



CIRO · OCRI

Canadian Investment
Regulatory
Organization

Organisme canadien
de réglementation
des investissements

Opening an Investment Account

A Guide for Investors



Opening an account through an advisor

“Why so many questions?”

Firms and individuals working with you must make recommendations suitable to your circumstances.

Before proposing any investments or activity, your advisor must work with you to determine what types of investments fit your immediate and long-term financial needs. The “know-your-client” standard is important for investor protection.

Your advisor should ask:

- What is your investing experience?
- What is your financial situation?
- What is your investing time horizon?
- What are your investment goals?
- How much risk are you able and willing to tolerate?
- Would you like to appoint a TCP?

You should ask your advisor:

- Are you registered with a firm?
- What are your qualifications?
- What is your investment approach?
- How are you compensated?
- What kind of products can you sell?

Naming a Trusted Contact Person (TCP)

A TCP acts like an emergency contact for your account, although they cannot make financial decisions or account changes.

A TCP should be an individual you trust and can help safeguard your assets when there is an emergency or potentially suspicious activity.

Keeping your information up to date

Your advisor is required to keep your information current and should check in with you periodically to confirm its accuracy (at least once every 3 years). As a best practice, you should also keep your advisor up to date on any changes.

Always check advisor registration



CIRO's AdvisorReport



CSA's National
Registration Search

Opening an account on your own (Do-It-Yourself)

“What does it mean to DIY?”

Do-it-yourself (DIY) investing is a method in which individual investors choose to build and manage their own portfolios. It is also known as self-directed investing.

Do-it-yourself investors commonly utilize discount brokerages and investment account platforms.

These dealers are not permitted to provide their clients with investment recommendations.

What information do I provide?

Dealers allowing DIY are exempt from determining suitability and do not need to collect all personal information.

However, these firms still need to obtain certain client financial information in order to meet their account appropriateness assessment, anti-money laundering and other obligations.

Information you need to provide

To meet CIRO, tax and legal requirements, and to protect against money laundering and fraud, advisors/firms must obtain certain personal information when you open an account, including:

- Your full legal name
- Social Insurance Number
- Your citizenship
- Spousal information
- Home address
- And more

To prove your information

To validate this information, you may be asked to provide the following:

- Passport
- Driver's license
- Proof of citizenship
- Birth certificate (if under 21)

Sign here

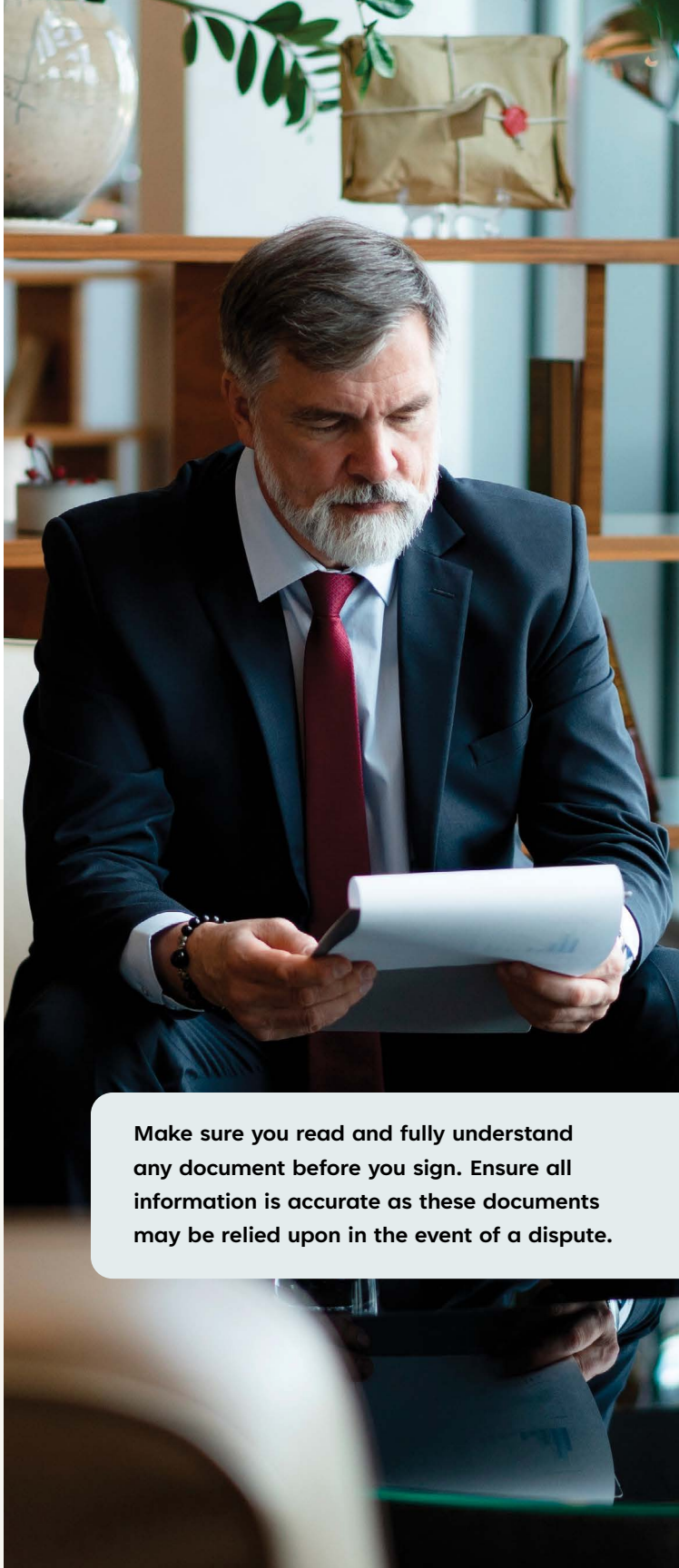
You'll be asked to provide a signature (electronic or physical) on several documents to consent to use email, specify info you want to receive, and more.

Information you need to receive

- CIRO brochures:
 - “How CIRO Protects Investors”
 - “How to Make a Complaint”
- Relationship Disclosure Agreement, which outlines the firm’s products and services, fee structure, and more.
- Service or referral fees
- Risks of Borrowing to Invest

Privacy

Under federal and/or provincial privacy legislation requirements, you must be provided with the firm’s privacy statement, which sets out when and how your firm may use your personal information.

A man with a grey beard and hair, wearing a dark blue suit, white shirt, and red tie, is sitting at a desk and reading a document. He is looking down at the paper with a serious expression. In the background, there is a wooden shelf with a globe, a potted plant, and a brown paper bag tied with a string and a red ribbon.

Make sure you read and fully understand any document before you sign. Ensure all information is accurate as these documents may be relied upon in the event of a dispute.



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“CIRO works to protect investors. Opening an investment account with a CIRO Member is an important first step in your investing journey.”

If you're not sure about something, ask your advisor, the firm, or CIRO at 1-877-442-4322.



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You invest. We protect.