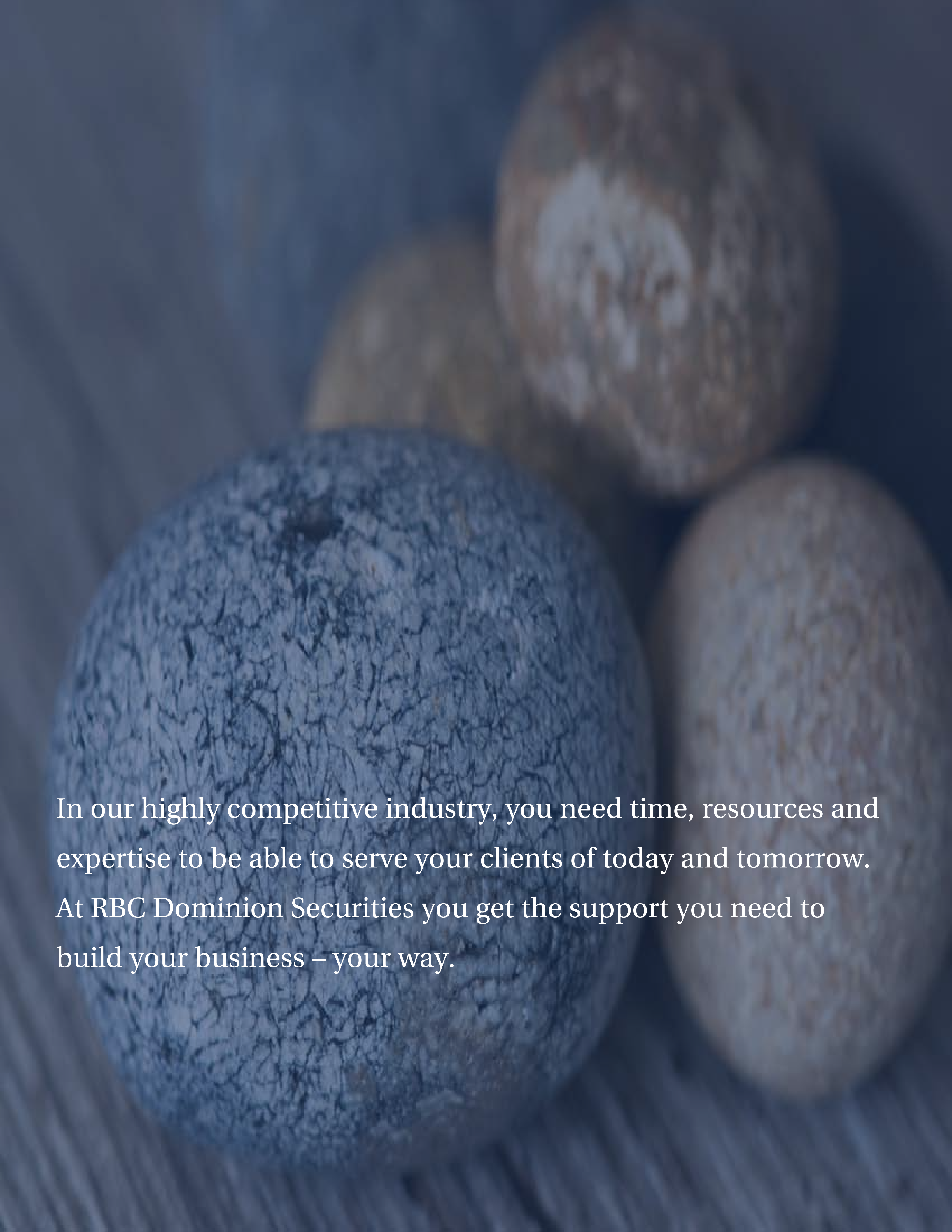
Freedom. Growth. Flexibility.

Everything you've ever wanted for your career.

RBC Wealth Management®

RBC Dominion Securities



In our highly competitive industry, you need time, resources and expertise to be able to serve your clients of today and tomorrow. At RBC Dominion Securities you get the support you need to build your business – your way.

