

Series 63 Content

Uniform Securities Agent State Law

The Series 63 — the Uniform Securities State Law Examination — is a North American Securities Administrators Association (NASAA) exam administered by FINRA.

1. State Securities Acts and related rules and regulations 36 (60%)

A. Regulation of Investment Advisers, including state-registered and federal covered advisers 3

- . definitions
- . registration
- . post-registration requirements
- . termination
- . B. Regulation of Investment Adviser Representatives 3
 - . definition
 - . registration
- . C. Regulation of Broker-dealers (e.g., definition, registration, post-registration requirements) 12
 - . definition
 - . registration
 - . post-registration requirements
- . D. Regulation of Agents of Broker-dealers 6
 - . definition
 - . registration
 - . termination
- . E. Regulations of Securities and Issuers 6
 - . definitions
 - . registration
 - . post-registration requirements
 - . exemptions
 - . state authority over federal covered securities
- . F. Remedies and Administrative Provisions 6
 - . authority of administrator
 - . administrative actions

- other penalties and liabilities
- other provisions (e.g., filing of sales, advertising literature)

2. Ethical practices and fiduciary obligations 24 (40%)

A. communications with clients and prospects 8

- disclosure
- unlawful representations concerning registrations
- performance guarantees
- client contracts
- B. compensation 4
- fees
- commissions
- performance-based fees
- soft dollars

- disclosure of compensation
- C. client funds and securities 8
- custody
- discretion
- trading authorization
- prudent investor standards
- suitability
- D. conflicts of interest and other fiduciary issues 4
- conflict of interest
- excessive trading
- loans to and from clients
- sharing in profits and losses in customer account
- client confidentiality



- . insider trading
- . selling away
- . market manipulation
- . other