

5.1.2 Companion Policy 81-105 Mutual Fund Sales Practices

**LOCAL CHANGES TO  
COMPANION POLICY 81-105 *MUTUAL FUND SALES PRACTICES*  
IN ONTARIO**

1. ***Companion Policy 81-105 Mutual Fund Sales Practices is changed by this document.***

2. ***Part 4 of the Companion Policy is changed by adding the following section:***

**4.1.1 Front-end load sales option** – The Canadian securities regulatory authorities are of the view that the Instrument does not preclude members of the organization of a mutual fund from facilitating the payment by a mutual fund investor to a participating dealer of a sales commission in connection with the purchase of mutual fund securities that is negotiated and agreed to exclusively between those two parties. For example, the participating dealer may remit to the member the gross proceeds of an investor's purchase of mutual fund securities from which the member may then deduct and remit the sales commission to the participating dealer on the investor's behalf pursuant to instructions received from the dealer..

3. This change becomes effective in Ontario on June 1, 2022.