Hello. I have been reading about the projected to change imbedded commissions for mutual funds in Canada.

I have been in the financial services industry since 1994. I am now 59 years old. I agree that an advisor needs to earn the “trailer commissions” on the block of fund clients!
As such, I run a small block,and I spend my time firstly recording the return history of all my clients in a ledger book. My role is to be the gate keeper for my clients and advise them of asset switches when the stock markets make such a move appropriate.

I am constantly in contact with my clients. I have to provide service work for my clients on things such as beneficiary changes, PAC changes, banking information or address changes, and redemptions all the time, this work I am not compensated for.

Due to my vigilance in not allowing large drops in my clients portfolio, my clients have experienced the best returns possible.

I am confused because I’m not sure when I became the bad guy. I have sat in clients homes to advise them on financial matters, including paying out death claim cheques! I was working when you guys were at home relaxing!

I will do everything I can to help in this. You have to remember, I could have been in another line of work for the last 23 years, if I was told that my very financial lively hood was going to be taken away at my age.

Please think carefully, there are lives at stack.

Yours truly,
Brad O'Morrow
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