



# IMC Qualifications and Training



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# The need for Standards, Education and Qualifications in the Investment Migration Industry

More than ever before the global Investment Migration (IM) industry needs to demonstrate transparency, responsibility, high standards of integrity and enhanced due diligence processes, given the levels of scrutiny, comment and challenge currently being experienced.

As the IM industry matures and its popularity continues to develop there is a pressing need to demonstrate that the industry can regulate itself and conduct itself in an appropriate and professional manner.

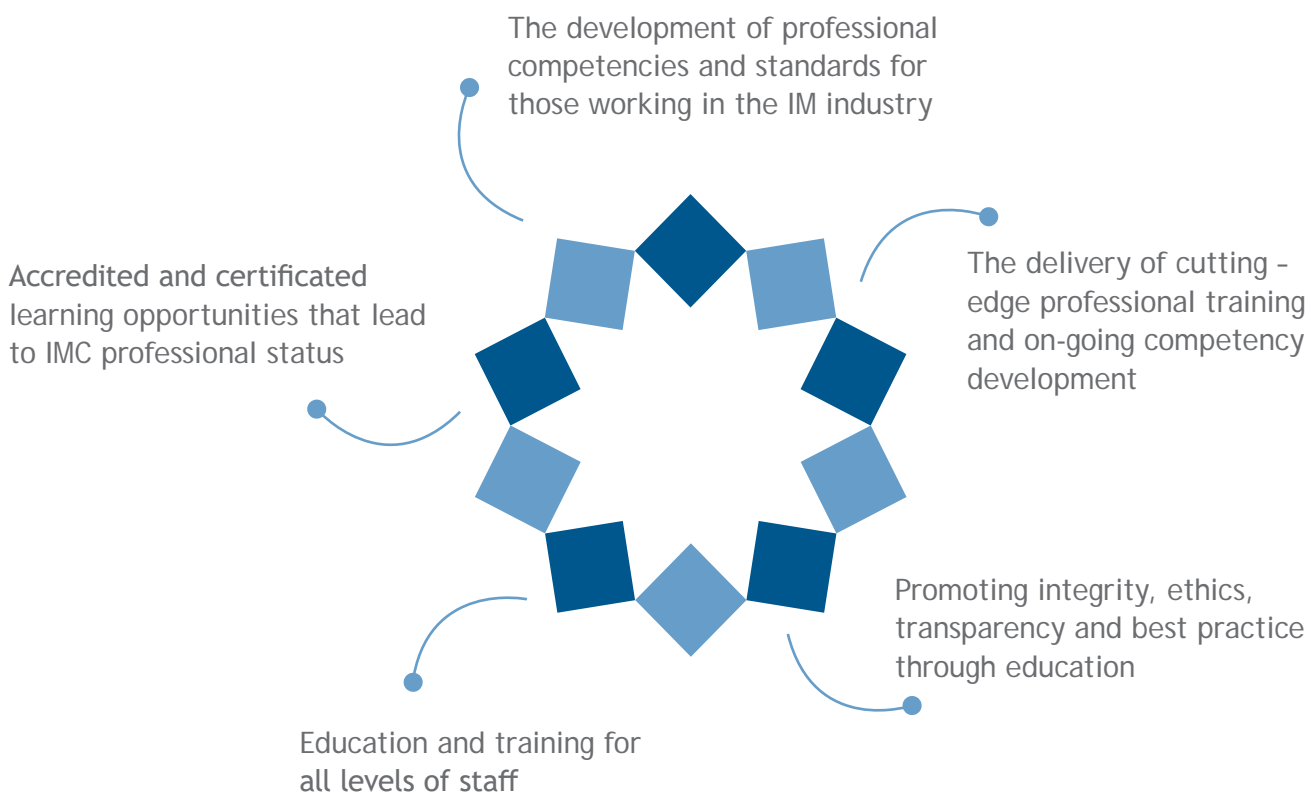
The IMC through its core objectives is a channel that can be used to gather all areas of the industry

together to help establish professional standards, benchmarks, competencies, codes of conduct and best practice for those working in or associated with the industry.

The professionalisation of the industry via entry to the IMC by formal qualifications and experience is to be a cornerstone of responsible growth and development for the future and should be welcomed by all those within and those evaluating the status and value of the IM industry.

The IMC have created an Education and Training Division that has been mandated with the task of creating an Education and Training framework for the industry.

