

SECURITIES INDUSTRY INSTITUTE[®]

EXCELLENCE IN LEADERSHIP DEVELOPMENT



2018 ENROLLMENT GUIDE

MARCH 4-9, 2018

THE WHARTON SCHOOL, PHILADELPHIA, PA



INTRODUCTION

FEATURED FACULTY



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LETTER FROM THE CHAIR

Thank you for your interest in the Securities Industry Institute (“SII”). It is my privilege to serve as the Chair for the 2018 SII and an honor to introduce you to our industry’s premier leadership and management education program.

Since 1952, the Institute, in partnership with The Wharton School of Business and the Securities Industry and Financial Markets Association (SIFMA), has led the way in providing an exceptional educational experience to the best and brightest in our industry.

This year will mark the program’s 67th year – making it one of the oldest executive education programs in the country. Not only has the program stood the test of time but it has also survived the most tumultuous markets our industry has ever experienced.

The SII program will challenge you in the areas of leadership, ethics, strategy, technology, finance, management, marketing, regulations and professional development. As an attendee, you will be exposed to worldclass faculty from Wharton and other leading universities as well as industry experts. Most importantly, SII provides you with the opportunity to interact with other participants, who are the future leaders of our industry as well as with the academia and business leaders who serve as faculty. As a result of attending, you will gain clear and valuable insight into your leadership style and how to become a more effective change agent within your organization.

In partnership with the SII Board of Trustees and The Wharton School, we are committed to the development of an outstanding, premier leadership program for our industry’s financial markets professionals. We are confident you will benefit from attending the Institute and find it a valuable and rewarding experience.

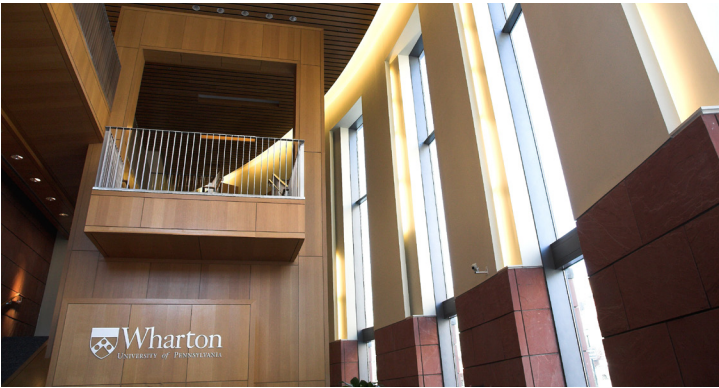


Kind regards,

A handwritten signature in black ink, appearing to read 'Vinny Ferrari'.

Vinny Ferrari
SII Chair
Principal and Chief Information Officer
Edward D. Jones & Co., L.P.

ABOUT THE SECURITIES INDUSTRY INSTITUTE



The Securities Industry Institute (SII), founded in 1952 is the premier leadership program for the financial services industry. For 67 years, SIFMA and The Wharton School have partnered to develop the industry's high-potential, rising leaders. Held on the Wharton campus, participants meet for one week each March to complete required coursework for this three-consecutive year program that utilizes unique and unconventional teaching models.

Each year, the curriculum is redesigned under the supervision of the SII Board of Trustees to reflect the needs of the business. The Institute draws top professors from Wharton and other leading universities as well as business leaders and industry experts to deliver an unparalleled, globally accredited faculty. With over 750 attendees annually, the Institute provides excellent networking opportunities as well as exposure to new viewpoints and experiences for future career development. At the conclusion of the three years, graduates are awarded a SIFMA/Wharton Certificate.

PROGRAM OBJECTIVES & BENEFITS

Program Objectives:

- Enhance working knowledge of participants in key functions of the financial services industry.
- Provide leadership viewpoints and experiences from both presenters and participants as preparation for future career development.
- Equip participants with practical information and resources useful in their present and future responsibilities.

Program Benefits:

- Access to world-class faculty from Wharton and other leading universities.
- Exposure from industry experts in the latest industry trends.
- Networking opportunities to build your network, business and perspective.
- Clear and valuable insight into your leadership style and how to become a more effective change agent.
- SIFMA/Wharton Certificate upon graduation.



