

UNOFFICIAL ENGLISH TRANSLATION

IN THE MATTER OF:

**THE RULES OF THE INVESTMENT INDUSTRY REGULATORY ORGANIZATION
OF CANADA**

AND

STEEVE BUISSON

SETTLEMENT AGREEMENT

PART I - INTRODUCTION

1. The Investment Industry Regulatory Organization of Canada (IIROC) will issue a notice of application to announce that a settlement hearing will be held before a Hearing Panel (the Hearing Panel) to consider whether, pursuant to Rule 8215 of IIROC's Enforcement, Examination and Approval Rules, it should accept a settlement agreement (the Settlement Agreement) between Staff of IIROC (Staff) and Steve Buisson (the Respondent).

PART II - JOINT SETTLEMENT RECOMMENDATION

2. Staff and the Respondent jointly recommend that the Hearing Panel accept the Settlement Agreement in accordance with the terms set forth below.

PART III – AGREED FACTS

3. For purposes of the Settlement Agreement, the Respondent agrees with the facts set out in Part III of this Settlement Agreement.

SUMMARY

4. At the material time, the Respondent was employed as a branch manager.
5. The Respondent, by not making all of the visits required under the terms of the conditions of registration, failed to ensure that the conditions of registration were met for a registered representative under his supervision.
6. What's more, the Respondent did not verify that a new registered representative under his supervision had actually completed his 90-day Training Program in accordance with the applicable rule.

APPROVAL HISTORY

7. The Respondent was a registered representative at Laurentian Bank Securities Inc. (LBS) from October 2001 to April 2016, and acted as branch manager from February 2006 to April 2016;
8. As of 2011 and until termination of his registration with LBS, Respondent held the position of Vice-President and Regional Manager for Eastern Québec;
9. At all material times, Respondent carried out his duties at the Quebec City branch of LBS;
10. The Respondent had approximately 300 clients under his management and supervised approximately 25 employees, 16 of whom were investment advisors in Quebec City, as well as investment advisors in the Chicoutimi, Thetford Mines, Kamouraska and Drummondville sub-branches.

PARTICULARS OF COUNT 1:

11. On February 13, 2012, an Approval Committee of the Quebec District Council (the Approval Committee) approved the reactivation and approval application of a registered representative at LBS, subject to conditions, since the latter was under investigation by Staff of IIROC at the time;
12. Pursuant to this decision of the Approval Committee, one of the conditions imposed was that the Respondent, as the designated supervisor responsible for

the activities of this registered representative, must perform a site visit at the latter's place of work, every two weeks;

13. The Respondent was duly informed of this specific condition, which was his responsibility;
14. On September 7, 2012, the Approval Committee accepted an application to change the conditions of registration for this registered representative at LBS, namely that the Respondent's site visits to the registrant's place of work be conducted henceforth on a monthly basis, rather than every two weeks, notably because of the internal controls and the system for supervising the accounts of this registered representative;
15. On April 29, 2013, Staff of IIROC informed LBS that the conditions of registration that were the subject of the two decisions rendered by the Approval Committee on February 13 and September 7, 2012, were henceforth lifted, considering that the investigation of the registered representative was now closed;
16. Consequently, between February 13 and the end of August 2012, the Respondent should have made at least 14 site visits to the registered representative's place of work;
17. Following the Approval Committee's decision dated September 7, 2012, namely for the period from September 7, 2012 to April 28, 2013, the Respondent should have made at least eight (8) site visits to the registered representative's place of work;
18. Yet, between February 13, 2012 and April 28, 2013, during which period at least 22 site visits should have been made, and even though the Respondent was in regular communication with the registered representative, it appears that the Respondent failed to visit his place of work on at least seven (7) occasions.

PARTICULARS OF COUNT 2

19. IIROC Dealer Member Rule 2900.3 imposes a 90-day Training Program on all new registered representatives;

20. In accordance with Member Regulation Notice MR0359 published on July 13, 2005 by the Investment Dealers Association of Canada (IDA) and titled *Revised Guidelines for 90-Day Training Program*, this training program includes a firm-specific component, as well as a component that may include courses offered by the Canadian Securities Institute (CSI) (now CSI Global Education Inc.);
21. The firm-specific component covers the firm's proprietary products, services, systems and procedures notably;
22. On or around June 28, 2011, the Respondent signed a form titled *90-Day Training Certificate*, certifying completion of the required 90-day training program by a registered representative under his supervision, and thus permitting the latter's registration with IIROC;
23. At no time did the Respondent make sure that this registered representative had actually completed this training, preferring to take for granted that the LBS registration department was handling this aspect;
24. On or around February 24, 2012, the registered representative executed a trade in a client's account and, on or around April 19, 2012, LBS terminated the employment of this registered representative;
25. Following an audit conducted by the IIROC Registration Department in 2012, it was noted that this registered representative had started the 90-day Training Program offered by the CSI, but had not completed it.

