelist on Diversity Elevates Web Seminar (Date TBD).
- Complimentary registrations to Diversity Elevates Webinars.
- Participation in Scholarship Fund to support educational programs targeted to underrepresented professionals.
- Participation on THRIVE Council of Ambassadors.

**Associate Partner Support**

- Recognition in THRIVE Center for Diversity, Equity & Inclusion.
- Complimentary registrations to Diversity Elevates Web Seminar.
- Participation in Scholarship Fund.
- Participation on THRIVE Council of Ambassadors.
WEBINARS

Create engagement with advanced advisors and align your brand with timely and relevant content. The Institute provides all the resources needed to deliver quality content, turn-key marketing, and approval and delivery of continuing education (CE) to participants. Position your firm as an industry thought leader on your own topic, or a variety of suggested topics including: Tax Planning, Portfolio Construction with ETFs, Portfolio Hedging, Global Macroeconomic Outlook, Delivering Wealth Management to Families, Behavioral Finance, Procedural Prudence, Discovery Conversations with Clients, Role of Structured Products in a Portfolio, Private Equity Landscape, Liquid Alternatives, and more. Use your subject matter experts, or let us help provide one.

<table>
<thead>
<tr>
<th>Agreement Deadline</th>
<th>Webinar Date</th>
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<tbody>
<tr>
<td>November 18, 2021</td>
<td>January 13, 2022</td>
</tr>
<tr>
<td>December 16, 2021</td>
<td>February 10, 2022</td>
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<td>February 17, 2022</td>
<td>April 14, 2022</td>
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<tr>
<td>March 17, 2022</td>
<td>May 12, 2022</td>
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<td>April 14, 2022</td>
<td>June 9, 2022</td>
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<td>May 19, 2022</td>
<td>July 14, 2022</td>
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<td>June 16, 2022</td>
<td>August 11, 2022</td>
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<tr>
<td>July 21, 2022</td>
<td>September 15, 2022</td>
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<tr>
<td>August 18, 2022</td>
<td>October 13, 2022</td>
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<tr>
<td>September 15, 2022</td>
<td>November 10, 2022</td>
</tr>
<tr>
<td>October 20, 2022</td>
<td>December 15, 2022</td>
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</tbody>
</table>

- Each Webinar is 60 minutes (50-min. presentation with 10 min. Q & A). One hour of CE credit available to participants for no cost. Registration is free.
- Institute will handle all CE reporting (pending CE approval).
- Approximately 200-400 advanced practitioners register for each webinar.
- Institute handles all promotion, marketing, and registration activities.
- Institute will provide you creative assets for you to send to your clients and prospects.
- Webinars may be archived on our learning management system for 12 months.
PODCASTS

Institute podcasts are available through major outlets like iTunes and Spotify as well as on the Institute’s web site. Sponsored interviews are available for $2,000 each or $5,000 for a 3-part series.

Podcast Available On:

- Apple Podcasts
- Soundcloud
- Spotify
**Investments & Wealth Monitor**

Published bimonthly (six issues per year) “Monitor” ranks among the most valued benefits for Institute members.

Each issue reaches our entire member base of elite investment and wealth management professionals. *Investments & Wealth Monitor* offers your one of the best ad-to-editorial ratios in the industry, as well as an uncompromised, 100% peer-reviewed, editorial environment.

<table>
<thead>
<tr>
<th>2022 EDITORIAL CALENDAR</th>
<th>RESERVATIONS DUE</th>
<th>MATERIALS DUE</th>
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<tbody>
<tr>
<td>Investment Management (January/February)</td>
<td>November 2, 2021</td>
<td>December 1, 2021</td>
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<tr>
<td>Demographics (March/April)</td>
<td>January 3, 2022</td>
<td>February 1, 2022</td>
</tr>
<tr>
<td>Sustainability Investing (May/June)</td>
<td>March 1, 2022</td>
<td>April 1, 2022</td>
</tr>
<tr>
<td>Role and Use of Alternatives (July/August)</td>
<td>May 2, 2022</td>
<td>June 1, 2022</td>
</tr>
<tr>
<td>Private Wealth (September/October)</td>
<td>July 1, 2022</td>
<td>August 2, 2022</td>
</tr>
<tr>
<td>Longevity Risk (November/December)</td>
<td>September 1, 2022</td>
<td>October 1, 2022</td>
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**PRINT EDITION: FULL-PAGE, FOUR COLOR RATES (NET)**