## The objectives of the IMC Education and Training division (IMCET)



## IMCET Qualification Structure and Levels



### Certification in Investment Migration: Cert (IM)

4-6 month course (Level - Fundamentals/ Intermediate)



### Diploma in Investment Migration: Dip (IM)

1 year course (Level - Advanced/ Professional)



### Post-Graduate Diploma in Investment Migration: PG Dip (IM)

1 year course (Level - Expert/ Experienced Practitioner)

The new framework of Education and Training that has been created by the IMC will cater for all levels of background and experience, and the courses will be delivered by IMC Education and Training (IMCET).

Current experienced practitioners in the industry will be eligible to continue with their professional membership or upgrade to Fellowship of the IMC.

By benchmarking those who are advisors and practitioners in the industry, (and who are committed to competency, standards and integrity), the level of professionalism and reputation of the industry will be enhanced.

All of the new range of IMC qualifications and training courses are designed to enhance the technical knowledge, competencies and expertise of those working in or associated with the industry.

The IMCET courses and training will be delivered through a flexible range of learning methods to enable individuals to study in a way that assists their lifestyle. The qualifications and training courses are international in content and focus but will involve a study of a number of individual country specific IM programs and common industry issues in order to give a complete overview of the workings of the industry.

Each course will be provided via the IMCET world class on-line Learning Management System, supported by:

- Course manuals produced by industry experts
- Webinars
- Digital Learning and case studies
- Workshops (face-to-face or virtual)
- Formal Assessments

The first of the new qualifications and training programmes will be available from the second quarter of 2019. For more information contact [admin@imcet.com](mailto:admin@imcet.com)



# IMCET Qualification Framework

## What is the right course for me?

1. Familiarise yourself with the three levels of qualification and look at content, level, duration and method of assessment.
2. Each of the three qualifications are standalone qualifications in their own right.
3. If you have not studied for a number of years or you do not have previous qualifications or have little or no experience of IM, you should start with the Certification level.
4. Ask yourself the following questions:
  - ⚙ What is my level of education - what qualifications if any, do I possess?
  - ⚙ What career aspirations do I have, if any, within the IM or related sectors?
  - ⚙ What prior experience if any, do I have working in the Investment Migration industry?
  - ⚙ What competencies (skills, knowledge and behaviour) do I currently possess?
  - ⚙ What prior experience do I have if any, working in areas of business, other than IM?
  - ⚙ Are there any competency gaps in my current knowledge and experience?
  - ⚙ What is my current job role?
  - ⚙ Will my employer fund the cost of my qualification or will I be self-funding?

By mapping the answers to these questions to the qualification alternatives, you should have a good idea and be able to determine which, is the appropriate course to study.

**The Certification programme will be the first level of programme to be launched (early in second quarter 2019) and we recommend that this is the most appropriate course for the majority of people working in the industry given that, it is the first global qualification of its type available in the IM sector.**



**The Industry Standard for Education & Training**

## Qualification Framework Overview

Course Title	Certification in Investment Migration	Diploma in Investment Migration	Post-Graduate Diploma in Investment Migration
Course Level	Foundation To Intermediate	Advanced	Specialist Expert
Education Level	3 - 4	6	7
Course Duration	4 - 6 Months	12 Months	12 Months
Course Designation	Cert (IM)	Dip (IM)	PG Dip (IM)
IMC Professional Level	Associate Member	Professional Member	Fellowship
IMC Designation	IMCM (Associate)	IMCM (Professional)	FIMC
Method Of Assessment	Multiple Choice Questions Test (100 Questions)	3 Assignments of 3000 Words	3 Hour Interview 8 Masterclass Write-Ups 1000-1500 Words Each



# Certification in Investment Migration - Cert (IM)

## Overview and Objectives

The Certification in Investment Migration is an intermediate level course designed to be studied over 6 months. This practical introduction leads to a professional status with the IMC and is benchmarked at Associate level for those working in the IM industry. This is the first global Investment Migration course of its type and specially designed for those working in the industry. The course is taught online through our learning management system and offers a total of 5 compulsory modules.

