

Greetings:

Re: Mutual Fund Fees and Trailer

Fees Financial Advisors

I have, over the years, been involved with banking institution advisors and investment companies. NEVER...in the last 25 years has an advisor ever disclosed the fact that they were receiving trailer fees, or 'kickbacks' as I call them. It was only recently that trailer fees were ever discussed, and that was because I forced the issue. As far as I am concerned, the whole financial business exists in a culture of Intentional non-transparency. On more than one occasion, when I discussed the issue of fees with financial advisors and did a few calculations, the cost of doing business with them totalled close to 3%. So I continued to shop around.

I think that mutual fund fees...which in most cases include Trailer Fees end up being too high and not far from close to double U.S. mutual fund fees. I think that most if not all Financial Advisors are trained to pull the wool over the clients eyes and freely and willingly participate in this Intentional Culture of Non-Transparency because their main concerns are fees and commissions. This is a blatant conflict of interest and it puts the needs of the client last.

I think that all Financial Advisors should be required to inform their clients of all fees and the long term impact of their fees...direct or indirect in writing in a clear, concise manner without any fine print.

I think that all Financial Advisors should have a FIDUCIARY responsibility to uphold the needs of their clients.

The way the financial business is run at the moment borders on outright dishonesty.

I would like to add that I have a good relationship with my Financial Advisor at the moment but it has taken some brutal honest and confrontation on my part. Over the past few years I have worked at creating a relationship of mutual interest with him but it has been a lot of work.

(Rev.) Mark Fleming