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<tr>
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<th>FREQUENCY: 1-5X</th>
<th>FREQUENCY: 6X+</th>
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<tbody>
<tr>
<td>Standard Page (Inside)</td>
<td>$3,500</td>
<td>$3,150</td>
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<tr>
<td>Table of Contents (TOC)</td>
<td>$3,850</td>
<td>$3,465</td>
</tr>
<tr>
<td>Cover 2 (Inside Front Cover)</td>
<td>$5,625</td>
<td>$5,062</td>
</tr>
<tr>
<td>Cover 3 (Inside Back Cover)</td>
<td>$5,625</td>
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</tr>
<tr>
<td>Cover 4 (Back Cover)</td>
<td>$6,625</td>
<td>$5,962</td>
</tr>
</tbody>
</table>

**Note:** All rates are net. Covers and premium positions are non-cancellable.

Note: The Institute does not endorse any products or services advertised in *Investments & Wealth Monitor*. Advertisements must be used only for the purpose of promoting the advertiser’s products or services and are not to be used for recruiting. We reserves the right to approve or reject any advertisement.
**PUBLICATIONS**

### Investments & Wealth Research
Published up to 6 times per year as a section within *Investments & Wealth Monitor*, *Investments & Wealth Research* provides custom research describing demographic and best practice information about Institute members and how they deliver investment consulting and wealth management services. As an exclusive member benefit, *Investments & Wealth Research* is distributed to the Institute’s membership. Our research is published in partnership with leading industry research firms like, Cerulli Associates and AbsoluteEngagement.

### Retirement Management Journal
This peer-reviewed annual publication is provided as a member benefit and designed to promote research and innovative thinking and devoted exclusively to the world of retirement-income planning and management. Articles are written by the leading authorities on a variety of subjects such as Social Security and behavioral finance. Expert content is also provided from some of the leading firms in the industry. The publication’s content supports the Retirement Management Advisor® (RMA®) curriculum and retirement-management and income-planning bodies of knowledge in general. Rates and specs are the same as *Investments & Wealth Monitor*.

### GENERAL REQUIREMENTS:
- Only full-page ads accepted
- Trim Size: 8.375 x 10.875”
- Binding Method: Perfect
- Printing Process: CMYK

### BLEED AD SIZES:
- Trim size: 8.375 x 10.875”
- Bleed size: 8.625 x 11.125”
- Live area:
  - 7.875 x 10.375” (outside back cover)
  - 7.375 x 10.375” (inside covers)

### NON-BLEED AD SIZES:
- Trim size: 8.375 x 10.875”

### INSTRUCTIONS:
Send materials to:
Debbie Nochlin,
Managing Editor
Investments & Wealth Institute
5619 DTC Parkway, Suite 500
Greenwood Village, CO 80111
dnochlin@i-w.org
E-mail Submission Preferred

### PRODUCTION PERSONNEL
Debbie Nochlin
+1 303-898-6152
dnochlin@i-w.org
CERTIFICATIONS AT-A-GLANCE
The Institute’s certifications stand out for their combination of sophisticated technical knowledge and practical application. What unites all of the Institute’s educational offerings is our emphasis on quality and our competency matrix which outlines all of the knowledge domains and core topic areas required to be an Exceptional Advisor.

• CIMA certification is an advanced professional certification for financial advisors and investment consultants that provides sophisticated investment knowledge, along with the practical tools to meet the real-world needs of individual and institutional investors.

• CPWA certification is an advanced professional certification for advisors who provide the breadth of specialized skills required to meet the needs of sophisticated high-net-worth clients.

• RMA certification is an advanced certificate program and pathway to certification that focuses on building custom retirement income plans to mitigate clients’ risks and to master the retirement planning advisor process, all within an increasingly regulatory environment.

INVESTMENT ADVICE
Specialized knowledge in manager search & selection, portfolio construction

RMA®
CERTIFIED PRIVATE WEALTH ADVISOR®
Specialized knowledge to meet the needs of HNW individuals/families

WEALTH ADVICE
Specialized knowledge focused on mastering the retirement planning advisory process.