## Target Audience

- All staff working in, allied to, or intending to work in the industry
- Advisors
- Agents
- Lawyers/paralegals
- CIP programme staff
- Regulators and government staff
- Compliance professionals
- Financial Services Practitioners
- Investment advisors

## Course Format

- Delivered on-line facilitating an easy to use, comprehensive Learning Management System (LMS)
- Accessible by a range of mobile and laptop technologies
- Up to 6 months to complete the programme
- Comprehensive support materials including:
  - Course manuals produced by industry experts
  - Real life case studies and examples
  - On-line tutor support
  - Webinars
  - Specimen test questions
  - One-day workshop (where offered) or alternative pre-recorded live classroom sessions

## Entrance Requirements

This is a foundation leading to intermediate level certification. Applicants should possess:

- Good educational background
- Ability to complete the readings and comprehend core principles in the English language

## Assessment

The programme is assessed via:

- Two hour, on-line, multiple choice test
- 100 MCQ's to be answered
- Pass mark of 70%
  - Merit level of 80%
  - Distinction level of 90%

## Certification and Designation

Individuals who successfully complete the programme will be awarded the IMC Certification in Investment Migration. The certificate carries with it the designation Cert (IM) and leads to membership of the IMC.

Example designation - Carmen Swift Cert (IM); IMCM (Associate)

## Professional Status

On enrolling for the Certification in Investment Migration, students will automatically become complementary student members of the IMC. This will last for the duration of their studies (usually 6 months). On successful completion of the Certification students will become eligible for membership of the IMC - Associate level. Where students go directly from the certification to the Diploma in Investment Migration student membership will be extended for a further complementary period of 12 months. On completing the diploma delegates will be awarded IMCM - professional level.

## Rationale for taking the Certification

The IMC Certification is a ground breaking initiative designed to prepare participants for work in a new and vibrant industry where high professional standards, values and enhanced competencies are required. This certification will:

- ✓ Provide verifiable evidence of competency (knowledge, skills and behaviours)
- ✓ Provide a practical focus and benchmarking of your work in the industry
- ✓ Help you to reduce risk in your firm and enhance the firm's reputation
- ✓ Enhance your career prospects
- ✓ Keep you abreast of developments in the industry

## Programme Structure / Course Format

### Module 1

#### Citizenship and Residency

- ✓ Concepts and basic understanding of domicile, residency and citizenship
- ✓ The nature of Investment Migration (IM)
- ✓ Types of IM programs
- ✓ History and rationale of investment migration industry
- ✓ Common features of IM programs
- ✓ Causes of investment migration

### Module 2

#### Ethics and Professional standards in Investment Migration

- ✓ Ethics of citizenship
- ✓ Codes of conduct
- ✓ Culture and values
- ✓ Competency and transparency
- ✓ IMC code - practical application
- ✓ Whistleblowing
- ✓ Commissions
- ✓ Marketing of Investment Migration programs

### Module 3

#### Investor Migration - Risk Issues: Anti Money Laundering (AML) and Financial Crime Prevention (FCP)

- ✓ Nature of AML, Terrorist Financing (TF) and Sanctions
- ✓ International context and initiatives
- ✓ Suspicious activity reporting
- ✓ Concept of Risk Management
- ✓ Bribery and corruption
- ✓ Cybercrime

### Module 4

#### Investor Migration: Customer Due Diligence (CDD) and Know Your Client (KYC)

- ✓ CDD - Rationale
- ✓ Nature and Types of Due Diligence
  - Customer Due Diligence (CDD)
  - Enhanced Due Diligence (EDD)
  - Simplified Due Diligence (SDD)
- ✓ Identification and verification
- ✓ Understanding the client
- ✓ Ownership structures and beneficial ownership
- ✓ The risk based approach - risk factors and risk ratings
- ✓ Producing an effective KYC system for citizenship and residency programs

### Module 5

#### Investment Migration: Personal Data - Protection and Obligations

- ✓ Introduction to principles of Data Protection
- ✓ GDPR - application and terminology
- ✓ Key roles and features of GDPR
- ✓ Lawful processing of personal data
- ✓ Data protection impact assessments (DPIAs)
- ✓ Preventing data fraud and criminal activity



# Diploma In Investment Migration - Dip (IM)

## Overview and Objectives

The Diploma in Investment Migration is a degree level course designed to be studied over a 12 month period. This programme leads to professional status within the IMC and is the benchmarked professional level for those working in the IM industry. This is the first global Investment Migration course of its type at this level and specially designed for those working in the industry.

## Target Audience

- Migration agents
- Migration law firms
- Wealth managers
- Business development managers
- Tax advisors
- Marketing managers
- Sales and consultancy staff
- Client advisors
- Agent services managers
- Immigration due diligence staff
- Compliance executives
- Government immigration staff
- Academics
- Investment managers
- Real estate managers
- Immigration consultants
- Immigration advisers

## Course format

The programme is delivered in an integrated education format delivered via the on-line learning platform that consists of:

- Webinars and virtual classrooms
- On-line tutor support
- Face to face workshops (specific locations) or alternative pre-recorded live classroom seminars
- Comprehensive course manuals

The Learning Management System (LMS) is accessible by a range of mobile and laptop technologies.

