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To: Neil Mohindra <jointforum@fsco.gov.on.ca>
Date: Wed, Oct 10, 2007 4:23 PM
Subject: New Point of Sale Disclosure Form

TO WHOM IT MAY CONCERN:

On September 24, 2007 at the Industrial Alliance MGA Meeting I attended Grant Swanson's presentation. They asked for our input with respect to the fact sheets to be handed to clients.

These fact sheets are very similar to the ones we can currently obtain via PalTrak. My question is are these sheets updated like PalTrak i.e. monthly and can they be pulled off like PalTrak or must we access them via the Insurance Company?

The other point is on Page 28 of the sheet I have "Fund Facts", in the square in the lower left corner "How has the fund performed?", I feel that the second point is not informative or strong enough. I believe it should be similar to the statement for the mutual fund industry. **This** statement is so weak it would not disturb the client if they had any doubts and also does nothing to protect the agent. As a matter of fact it would invite legal action because of its weakness.

To summarize - my concerns are the weakness of the declaration and the vagueness of how the fact sheet is updated and by whom.

Thank you very much.

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JL/lr

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