Investment Advisor

Buy and sell stocks, bonds and funds for clients at a brokerage. Licensed, commission-heavy, and hard to start.

TYPICAL PAY **$89,000** a year, full time	PAY RANGE **$50k to $183k** starting to experienced	TIME TO QUALIFY **4 to 6 years** after high school
DEMAND **Moderate** job outlook	LICENCE NEEDED **Yes** regulated job	WHERE YOU WORK **Bank-owned brokerages, independent dealers, wealth man...**

How you get there

1. **High school** — Grades 11 and 12
   Math, business, economics. Start following markets now.
2. **Bachelor's degree** — 4 years
   Business, economics or finance. Job Bank says a bachelor's or master's is usually required.
3. **Get hired by a dealer** — Months of applying
   A bank-owned brokerage or independent firm. Many start as an associate on a team, or in a bank branch with a mutual funds licence.
4. **Licensing and registration** — 3 to 12 months
   The CSC (Canadian Securities Course) or the new CIRO (Canadian Investment Regulatory Organization) exams, the conduct course, a supervised training period, and registration with CIRO and your provincial securities commission.
5. **Build a book** — 3 to 5 years
   Find clients, keep them, grow their money. This is the real qualification and it takes years.

Pros and cons

+ Very high pay once your client book is built
+ Your clients follow you, so your income is portable
+ You learn how money really works

- The first 3 years wash out many people
- Income rises and falls with markets and client moods
- Strict rules and constant compliance paperwork

Good to know

The licensing rules changed in 2026
For decades the CSC (Canadian Securities Course) was the entry ticket. From January 1, 2026 it is no longer accepted on its own for approval with an investment dealer; CIRO (Canadian Investment Reg...

One regulator instead of two
In 2023 Canada merged its two investment industry regulators into one, CIRO (Canadian Investment Regulatory Organization). It oversees both investment dealers and mutual fund dealers and every registere...

Optional boosts

CIM (Chartered Investment Manager). CFA (Chartered Financial Analyst). CFP (Certified Financial Planner). Options and futures licences.

Where these numbers come from

Job Bank: Broker, investments, wages (updated Nov 2025)
Job Bank: Broker, investments, employment requirements
Canadian Securities Institute: Canadian Securities Course
Canadian Securities Institute: Conduct and Practices Handbook Course

Numbers checked September 2026. Pay figures are typical full-time annual amounts in Canadian dollars, based on Government of Canada Job Bank wage data and published salary grids. They vary by province, employer and experience. Tuition is for domestic students. Sources, links and the click-through version: https://career.help/ca/careers/investment-advisor

Scan for the full clicker