PART IV – CONTRAVENTIONS

26. By reason of the above-described misconduct, the Respondent contravened the IIROC Dealer Member Rules as follows:

Count 1

Between February 12, 2012 and April 28, 2013, the Respondent failed to adequately supervise a registered representative under his responsibility, in accordance with supervision conditions imposed on this registered representative by the Approval Committee of the Quebec District Council, contrary to IIROC Dealer Member Rule 38.4(a); and

Count 2

Between July 2011 and April 2012, the Respondent failed to ensure that a registered representative under his supervision met the training requirements stipulated in IIROC Dealer Member Rule 2900.3 concerning the 90-day Training Program, contrary to IIROC Dealer Member Rule 38.4(a).

PART V - TERMS OF SETTLEMENT

27. The Respondent accepts the following penalties and costs:
 - a) A fine in the amount of \$15,000;
 - b) successful rewrite of the Branch Manager's Course (CDS) within four (4) months following the acceptance of this Settlement Agreement; and
 - c) The Respondent agrees to pay IIROC costs in the amount of \$2,500.
28. If the Hearing Panel accepts this Settlement Agreement, the Respondent agrees to pay the amounts referred to above within 30 days of such acceptance unless otherwise agreed between Staff and the Respondent.

PART VI – STAFF COMMITMENT

29. If the Hearing Panel accepts this Settlement Agreement, Staff will not initiate any further action against the Respondent in relation to the facts set out in Part III and the contraventions in Part IV of this Settlement Agreement, subject to the provisions of the paragraph below.
30. If the Hearing Panel accepts this Settlement Agreement and the Respondent fails to comply with any of the terms of the Settlement Agreement, Staff may bring proceedings under Rule 8200 against the Respondent. These proceedings may be based on, but are not limited to, the facts set out Part III of this Settlement Agreement.

PART VII – SETTLEMENT ACCEPTANCE PROCEDURE

31. This Settlement Agreement is conditional on acceptance by the Hearing Panel

32. The Settlement Agreement shall be presented to a Hearing Panel at a settlement hearing held in accordance with the procedures described in Sections 8215 and 8428, in addition to any other procedures that may be agreed upon between the parties.
33. Staff and the Respondent agree that this Settlement Agreement will form all of the agreed facts that will be submitted at the settlement hearing, unless the parties agree that additional facts should be submitted at the settlement hearing. If the Respondent does not appear at the settlement hearing, Staff may disclose additional relevant facts, if requested by the Hearing Panel.
34. If the Hearing Panel accepts the Settlement Agreement, the Respondent agrees to waive all rights under the IIROC Rules and any applicable legislation to any further hearing, appeal and review.
35. If the Hearing Panel rejects the Settlement Agreement, Staff and the Respondent may enter into another settlement agreement or Staff may proceed to a disciplinary hearing based on the same or related allegations.
36. The terms of this Settlement Agreement are confidential unless and until this Settlement Agreement has been accepted by the Hearing Panel.
37. The Settlement Agreement will become available to the public upon its acceptance by the Hearing Panel and IIROC will post a full of copy of this Settlement Agreement on the IIROC website. IIROC will also publish a summary of the facts, contraventions, and the sanctions agreed upon in this Settlement Agreement.
38. If this Settlement Agreement is accepted, the Respondent agrees that neither he nor anyone on his behalf, will make a public statement inconsistent with this Settlement Agreement.
39. The Settlement Agreement is effective and binding upon the Respondent and Staff as of the date of its acceptance by the Hearing Panel.

PART VIII – SIGNATURE OF THE SETTLEMENT AGREEMENT

40. This Settlement Agreement may be signed in one or more counterparts which together will constitute a binding agreement.

41. A fax or electronic copy of any signature will be treated as an original signature.

SIGNED this 16th day of February 2017.

(s) Witness

Witness

(s) Steeve Buisson

Steeve Buisson
Respondent

SIGNED this 24th day of February 2017.

(s) Linda Vachet

Witness

(s) Francis Larin

Francis Larin
Senior Enforcement Counsel, on behalf
of Staff of IIROC