THE CURRICULUM

Under the leadership of the SII's Board of Trustees and the Program's Academic Director Dr. Jeremy J. Siegel, the curriculum is designed to meet participants' needs through core and elective offerings in the three following categories:

- I. Industry Knowledge
 - Regulation / Compliance / Ethics
 - Technology / Operations / Productivity
- II. Investment Knowledge
 - Finance / Markets / Strategies
 - Sales / Marketing
- III. Professional Skills Development
 - Leadership / Management
 - Personal Development

A variety of session formats and teaching methods are utilized:

- General sessions
- Individual class sessions
- Small workshops
- Panel sessions
- Pre-course work
- Case studies





SIFMA/WHARTON CERTIFICATE

Participants who complete the three-consecutive-year program will earn a SIFMA/Wharton Certificate. Certificates are recognized by leading firms in the securities industry and exemplifies the participant's demonstrated abilities and commitment to higher learning in industry and investment knowledge, as well as leadership development.

Upon completion of the program participants:

- Are equipped with current strategies and developments in finance, marketing, compliance, management and technology for their present responsibilities at their organization.
- Are able to manage more effectively through various leadership techniques.
- Gain an understanding of existing and future trends in global and U.S. capital markets, regulatory initiatives and investment vehicles.



THE FACULTY

The Institute draws top professors from Wharton and other leading universities as well as business leaders and industry experts to deliver an unparalleled, globally accredited faculty. Below is a sample of 2017 faculty members:



JONAH BERGER

Associate Professor of Marketing
The Wharton School



ANDREW BERNSTEIN

President & CEO
Resilience Academy



PETER CONTI-BROWN

Assistant Professor of Legal
Studies and Business Ethics
The Wharton School



PETER FADER

Frances and Pei-Yuan Chia
Professor of Marketing
The Wharton School



STEWART D. FRIEDMAN, PH.D.

Practice Professor of Management
Director, Work/Life Integration Project
The Wharton School



CHRISTOPHER GECZY, PH.D.

Adjunct Associate Professor
of Finance and
Academic Director,
The Wharton Wealth Initiative
The Wharton School



MAURO F. GUILLÉN

Dr. Felix Zandman Professor of International
Management
Professor of Management
The Wharton School
Director, The Lauder Institute



TODD HENSHAW

Director of Executive Leadership Programs
The Wharton School



ETHAN MOLLICK, PH.D.

Edward B. and Shirley R. Shils
Assistant Professor of Management
The Wharton School



KATHY PEARSON

Adjunct Senior Fellow, Leonard Davis
Institute of Health Economics
University of Pennsylvania
President
Enterprise Learning Solutions



JOSEPH PERFETTI

Associate Professor of Finance
The Wharton School



YAEL SIVI

Managing Partner
Collaborative Coaching, LLC

WHO SHOULD ATTEND SII?

Our student body is made of rising leaders from a variety of functions across the industry with varying degrees of experience and seniority. Our students have an average of 17 years experience in the financial services industry.

Qualified candidates for enrollment include:

- Director / Vice President and above
- Consistently strong performance reviews
- Have been identified as current or future leaders of their organization
- Are leaders of staff functions who can benefit from exposure to industry issues

Student Profile (by function)		Student Profile (by title)	
Operations	15%	Senior/C-Level	35%
Technology Services	10%	Vice President	30%
Wealth Management	8%	Director	26%
Relationship Management	7%	Manager	7%
Accounting/Finance	7%	Other	2%
Product Development and Support	6%		
Business Development	6%		
Branch Management	5%		
Sales	5%		
Legal/Compliance/Regulation	4%		
Risk Management	4%		
Communications/Marketing	4%		
Regional management	3%		
Other*	16%		

*Other contains less than 3% in the following areas: Project management, HR, employee relations and training, trading, product specialist, asset management, financial advisors, platform development, private banking, government relations, alternative investments, research, retirement planning, investment and portfolio management, fixed income, equity capital markets, and more.

LOGISTICS

LOCATION AND DATES

The 2018 Securities Industry Institute will take place from Sunday, March 4 to Friday, March 9, 2018.

The Institute is conducted each year on the campus of The Wharton School at the University of Pennsylvania, located in Philadelphia, PA.

HOTEL ACCOMMODATIONS

Most of the hotels are adjacent to the Wharton campus and provide special rates for SII participants. For the hotels not adjacent, SIFMA provides buses to transport participants to and from campus.

SIFMA handles hotel reservations for all participants. Hotel accommodations are not included in the tuition, and therefore individuals are required to settle their bill before checking out. Payment information is required on the registration form to guarantee the hotel reservation.

