



This brochure is one of a series intended to help you invest successfully and achieve your financial goals. If you have any questions or comments, speak to your financial advisor directly or contact investor services.

UNDERSTANDING THE COST OF ADVICE

Introduction to compensation models

GP Wealth Management and your financial advisor work together to provide you with a range of ongoing services and advice related to your investments and personal financial plan. The amount of compensation you pay in return depends, in part, on the compensation model you choose.

Embedded. In the traditional model, compensation is imbedded as commissions and trailer fees in the price of the products you purchase. For instance, if you hold a mutual fund, a management fee is embedded in the Management Expense Ratio (MER)[†], and a portion of the fee is paid to GP Wealth and your financial advisor.

Fee for service. In the fee-for-service model, you pay an annual advisory fee directly to GP Wealth and your financial advisor based on your total assets under administration (AUA).

Here's a comparison of the average cost of advice based on compensation model:

Embedded-commissions model	0.1% to 1.50% of AUA
Fee-for-service model	0.5% to 1.25% of AUA

Speak to your financial advisor about which option is best for you.



GP WEALTH MANAGEMENT
INDEPENDENT THINKING WORKING FOR YOU

[†] If you would like to know and compare the MER for any mutual fund available, ask your financial advisor for the Fund Facts document.



This brochure is one of a series intended to help you invest successfully and achieve your financial goals. If you have any questions or comments, speak to your financial advisor directly or contact investor services.

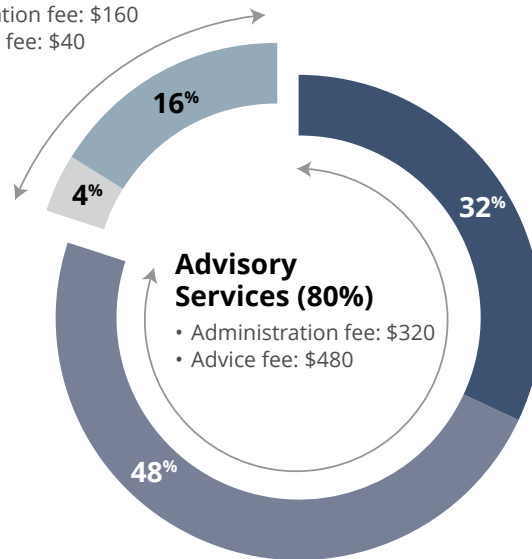
Management and Advisory Services

Many investors may not understand what they get for the cost of advice. The following chart illustrates the core services you receive from GP Wealth and your financial advisor, along with the average costs associated with each area of service.

→ Example: Based on an annual advisory fee of \$1,000

Management Services (20%)

- Administration fee: \$160
- Regulation fee: \$40



You can read more about fees, commissions and how your financial advisor is compensated by visiting:

gpwealth.ca/learning



GP WEALTH MANAGEMENT

INDEPENDENT THINKING WORKING FOR YOU



This brochure is one of a series intended to help you invest successfully and achieve your financial goals. If you have any questions or comments, speak to your financial advisor directly or contact investor services.

What your financial advisor can do for you:

- » **Comprehensive financial planning**
- » **Investment planning**
- » **Retirement planning**
- » **Education planning**
- » **Estate planning**
- » **Advanced tax planning**

▼ Management Services

(provided by GP Wealth to its advisors and clients)

ADMINISTRATION

- ✓ Operations and overhead
- ✓ Trade review and supervision
- ✓ Account reporting (account statements/client communications)
- ✓ Investor tools and research

REGULATION

- ✓ Registration, regulatory and investor-protection-fund fees
- ✓ Legislated continuing education

▼ Advisory Services

(provided by financial advisors to their clients)

ADVICE

- ✓ Personalized financial planning
- ✓ Initial and ongoing investor risk assessment
- ✓ Development of an investment policy statement
- ✓ Investment research and market updates
- ✓ Asset allocation, portfolio rebalancing and risk monitoring
- ✓ Regular review meetings and reporting

ADMINISTRATION

- ✓ Operations and overhead
- ✓ Licensing, registration and proficiency fees
- ✓ Legislated continuing education



GP WEALTH MANAGEMENT

INDEPENDENT THINKING WORKING FOR YOU