What do you see when you envision your future?

"We recognize that retaining and advancing women is important to the future growth of our business, and that it will help us provide a superior client experience. Therefore, it is a priority at RBC Dominion Securities to help women succeed, and make our firm a great place for them to run a successful and rewarding wealth management practice."
David Agnew, Head, RBC Wealth Management Canada

When you envision your future, does your career include the following?

- The support of a management team committed to your growth
- Freedom and flexibility to build a practice that satisfies the needs of both you and your clients
- Recognition and rewards for your own personal initiative and dedication
- The strength and resources of RBC, Canada's largest and most trusted financial institution

You have a vision for your career and RBC Dominion Securities can help you bring that vision to life. It takes hard work and personal initiative to build a successful practice, and with the support of your management team and the unparalleled resources available at Canada's leading wealth management firm, you can build a practice that is right for you.

"When I joined RBC Dominion Securities in 2007, management said, 'We know you are the investment professional and we will support you in any way, so that you have a business that is perfect for you.' There is no other firm that has ever taken this approach with me. In the 30 years I have been in the securities industry, I have never been as happy and intellectually satisfied as I am at RBC Dominion Securities. In addition to offering me the investment tools, the research, and wealth management platform, the executive management and my branch manager have given us their unlimited support."
Bobbi Benson, Investment Advisor

"Working at RBC Dominion Securities has allowed me to be the best that I can be. RBC Dominion Securities has supported my business vision, provided access to the best product line, provided solutions when needed through utilizing the tremendous knowledge throughout the firm, and most of all I have been treated at all times as a valuable individual in the firm."
Sandra Nass, Investment Advisor

Different is a good thing

RBC Dominion Securities is not a traditional 'stock broker' firm. As our clients' needs have evolved, so has our business. Today's clients want and need an advisor who can help plan their whole financial lives.

This is an exciting time in wealth management because the role extends far beyond making investment recommendations. Our advisors are wealth managers—in addition to managing investment portfolios they can also help their clients achieve important life and financial goals. As Canada's demographics shift over the next decade, our clients' priorities will also shift towards a stronger focus on wealth management essentials such as retirement planning, tax strategies, insurance, and estate planning.

It is important that our workforce reflects the experiences and perspectives of our clients. As the number of women heading households and managing their families' finances grows, so does our opportunity to assist them with their financial goals. Women don't necessarily want different products and services, but they do want a different service model, and to work with someone who can relate to their needs and challenges.

A career in the wealth management industry is an excellent choice for women with strong leadership skills, a talent for networking and a strong determination to succeed. Your dedication and personal initiative is rewarded with lifelong, often multi-generational, relationships with clients who trust you to help them realize their most cherished life goals.

"At Dominion Securities, I am able to offer my clients an impressive wealth management experience because I have access to so many experts and support services. Everyone in this organization is dedicated to earning our clients' business and improving their experience with our firm. My clients have really noticed the difference."

Caroline Gauthier, Portfolio Manager

"I am fortunate to have been able to build a successful wealth management practice over the past 19 years, during which time I also married and started a family. The incredible resources and support at RBC Dominion Securities have contributed to my professional success, and the flexibility of this career enables me to be there for both my clients and for my family."

Christine Morin-Higgs, Portfolio Manager

A supportive environment

As part of our ongoing commitment to the career success of women, RBC Dominion Securities has established a Women's Advisory Board with the goal of fostering an environment that supports and attracts women.

The Women's Advisory Board has sponsored several initiatives specifically geared towards providing women with opportunities to network and share ideas among peers.