There is a FIVE-NIGHT MINIMUM (March 4-9, 2018) stay policy at all designated SII hotels. Whether participants check in a day late or leave a day early, they will be responsible for ALL FIVE NIGHTS. Participants will be billed for ALL FIVE NIGHTS if they do not cancel their reservations by midnight on January 19, 2018, or if their stay is less than the guaranteed nights. All cancellations must be submitted in writing to SIFMA at sii@sifma.org. Cancellations made directly with the hotel will not be honored.

ORGANIZED EVENTS

Many firms organize group dinners for their participants at one of the many area restaurants and establishments. We recommend that a reservation be made far in advance. Please ensure dinners do not conflict with SII organized events.

ENROLLMENT POLICY & PROCEDURES

TUITION

Tuition fees include SII curriculum, class materials and all scheduled meals and organized events as outlined in the program. The tuition fee is an annual fee.

2018 TUITION FEES	
\$5,000	Member Rate
\$7,000	Non-Member Rate

CANCELLATIONS / SUBSTITUTIONS / EARLY DEPARTURES

Due to program demand and the volume of pre-program preparation, cancellations are subject to a charge of one-half of the program fee (\$2,500) until December 15, 2017. No refunds will be given after midnight on December 15, 2017. All cancellation and substitution requests must be submitted in writing to SIFMA at sii@sifma.org.

If you find that a candidate is unable to attend, you may substitute someone in their place provided the request is submitted in writing, no later than February 2, 2018.

Refunds will not be given for no-shows, partial attendance or early departures.

ENROLLMENT POLICY & PROCEDURES

THREE-CONSECUTIVE YEAR PROGRAM

The Securities Industry Institute[®] is a three-consecutive year program. Many of the core and elective sessions offered are built from the previous year's curriculum. As the financial services industry continues to evolve, the program is updated each year to keep up with changes and current issues in the industry. It is important that all participants attend the Institute in three consecutive years to build upon what has been learned the previous year. If a participant skips a year, an exception will be considered on a case-by-case basis. Please contact the SIFMA staff to request an exception.

GUESTS

We regret that we are unable to allow guests to attend Institute sessions or organized events.



REGISTRATION & IMPORTANT DATES

Registration for the 2018 Securities Industry Institute will begin in the Fall of 2017. The 2018 registration deadline is December 15, 2017*.

To register for the SII program:

- Visit www.sifma.org/institute
- If select “Pay by Check”, send payment to:
Securities Industry and Financial Markets Association
Attention: Kristin Sheehan
120 Broadway, 35th Floor
New York, NY 10271

The 2018 registration deadline is December 15, 2017*.

ELECTIVE SELECTION

Students are given the opportunity to register for electives, which offer a deeper-dive in topics that pique student interest. Elective selection will occur in January 2018 and students will be notified of their selection date two (2) weeks in advance.

SII TIMELINE FOR 2018 PROGRAM

September 2017	Registration opens for all years
December 15, 2017	Cancellation with refund (less \$2,500) deadline
January 2018	Participants select events and elective sessions
January 19, 2018	Hotel cancellation deadline
February 2, 2018	Substitutions deadline (with \$750 processing fee)
March 4 – 9, 2018	Securities Industry Institute®

Late registrations can be requested by calling +1-212-313-1108 or sii@sifma.org

GENERAL INFORMATION

CONTINUING EDUCATION CREDITS



Certified Financial Planners – SIFMA will submit the SII program to the CFP Board of Standards for review. They will advise SIFMA which courses are eligible for CFP credits and the number of eligible credit hours for each session. Those seeking CFP credit for appropriate sessions must sign the evaluation card distributed in class attesting to their attendance. SIFMA will provide the list of participant's names to the CFP Board, but participants must then apply directly to the CFP Board for CFP credits.



Continuing Legal Education – SIFMA has been certified by the New York State Continuing Legal Education Board as an accredited provider of continuing legal education in the State of New York. Those seeking CLE credit for appropriate sessions must sign-in and sign-out on the evaluation card distributed in class, attesting to their attendance. This record will be maintained by SIFMA and submitted to the New York State Board.

DRESS CODE

Business casual is standard dress for all sessions and events. Please keep in mind that this is an old campus with cobblestone streets, so appropriate shoes may be required. As the program is taking place in March and the weather is unpredictable, we suggest bringing a coat.