## Entrance Requirements

This is an advanced level qualification. Applicants should possess:

- Achieved the IMC Certification in Investment Migration OR
- Possess a degree or professional qualification in another area or specialism OR
- Possess three years' work experience in an allied discipline such as law, finance, wealth management, tax or other relevant area.

## Assessment

The diploma is assessed via the submission of three assignments of 3,000 words length. Candidates must achieve at least 40% in each assignment, but the overall pass mark is 50%.

Pass mark - 50-59% | Merit level - 60-69% | Distinction - 70%+

## Certification and Designation

Individuals who successfully complete the programme will be awarded the IMC Diploma in Investment Migration. This diploma carries with it the designation of Dip (IM) and leads to professional membership of the IMC and the designation IMCM. Example designation - John Smith Dip (IM); IMCM (Professional)

## Professional Status

On enrolling for the Diploma in Investment Migration, students will automatically become complementary student members of the IMC. This will last for the duration of their studies (usually 12 months). On successful completion of the Diploma, students will become eligible for membership of the IMC - Professional level.

Where students go directly from the certification to the Diploma in Investment Migration student membership will be extended for a further complementary period of 12 months. On completing the diploma delegates will be awarded IMCM - professional level.

## Rationale for taking the Diploma

The IMC's Investment Migration Diploma is the first global Diploma qualification designed specifically for those working in the industry. The qualifications will:

- ✓ Enable you to perform better in your job
- ✓ Enhance your career opportunities
- ✓ Help future proof your organisation and program by reducing risk
- ✓ Lead to a professional qualification and status
- ✓ Provide practical training that enhances competencies, skills and industry values
- ✓ Facilitate, educate and keep technical knowledge and industry best practice up to date
- ✓ Enable you to become part of a global community, working and liaising in the industry
- ✓ Build your confidence and ability when dealing with practical IM scenarios that arise in the workplace
- ✓ Make you better able to advise clients
- ✓ Be valued by employers, governments and regulators as evidence of competency



## Programme Structure / Course Format

Candidates need to study 4 modules - Modules 1,2 and 3 are compulsory. Candidates must choose either Module 4 or 5.

### Module 1

#### Citizenship & Residency by Investment

- ✓ The politics of IM
- ✓ The history and background of IM programmes
- ✓ IM - common features
- ✓ National programmes - a global comparison
- ✓ The concepts of Citizenship & Residency - definition & analysis
- ✓ The future of the IM industry - analysis and review

### Module 2

#### Forensic Customer Due Diligence

- ✓ KYC - Outcomes & success criteria
- ✓ The KYC process - client information
- ✓ Identification & Verification
- ✓ Understanding the client relationship
- ✓ Understanding the control structure of the entity
- ✓ Risk - Identification, Quantification, Management and Acceptance
- ✓ Beneficial Ownership
- ✓ Customer Screening
- ✓ Enhanced Due Diligence
- ✓ Forensic Techniques and the use of Technology

### Module 3

#### Investment Migration: Risk Issues

- ✓ Governance, Risk and Compliance
- ✓ Financial crime risk in IM industry
- ✓ Terrorist Financing
- ✓ Financial & Economic Sanctions
- ✓ Bribery & Corruption

### Module 5

#### Principles Of International Tax

- ✓ The nature & types of taxation
- ✓ International agreements covering taxation
- ✓ The jurisdiction to tax
- ✓ Residence and source principles
- ✓ Conflicting claims of tax jurisdictions
- ✓ International tax planning
- ✓ FATCA/CRS
- ✓ Tax havens - are they justifiable
- ✓ Residence of individuals
- ✓ OECD Model Convention
- ✓ Residence source conflict
- ✓ Information exchange & enforcement
- ✓ Ethical taxation

### Module 4

#### Authenticating Documents

- ✓ Forensic document recognition
- ✓ E-ID training
- ✓ Detection of forged documents
- ✓ Authentication of documents
- ✓ Best evidence rules
- ✓ Apostille & legislation in foreign countries



# Post-Graduate Diploma in Investment Migration - PG Dip (IM)

## Overview and Objectives

The IMC Postgraduate Diploma in Investment Migration is a specialist/advanced qualification designed for senior practitioners working in, associated with or who aspire to work within the Investment Migration industry. This is the flagship qualification of the industry and will equip delegates to become leaders in the industry. It combines academic rigour with a practical and applied approach. It is designed for those IM senior managers who will lead the industry of tomorrow.