› Business building conference calls
› Mentoring programs
› Networking events in each region across the country
› An online community for information sharing
› An annual first-of-its-kind national Women in Wealth Management Symposium that brings together women investment professionals from across the firm

With you every step of the way

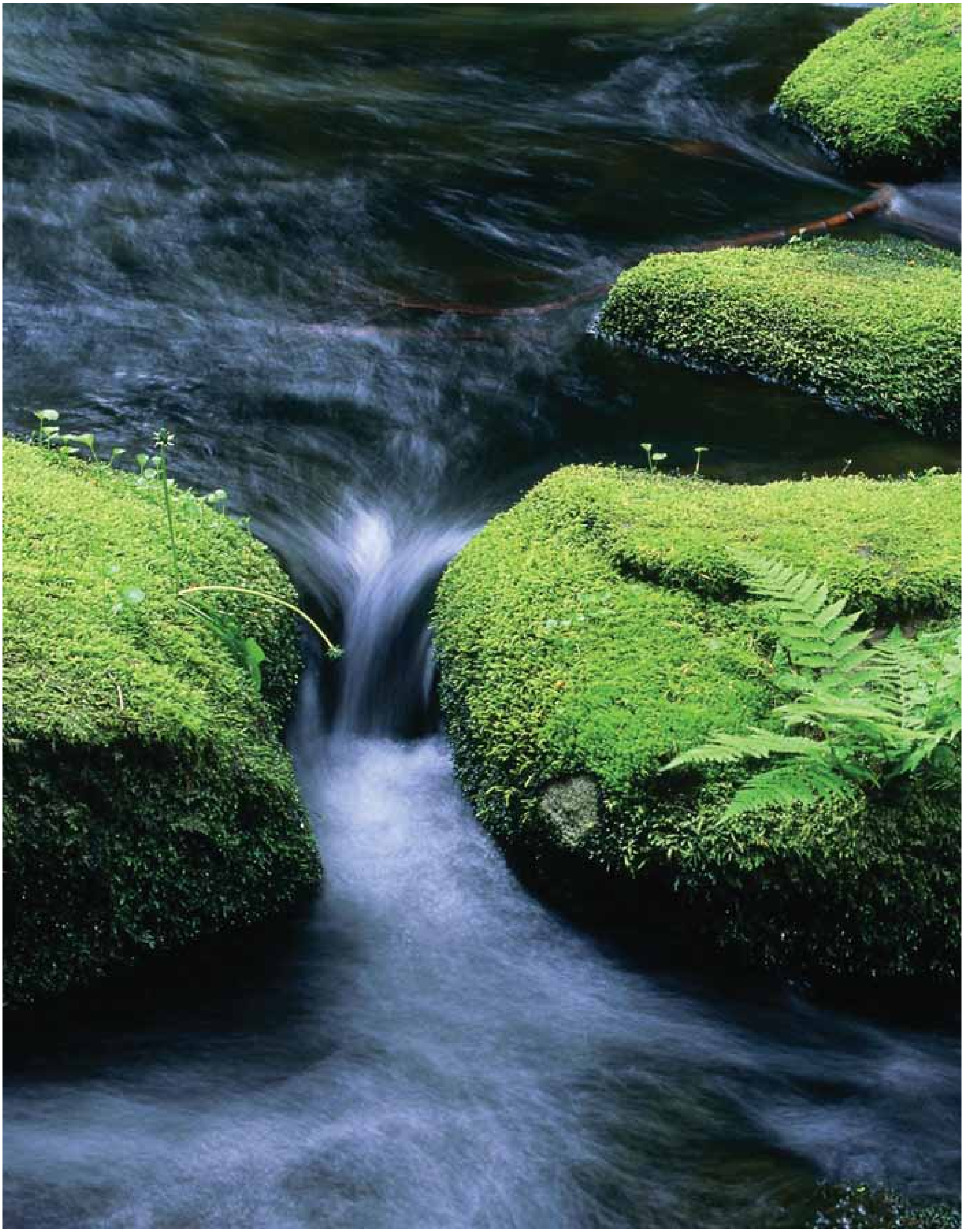
Establishing a new wealth management practice is an intense commitment for at least the first five years. Much like starting your own company, the hard work you put in at the beginning of your new career pays off down the road: you will have a sustainable business which is also a saleable asset.

The road to becoming a successful Investment Advisor requires a lot of hard work, and our New Investment Advisor Training Program will help you develop the skills and knowledge you need to build a successful practice. Your training also yields a secondary bonus: many of our Investment Advisors tell us that friendships they formed at group training activities have been valuable sources of support throughout their careers.