ETHICS

The Institute is a learning experience conducted in cooperation with SIFMA member firms. Accordingly, faculty, students and other participants are not permitted to engage in any activity that might be construed as being for the purpose of recruiting personnel from other firms.

FREQUENTLY ASKED QUESTIONS

If an attendee leaves the firm, or is unable to attend, may we send someone else?

Yes, you may substitute someone in their place provided the request is submitted in writing, no later than February 2, 2018. All substitutions are subject to a \$750 processing fee.

If a participant is unable to attend the program, will they be able to register for the following year?

The SII program is a three-consecutive year program. If a participant is unable to attend in three consecutive years, an exemption will be considered on a case-by-case basis. Please contact sii@sifma.org to request an exemption.

What happens if a current participant is new to our firm?

Participants are expected to notify SIFMA to change their contact information. Participants new to your firm who wish to continue in the program must advise the firm. SIFMA does not take responsibility for managing participants' enrollment process.

Is there a limit of attendees per firm?

There is no limit per firm of the amount of participants that attend SII; however, overall available space at SII is limited.

When does the program begin and end?

The opening session begins on Sunday at 6:00pm (5:00pm for Year One students). The closing session ends at 11:30am on Friday. Participants are advised to book travel to arrive in Philadelphia by 4:00pm Sunday and depart on Friday after 1:00pm ET.



Are participants able to arrive late or leave a day early?

No. Participants are expected to arrive on Sunday and depart on Friday. SIFMA handles hotel reservations for all participants. There is a FIVE-NIGHT MINIMUM STAY (March 4–9, 2018) policy at all designated SII hotels; whether participants check in a day late or leave a day early, participants will be responsible for all five nights. Participants will be billed for their hotel reservation if they do not cancel prior to January 19, 2018, or if the stay is less than the guaranteed nights.

What happens if a participant is called away for business or personal reasons?

Participants must notify SIFMA/SII staff to advise they are leaving the program by emailing sii@sifma.org. They will be required to document the reasons for departure and may be required to enroll next year at the same level of curriculum. Refunds will not be given for early departures.

How do participants staying at SII preferred hotels get to campus?

SIFMA provides buses from the downtown Marriott and Homewood Suites, to campus. All other housing is adjacent to campus.

Where do participants pick up their registration materials?

Registration materials can be picked up at the SII designated hotels. If they are staying at another location, please pick up materials at the Marriott. Registration begins on Sunday, March 4, 2018 between 12:00pm – 6:00pm. Monday Morning, materials are available for pickup in the Irvine Auditorium, prior to the first session.

Is graduation attendance mandatory?

Yes. Graduation breakfast is held before Friday sessions and all Year Three participants are required to attend.

Are meal functions mandatory?

Meal events are planned as a means to encourage discussion among participants, and are programmed to fit within the curriculum sessions. Tuition fees include organized meals.

ABOUT



SIFMA is the voice of the U.S. securities industry. We represent the broker-dealers, banks and asset managers whose nearly 1 million employees provide access to the capital markets, raising over \$2.5 trillion for businesses and municipalities in the U.S., serving clients with over \$18.5 trillion in assets and managing more than \$67 trillion in assets for individual and institutional clients including mutual funds and retirement plans. SIFMA, with offices in New York and Washington, D.C., is the U.S. regional member of the Global Financial Markets Association (GFMA). For more information, visit <http://www.sifma.org>.



The Wharton School of the University of Pennsylvania – founded in 1881 as the first collegiate business school – is recognized globally for intellectual leadership and ongoing innovation across every major discipline of business education. The most comprehensive source of business knowledge in the world, Wharton bridges research and practice through its broad engagement with the global business community. The school has more than 4,700 undergraduate, MBA, executive MBA, and doctoral students and an alumni network of more than 84,000 graduates.

Each year, Wharton Executive Education works with more than 12,000 business leaders on its campus in Philadelphia, at Wharton West in San Francisco, and at sites around the world. The Wharton Learning Continuum is Wharton Executive Education's model for delivering Impact Through Education™ - supporting companies and individuals in a 9- to 12-month learning process that is designed collaboratively with clients, delivered by Wharton faculty, and monitored to produce specific outcomes.



CONTACT US

Visit www.SIFMA.org/institute for more information about the Securities Industry Institute® or contact:

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Securities Industry and Financial Markets Association
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