



PERSONALIZED INVESTMENT PLANNING INC.

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There Is a Cost

As an investor, you should already be aware that there is a cost associated with making an investment whether it be money deducted from your paycheck for your CPP required contribution or your deposit into an RRSP or even a GIC.

Regulatory authorities have initiated a reporting process that requires financial organizations to identify those costs in your mutual fund statements.

On a go forward basis you will receive detailed information about management expense ratios (MERS) as well as information about trailers (what I get paid to run the day to day costs of delivering service and advice on a broad range of issues from tax to risk as well as market research).

As a result of the increased demands from the regulatory environment in addition to greater compliance requirements, our costs and the associated time commitments to deliver the best possible advice to you our valued clients have increased substantially.

We have elected not to pass onto you, those increased costs while continuing to deliver to you, ongoing advice and service.

From an administrative cost perspective I am prepared to share with you at your request, a detailed list of the expense items needed to deliver to you consistent long term capital preservation and accumulation.

Sincerely,

Michael Gentile, B.A., C.L.U., CH.F.C., C.F.P.
CHARTERED FINANCIAL CONSULTANT