Over the course of your first three months you will participate in group classroom sessions, online modules, webcasts, case studies, role plays and in-branch coaching – all of which will prepare you for your role as an Investment Advisor.

When you finish your initial training you will be equipped with:
› Your licensing and registration requirements to work in the investment industry
› Your own customized business plan
› A complete understanding of wealth management and how it benefits your clients
› The skills and tools you need to manage an investment portfolio
› Marketing techniques to promote yourself and your business
› Soft skills that will help you deal with clients and ask for referrals
› Tactics for finding new clients and expanding your business with existing clients
› Understanding of the technology applications and other resources available to you at RBC Dominion Securities

"With the diverse backgrounds of our advisors, no two practices are the same. The New Investment Advisor Training Program is designed to give you the right tools, skills and processes to help you build a unique, successful business. No matter your background, you will come out of the program with the knowledge you need to succeed. That knowledge, combined with your determination and leadership make up the foundation for success as an Investment Advisor."
Heather Haigh, Vice President, New Investment Advisor Training



Continue to grow and learn

Our business continues to evolve based on our clients' needs and our regulatory environment. Even after you have completed your initial training program you will continue to learn about our industry, new products and services, and new tools that will help you manage your business. In addition, Investment Advisors are required to complete Continuing Education requirements as specified by our industry regulators.

We have many resources to help you grow and learn throughout your career with RBC Dominion Securities:

› Your Branch Management team provides coaching and assistance with business plans

› Practice Management Consultants work one-on-one with you to analyze and improve the effectiveness of your business practices

› You can learn more about our technology applications through personalized coaching in your branch, or you can receive virtual training support online or over the phone

"Dominion Securities is unique in that it provides in-house practice management reviews for Investment Advisors and their teams; no other firm can offer such a valuable resource. We provide valuable coaching and business analysis to help the practice attain its next level of success."

Christina Clement, Vice President Practice Management

"My experience as an advisor at RBC Dominion Securities has been excellent so far. The resources and support available to us in order to provide clients with complete financial advice is outstanding. I am pleased at the efforts put forth by RBC Dominion Securities, such as the Women's Advisory Board, to address unique issues facing our women clients, as well as providing a forum for women advisors to seek information and assistance in building a successful business while maintaining a fulfilling personal life as well."
Clare Mackew, Investment Advisor

Your partner in achieving your vision

At RBC Dominion Securities, our vision is simple: to always earn the right to be our clients' first choice for wealth management services.

Our clients include affluent and high-net-worth individuals, families, businesses, charities and organizations primarily concerned with building and preserving existing wealth. To help our clients achieve these goals, our Investment Advisors and Portfolio Managers provide comprehensive wealth management and investment management solutions on both an advisory and discretionary basis. We're committed to providing our advisors with superior tools and support to help them build deep and lasting relationships with their clients.

Choosing to work with RBC Dominion Securities provides you with a number of competitive advantages:

› A strong reputation and history that gives your clients confidence and peace of mind

› A management team that knows what it takes to build a successful business — because they've done it themselves

› An entrepreneurial culture where personal initiative is encouraged and rewarded

› Wealth management support to help you assist your clients with their whole financial life

› The industry's most comprehensive array of investment products and solutions – and expert advice to help you navigate them

› Professional support groups focused entirely on helping you build and manage your business

› Powerful technology applications that save you time and effort in managing your business

It takes hard work and personal initiative to build a successful practice. At RBC Dominion Securities, both you and your clients have the support of Canada's leading wealth management firm to help you build a successful future.

In 2010, RBC was honoured with the prestigious Catalyst Award for diversity, an annual award from Catalyst, a global nonprofit membership organization. Building a diverse workforce and expanding opportunities for women enriches our organization, enables us to understand our clients better and helps generate innovative ideas and solutions.

Today, women comprise nearly 40 per cent of executives at RBC, with 54 per cent of management roles held by women.

RBC publicly shares its diversity priorities and progress towards its goals in a Diversity Blueprint, available at www.rbc.com/diversity.

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