

October 20, 2018

Mr. Bruce Foster
Foster Agencies
615 St. Mary's Road
Winnipeg, Manitoba
R2M 3L8

Attention: Mr. Bruce Foster

Dear Sir:

It has been brought to our attention that the Canadian Securities Administrators (CSA) have proposed changes to National Instrument 31-103. I would like to inform the CSA that I believe the changes are not in the best interest of the public. The arrangement that we currently have with Foster Agencies and BCV Asset Management Inc. is by far the best wealth management relationship that I have been involved with.

We have built a strong relationship with Foster Agencies whereby we meet three or four times a year to discuss retirement and tax planning. Then we chat at least once a year with BCV about the investment philosophy, the actual investments and make any desired changes to our portfolio.

We believe that we have the best of both worlds, a strong financial planner and a strong investment firm. Why would we want to change this? Previously I had been with the big financial institutions and various trust companies and never received the same level or quality of service.

I was the managing partner of BDO Canada LLP's Winnipeg office and during my 20 years as a partner I have referred numerous clients to various financial institutions to handle their financial investments. In the last five years I started referring my clients to Foster Agencies and BCV and each and every one of them are very happy with the current relationship. They do not want to see the relationship change.

I would strongly ask the CSA to review the proposed changes to National Instrument 31-103 and to please leave it unchanged as I and the clients that I have referred to Foster Agencies and BCV are very happy.

Yours truly,

James Doer, FCPA, FCA, CFP
Retired Partner BDO Canada LLP