

To: jstevenson@osc.gov.on.ca,
Cc:
Bcc:
Subject: Point of sale
From: Jean-Francois Gauthier <financegauthier@videotron.ca> - Monday 10/19/2009 02:36 PM

Thank you for allowing me the opportunity to submit comments on the Implementation of Point of Sale Disclosure.

I am a mutual fund advisor and wish to lend my support to the responses, comments and recommendations submitted to you by the Investment Funds Institute of Canada (IFIC) dated October 14/09.

I fully agree with and support the IFIC comment letter. In particular, I would like to specifically express my full agreement to the following sections of the IFIC comment letter:

- Delivery Requirements and Operational Efficiency
- Adopting a Feasible Plan for Transition
- Under Section - Detailed Comments and Related Recommendations
 - * Attachment 2, CSA Question 4 - In addition to the IFIC recommendations, we ask that additional consideration be given to the procedure and cost involved for implementing a method for dealer firms to track and communicate to fund companies when a client wishes to obtain the Fund Facts along with the trade confirmation, rather than at the time of sale. Trade confirmations are sent to the client by fund companies, for client name accounts. ESG requirements may be required to allow for XML tags to be sent to fund companies along with the purchase order.

In addition, with regards to Compliance Tracking of the delivery & receipt of the Fund Facts disclosure, we ask for clarification as to which licensee, regulator or entity will be responsible to monitor delivery of Fund Facts for segregated fund purchases? Segregated funds are an insurance product/policy and life licensed individuals are under self-regulation and/or regulated by FSCO.

We trust that consideration will be given to the comments received on the Point of Sale Disclosure initiative, as the policy will greatly impact all stakeholders

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