CIMA®
CERTIFIED INVESTMENT MANAGEMENT ANALYST®
Specialized knowledge in manager search & selection, portfolio construction

RETIREMENT ADVICE

## CERTIFICATIONS

**CIMA® CERTIFIED INVESTMENT MANAGEMENT ANALYST®**

<table>
<thead>
<tr>
<th>Registered Education Provider</th>
<th>Contact Information</th>
<th>Cost Includes</th>
<th>Format</th>
<th>Length</th>
<th>Location</th>
<th>Websites</th>
</tr>
</thead>
</table>
| **Yale SCHOOL OF MANAGEMENT** | **Jim Dobbs,** CIMA®, CPWA®, CFP® Program Director  
Toby Moskowitz, PhD. Faculty Advisor Online Education Program | 40-hour Education Course and Test-Prep materials | 100% online | Candidates study at their own pace and have access for up to one year | Online | YALE |
| **University of Pennsylvania** | **Anastasia Voutsinas** Director Client Relations  
+1 215-898-1776 (Worldwide)  
+1 800-255-3932 (U.S. or Canada) | Accommodations and Meals | In-Person (ip)  
Virtual (v)  
Hybrid (h) | 4.5 days in-person | In-person education at the Wharton campus in Philadelphia, PA | WHARTON |
| **The University of Chicago Booth School of Business** | **Rebecca Meyer** Associate Director  
+1 312-423-8037  
Executive Education  
+1 312-464-8732 Main Phone | 2-day in-person Workshop (does not include accommodations) | 10% in-person | 3.5 months  
2 days in-person | In-person workshop at the Chicago Booth School of Business, Gleacher Center, Chicago, IL | BOOTH |

- Executive Education Cost:  
  - *$4,500  
  - *$6,850 (ip/h)  
  - *$4,850 (v)  
  - *$4,950  
- Test Prep:  
  - Included  
  - +$795 Wiley Test Prep  
  - Included  

*Prices subject to change in 2022*
## CPWA® CERTIFIED PRIVATE WEALTH ADVISOR®

| Registered Education Provider | Yale SCHOOL OF MANAGEMENT  
Executive Education | CHICAGO BOOTH  
The University of Chicago Booth School of Business | INVESTMENTS & WEALTH INSTITUTE® |
|-------------------------------|---------------------------------|---------------------------------|--------------------------------|
| **Executive Education Cost** | **CPWA Accelerator Pack**  
*+$495 | **CPWA Accelerator Pack**  
*(Included a $495 Value)* |
| **Cost Includes** | **Application Fee & Background Check**  
**Tuition and materials for online education program including online readings, videos and quizzes**  
The fee for one exam attempt is included with the initial CPWA program fee | **Application Fee & Background Check**  
**Tuition and materials for online education program including online readings, videos and quizzes**  
The fee for one exam attempt is included with the initial CPWA program fee | **Application Fee & Background Check**  
**Tuition and materials for online education program including online readings, videos and quizzes**  
The fee for one exam attempt is included with the initial CPWA program fee |
| **Format** | 100% virtual | 90% self-study  
10% in-person | 90% self-study  
10% in-person |
| **Length** | Candidates study at their own pace and have access for up to one year | 6 months self-study  
4.5 days in-person | 3 months self-study  
2.5 days in-person |
| **Location** | Online | In-person workshop at the Chicago School of Business, Gleacher Center, Chicago, IL | In-person education at Institute selected conference centers |
| **Websites** | YALE | WHARTON | BOOTH |

*Prices subject to change in 2022*
## CERTIFICATIONS

<table>
<thead>
<tr>
<th>Registered Education Provider</th>
<th></th>
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</thead>
<tbody>
<tr>
<td><strong>Steps</strong></td>
<td></td>
</tr>
<tr>
<td>Step 1</td>
<td>RMA Online Course</td>
</tr>
<tr>
<td>Step 2</td>
<td>RMA Online Course</td>
</tr>
<tr>
<td>Step 3</td>
<td>Exam</td>
</tr>
<tr>
<td><strong>Executive Education Cost</strong></td>
<td>$2,495</td>
</tr>
<tr>
<td><strong>Cost Includes</strong></td>
<td>Online course, printed textbook, education capstone, and first examination. Up to 40 hours of CE credit towards CIMA®, CPWA®, and CFP® certifications.</td>
</tr>
<tr>
<td><strong>Format</strong></td>
<td>Online</td>
</tr>
<tr>
<td><strong>Length</strong></td>
<td>25 hours of self-study</td>
</tr>
<tr>
<td><strong>Location</strong></td>
<td>Online</td>
</tr>
<tr>
<td><strong>Websites</strong></td>
<td></td>
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</tbody>
</table>