The course will widen and develop your understanding of the challenges facing the IM industry and how to adapt and improve your effectiveness in the changing landscape. At a time when the IM industry is under scrutiny from regulators, governments and trans-national organisations it must exercise the highest levels of governance, risk management, best practice and standard setting. This course will equip delegates to achieve this.

## Target Audience

- Migration agents and advisers
- IM programme managers
- Academics
- Lawyers
- Accountants
- Wealth professionals
- Senior executives
- Senior Tax advisers
- Industry Executives
- Senior Government staff
- Senior consultants

## Course Format

This programme is delivered in an integrated format that includes:

- Eight masterclass sessions delivered over two long weekends hosted at the world-renowned University of Oxford in the United Kingdom (2 visits to the UK needed).
- Online study via IMC's world class Learning Management System (LMS) over a 9- 12 month study period.
- The masterclasses are delivered by a team of specialist IM professionals and academics who are familiar with cutting edge industry trends with first hand experience of effective IM best practice.

## Entrance Requirements

Applicants should normally be:

- Graduates who have been working in a senior role for at least 3 years OR
- Holders of the IMC Diploma in Investment Migration and who possess 3 years of relevant work experience OR
- Individuals with 10+ years experience as a senior professional in a relevant discipline OR
- Qualified professionals in another allied discipline such as Law, Business, Finance, Government, Wealth Management, Risk and Compliance or other allied areas and who have at least 5 years relevant work experience

## Assessment

The programme is assessed via:

- A 3 hour oral interview that assesses generic competence and technical knowledge, and
- 8 short masterclass write-ups (1000 - 1500 words) that evaluate:
  - Core principles expounded in the masterclass
  - How the principles might be utilised in a practical scenario

The programme is graded on a competent/ not yet competent basis. Outstanding candidates can be awarded the PG.Dip with distinction.

## Certification and Designation

Individuals who successfully complete the programme will be awarded the IMC Post-Graduate Diploma in Investment Migration. This carries with it the designation of PG Dip (IM) and leads to Fellowship of the IMC.

Example designation - Carmen Jones PGDip (IM); FIMC

## Professional status

The highest level of professional membership awarded by the IMC is Fellowship. On completing the Postgraduate Diploma applicants will be awarded fellowship status and the designation FIMC (Fellow of the Investment Migration Council)



## Programme Features

- ✓ Enables you to acquire the first specialist global IM Post-Graduate Diploma that blends theoretical and practical learning.
- ✓ Builds a professional network with other senior IM professionals across the globe
- ✓ Career enhancing - expands your horizons and boosts your confidence and credentials
- ✓ Leads to Fellowship status of the IMC - the highest level of professional accreditation, and carries the designation FIMC (Fellowship of Investment Migration Council)
- ✓ The qualification is recognised and accredited at Level 7 (Masters Level)

## Masterclass Topics\*

1. Transnational Digital Identity (e-residence) - the digital world of Investment Migration
2. Citizenship and Residency - comparative analysis of global programmes
3. Investor Due Diligence - adopting Industry wide regulations and standardisation in due diligence practices
4. Investor Migration - Strategic Risk Management
5. Tax implications of Investor Migration FATCA/CRS - revisited
6. Real Estate, Talent and Business Immigration - Issues and Trends
7. Investor Migration - Financial Crime Risks and Solutions.
8. The Future of Investment Migration - strategic and political analysis

\*Topics may vary from programme to programme - depending on current issues





# IMC Education & Training (IMCET)

IMCET is the Investment Migration Industry's provider of certificated professional education and training programmes for advisors, agents, lawyers, program staff and others working in or associated with the industry.

IMCET is a newly constituted division of the IMC whose courses and qualifications are designed to enhance the technical knowledge, competencies and expertise of those working in or associated with the industry. The IMCET

courses are delivered through a flexible range of learning methods to enable individuals to study in a way that suits them at a time and in a format that works for their lifestyle.

IMC Education and Training Limited a company incorporated and registered in England and Wales with company number 11580252 whose registered office is 15 Colmore Row, Birmingham, West Midlands. B3 2BH, UK.



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