

KNOPMANMARKS

FINANCIAL TRAINING

KM ACES Program At-A-Glance

Program Overview

The KM ACES (Academic Year SIE Enrollments) Program allows incoming full-time analysts and associates the chance to prepare for and pass the SIE exam before joining the firm for full-time training. Benefits of the program to the firm include:

- Shortening of the overall training program by five to seven business days
- Fewer logistics to coordinate during the summer with one less class and one less set of group exam dates
- Less exam anxiety for students during technical training leads to better focus and learning
- Students have more time to focus on top-off exams, leading to higher pass rates

Importantly, ACES students have access to the same KM resources as during formal training:

- Textbook
- Online exams, including diagnostic and benchmark exams
- Recent student feedback
- Regular instructor check-ins
- Mobile App
- On-demand video lectures
- Supplements
- Knopman.com Training Center access

2019 ACES Program Results and Key Feedback

Candidates in ACES program	980
SIE Pass Rate for ACES candidates	99.59% <i>(four failures on first attempt)</i>
ACES candidates who would have preferred to take SIE exam during training	14% <i>(data collected via online survey)</i>
Non-ACES candidates who would have preferred to take the SIE exam during the academic year	47% <i>(data collected via online survey)</i>

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DATE	ACTION ITEMS
November 2019 – December 2019	<ul style="list-style-type: none"> Firm sends an email to students about SIE prep and to expect to hear from KM. KM takes over all communications to students regarding the SIE from there. All group communications will be provided to the firm in advance via a communications handbook. KM will collect student mailing addresses and send materials to students. Setting up accounts early-on allows KM to troubleshoot account issues months before the candidates' start date with the firm. KM will send an introduction letter with step-by-step SIE exam enrollment instructions, as well as guidance on obtaining a voucher needed to schedule the exam. KM will conduct an introductory kick-off call shortly after materials are received to review resources and study strategy for the SIE exam. This call is recorded and sent out to the entire group.
January 2020 – April 2020	<ul style="list-style-type: none"> Students will receive regular follow-ups from our instructors via email. They will also have access to the entire team of instructors to ask content, strategy, and overall exam questions. Candidates will receive a voucher to schedule the exam once they have demonstrated exam readiness, which KM defines as having passed four practice exams. KM will provide the firm with monthly updates including the month students plan to take the exam, as well as updates on exam results for any candidates who have taken the exam. Students who have not been in communication with KM will also be flagged to the firm to ensure we have a sense of every student's plan of action.
May 2020 – June 2020	<ul style="list-style-type: none"> KM will continue to send regular updates to candidates up until their exam dates to ensure everyone is able to pass the SIE by June 1st, or as close as possible to that date. KM will continue to provide updates to the firm on all SIE results for the program. Anyone unable to take the SIE in advance of training will receive guidance on completing all necessary exams, including the opportunity to attend a public SIE course at no additional expense to the student or the firm.