Private group classes are available through our registered education providers for CIMA and CPWA certifications and through the Institute for CPWA and RMA certifications at either a conference center, or your own training facilities. Please contact your Institute representative to learn more.
Online Certificate Programs

Exceptional Advisors are life-long learners who have asked the Institute for convenient online certificate programs to help them advance their knowledge while earning Continuing Education credits. Whether you are looking to brush up on a specific subject, or venture in to a new area to expand your client service, we have several assessment-based programs for you. Here are our most popular programs.

**PRIVATE WEALTH ESSENTIALS**
Is an introduction to working with private wealth clients. This 10-12-hour course focuses on the specific needs of high-net-worth clients through seven modules covering the following core topic areas: Private Wealth Management Basics, Tax Strategies, Portfolio Management, Asset Protection & Risk Management, Charitable Giving, Estate Planning, and Client Profile Review.

*Instructors include PJ Marinelli, President, RiverGlades Family Offices, Tim Steffen, Director of Advanced Planning, Baird Private Wealth Management, David Wolf, Elizabeth Morgan, JD, Owner, Elizabeth Morgan & Associates, Tricia Hollander Henning, Senior Vice President/Partner, The Hollander Group, Hilliard Lyons, Dierdre Waltz, Director, Wealth Planning Strategist, UBS Financial Services, Inc., and Devin Ekberg, CFA, CIMA®, CPWA®, Chief Learning Officer, Investments & Wealth Institute.*

**REGISTRATION**
$895 Per Student
Up to 14.5 CE Hours

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**APPLIED BEHAVIORAL FINANCE**
Designed to address how advisors can help investors avoid being tripped up by their behavior when making common financial decisions. With 20 hours of CE, content is delivered by leading behavioral finance experts including: Meir Statman, Dan Ariely, Andrew Lo, Toby Moskowitz, and Courtney Pullen. Topic highlights include: Why Behavioral Finance? Principles, Investing, and Communicating with Clients.

**REGISTRATION**
$895 Per Student
20 CE Hours

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**ESSENTIALS OF INVESTMENT CONSULTING**
Designed for advisors and their teams to learn core topics related to the investment consulting process. Comprised of two courses (10 total modules), the Investment Consulting Process and Math for Investment Consultants, the program covers fundamental concepts and applications, including portfolio construction, investment types, manager selection, performance measurement, investment policies, and math for managing money for portfolio growth.

**REGISTRATION**
$895 Per Student
15 CE Hours
## ENDOWMENTS AND FOUNDATIONS CONSULTING


**REGISTRATION**  
$895 Per Student  
13 CE Hours

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## THE EXCEPTIONAL ADVISOR®

Communicate Your Value & Build Client Engagement. Participants will learn how to communicate the value of their credentials, expertise, and ethics to their clients. The program will help advisors develop communication and action plans to better understand what clients consider important, provide meaningful guidance, demonstrate advanced knowledge through credentials, and highlight their commitment to ethics.

**REGISTRATION**  
$195 Per Student  
5 Hours of CE  
including 1 hour of Ethics CE

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## INVESTMENT MANAGEMENT ESSENTIALS

Investment Management Essentials is an online course that puts you in the shoes of an investment management professional working with individual or institutional clients. Though you may or may not ultimately fill that position, you can have easier conversations with industry peers, prospects, and clients by elevating your investment knowledge beyond the basics.

**REGISTRATION**  
$895 Per Student  
15.5 Hours of CE

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Certificate Program Group Rates starting with 10 registrations.  
Private Groups starting with 25 registrations.

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**COMING SOON**

- New Program: Private Investment for Advisors.
To Learn more about Investments & Wealth Institute and our certifications, events and education programs, visit us at: www.investmentsandwealth.org

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