



SIE







 **PASSMASTERS**

Course Introduction

Welcome to class! Each course is comprised of sections that correspond to the sections found on the examination content outline. The Securities Industry Essentials course includes four sections:

- Section One: Knowledge of Capital Markets
- Section Two: Understanding Products and Their Risks
- Section Three: Understanding Trading, Customer Accounts and Prohibited Activities
- Section Four: Overview of Regulatory Framework





Each section is divided into easily digestible topics. Each topic has the following three components:

	Read		PDF of the information for that topic that you should read first
	Watch		A video for you to watch explaining that topic
	Take		A topic quiz to practice your new knowledge





Tip: Make sure to pass every exam in the course with a 90% or better understanding why the correct answer is correct, and the incorrect answers are incorrect. Do **not** memorize the questions in the course. They will be different on the exam!

Each section ends with a review. Each review has two components:





	Watch		Section Key Facts to watch
	Take		Section Review Exam to practice your knowledge

The course ends with a final exam that is properly weighted and timed.

	Take		Final Exam for you to Master
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Step one is to watch the course introduction video and read the glossary. Learning what the words mean will help you **master** the content, setting you up to **pass** the exam!

Date: _____

	Watch		Course Introduction Video
	Read		Glossary

ACTION

"Action is the foundational key to all success." - Pablo Picasso



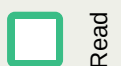
SIE 4-week Study Plan



This study plan is designed for you to complete one section each week. Depending upon your schedule, you can shorten the time by studying more topics each day, or lengthen the time, as is appropriate for your life.

Week One Section One: Knowledge of Capital Markets

Each section is divided into easily digestible topics. Topics will take an hour or two to complete. Each topic has the following three components:



Read



PDF of the information for that topic that you should read first.
The PDF is between 1 and 9 pages long, averaging 30 minutes to an hour to read.



Watch



A video or two for you to watch explaining that topic.
The videos are between 7 - 74 minutes total per topic.



Take



A topic quiz to practice your new knowledge.
Topic quizzes are short, designed to take 5-20 minutes.

Section One has **five** topics, plus the section review. Once you complete all three components related to a topic, be sure to check the box!



Date: _____

Section 1.1 - Trading Securities I

Date: _____

Section 1.2 - Basic Economic Concepts I

Date: _____

Section 1.3 - Basic Economic Concepts II

Date: _____

Section 1.4 - Financial Reporting I

Date: _____

Section 1.5 - Offerings

Date: _____

Section One Review: Key Facts Video and Section Exam



Now would be an excellent time for you to schedule your exam. You want to make sure to schedule to take it shortly after completing the course, and it may take some time to get into the testing center. You should determine exactly when you will be completing your studies and get the exam scheduled for a day or two immediately after that. You **will** pass!



SIE 4-week Study Plan



Week Two Section Two: Understanding Products and Their Risks

Section Two has **fourteen** topics, plus the section review. Once you complete all three components related to a topic, be sure to check the box!



- Date: _____ Section 2.1 - Equity Securities
- Date: _____ Section 2.2 - Characteristics of Equity Securities
- Date: _____ Section 2.3 - Cash and Cash Equivalents
- Date: _____ Section 2.4 - Fixed Income Securities
- Date: _____ Section 2.5 - Characteristics of Fixed Income Securities
- Date: _____ Section 2.6 - Derivative Securities
- Date: _____ Section 2.7 - Pooled Investments I
- Date: _____ Section 2.8 - Pooled Investments II
- Date: _____ Section 2.9 - Characteristics of Pooled Investments
- Date: _____ Section 2.10 - Insurance Based Products - Annuities
- Date: _____ Section 2.11 - Insurance Based Products - Life Insurance
- Date: _____ Section 2.12 - Special Types of Accounts
- Date: _____ Section 2.13 - Alternative Investments I
- Date: _____ Section 2.14 - Types of Risk
- Date: _____ Section Two Review: Key Facts Video and Section Exam



SIE 4-week Study Plan



Week Three Section Three: Understanding Trading, Customer Accounts and Prohibited Activities

Section Three has **fifteen** topics, plus the section review. Once you complete all three components related to a topic, be sure to check the box!

