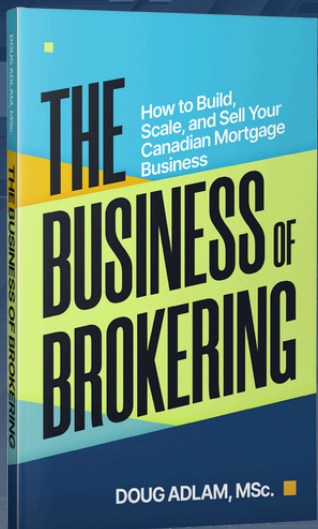


Chapter 19 – Worksheet

What the Industry Needs Next

Use this worksheet to brainstorm how the industry can evolve—and identify the opportunities that will best position your business for the future.

Complete it quarterly.



1) Quick Self-Rating (score each 0–5)

Domain	Score (0–5)	Evidence / Notes
Open Banking Readiness		
AI & Automation Adoption		
Fraud Prevention & Detection		
Regulatory Consistency & Clarity (multi-province ops)		
Licensing & Continuing Education Standards		
Business Education & Leadership Readiness		
Collaboration & Ecosystem Participation		

2) Open Banking Readiness Checklist

Mark status for each item: ☐ Not started ☐ In progress ☐ Complete

Item	Status <input type="checkbox"/> NS/ <input type="checkbox"/> IP/ <input type="checkbox"/> C	Gap / Next Action
Policy & client consent language updated for permissioned data sharing		
Vendor shortlist for bank/CRA connectivity (security, privacy, uptime vetted)		

Item	Status <input type="checkbox"/> NS/ <input type="checkbox"/> IP/ <input type="checkbox"/> C	Gap / Next Action
Workflow for verified income/assets integrated into CRM/DMS		
Staff training on data minimization & privacy-by-design		
Client-facing explainer (one-pager + script) prepared		
Contingency plan if data feeds fail (manual fallback SOP)		

3) Fraud Prevention Audit

Control	Current State	Risk Level (L/M/H)
Advanced doc verification (metadata/tamper checks, deepfake screening)		
Open Banking/CRA verification adopted for income/assets		
Shared fraud intelligence (with lenders/insurers/networks)		
Formal red-flag escalation protocol & training cadence		
Call-note standards & immutable audit trail in CRM		
Quiet-exit policy replaced with report/escalation SOP		

4) Signing Bonus Decision Matrix (if applicable)

- Score each criterion 1–5 (low→high). Add notes and a recommendation.

Criterion	Score (1–5)	Notes / Evidence
Strategic use of funds (growth > patch)		
Impact on splits & long-term margin		
NDA constraints vs. needed transparency		
Team impact & culture trust		
Lender/platform limitations (lock-ins)		
Debt reduction / runway extension		
ROI within term (payback & upside)		
Recommendation (Proceed / Defer / Decline + rationale)		