- | | | | |
|-------------|--------------------------|--|-------------------------------------|
| Date: _____ | <input type="checkbox"/> | Section 3.1 - Trading Securities II | <input checked="" type="checkbox"/> |
| Date: _____ | <input type="checkbox"/> | Section 3.2 - Portfolio Performance Measures I | |
| Date: _____ | <input type="checkbox"/> | Section 3.3 - Portfolio Performance Measures II | |
| Date: _____ | <input type="checkbox"/> | Section 3.4 - Tax Considerations | |
| Date: _____ | <input type="checkbox"/> | Section 3.5 - Corporate Actions | |
| Date: _____ | <input type="checkbox"/> | Section 3.6 - Types of Clients | |
| Date: _____ | <input type="checkbox"/> | Section 3.7 - Retirement Plans | |
| Date: _____ | <input type="checkbox"/> | Section 3.8 - Anti-Money Laundering | |
| Date: _____ | <input type="checkbox"/> | Section 3.9 - Books and Records | |
| Date: _____ | <input type="checkbox"/> | Section 3.10 - Privacy Requirements | |
| Date: _____ | <input type="checkbox"/> | Section 3.11 - Communications | |
| Date: _____ | <input type="checkbox"/> | Section 3.12 - Suitability | |
| Date: _____ | <input type="checkbox"/> | Section 3.13 - Market Manipulation | |
| Date: _____ | <input type="checkbox"/> | Section 3.14 - Insider Trading | |
| Date: _____ | <input type="checkbox"/> | Section 3.15 - Other Prohibited Activities | |
| Date: _____ | <input type="checkbox"/> | Section Three Review: Key Facts Video and Section Exam | |



SIE 4-week Study Plan



Week Four Section Four: Overview of Regulatory Framework

Section Four has **two** topics, plus the section review. Once you complete all three components related to a topic, be sure to check the box! The week will end with the Final Exam!



Date: _____ Section 4.1 - Registration and Continuing Education

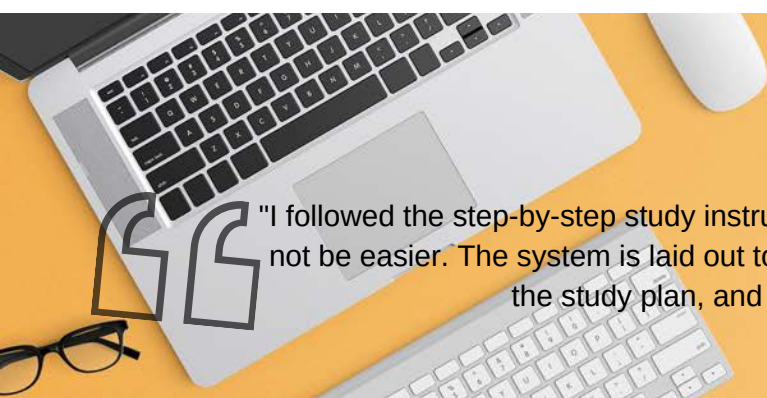
Date: _____ Section 4.2 - Employee Conduct and Reportable Events

Date: _____ Section Four Review: Key Facts Video and Section Exam

Date: _____ Final Exam



Congratulations on completing your studies. Green means go. Now it is your turn to PASS your exam. You CAN do this! Good luck!



"I followed the step-by-step study instructions and passed on my first attempt. It could not be easier. The system is laid out to pass, simple as that. Do your part and follow the study plan, and you will pass the first time."



- John



SIE 4-week Study Plan



THE DAY OF YOUR EXAM:

Here are some tips that will help you control your stress and anxiety the day of your exam. You may want to try them beforehand to find out which one works best for you:

- **Deep breathing.** Inhale deeply while you count to five and hold the breath for a count of one, then slowly exhale while you count to five. Repeat as many times as necessary.
- **Move your body.** Roll your head in a circle then rotate your shoulders. Shake your hands at your wrists. You should find these movements very relaxing.
- **Visualize your success.** Visualize your happy place. First, figure out where it is. Then, close your eyes and visualize yourself there. This is a great one to practice in advance of your exam.

More specifically, if you feel overwhelmed during your exam, here are some tips you can utilize to calm yourself:

- **Repeat your self-confidence message.** Or, better yet, write it on the scratch paper they give you.

I WILL PASS!!

- **Visualize one more time.** Visualize yourself completing and passing the exam with time to spare.
- **Find an easy question.** They won't all be easy, but there should be some really easy test questions you encounter. Find one and answer it. Completing a question you absolutely know you got right will give you a good confidence boost.
- **Take a mental break.** Face it, the exam is long. You will probably have at least one mental lapse during the exam. If you do, accept it and bring your brain back into focus. Close your eyes and do some deep breathing for a short period, try a 4 count inhale, and a 6 count exhale.

We hope these tips will help you control your exam anxiety and stress. Good luck on your exam.

- The PassMasters Team