

Wendy and Joseph Templeman
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October 12, 2018

To:

British Columbia Securities Commission
Alberta Securities Commission
Financial and Consumer Affairs Authority of Saskatchewan
Manitoba Securities Commission
Ontario Securities Commission
Autorité des marchés financiers
Financial and Consumer Services Commission of New Brunswick
Superintendent of Securities, Department of Justice and Public Safety, Prince Edward Island
Nova Scotia Securities Commission
Securities Commission of Newfoundland and Labrador
Registrar of Securities, Northwest Territories
Registrar of Securities, Yukon Territory
Superintendent of Securities, Nunavut

Re: Proposed Regulatory Changes by the Canadian Securities Administrators

We have recently become aware of a CSA proposal to a limit payments of referral/management fees to our Financial Advisor, Bruce Foster. We are incredibly alarmed with the thought of this action and are energetically compelled to send our comments and concerns to you. We are completely satisfied with our current financial planning relationship with Foster Agency and the **outstanding investment performance** we have received from **BCV Asset Management**. We have referred many of our family and friends to Foster Agency and BCV and they are all extremely satisfied with their relationship and results.

Over the years we have dealt with many major banks and financial institutions. The service and performance received does not even scratch the surface of our present arrangement. We have never looked back except to acknowledge that our biggest mistake was waiting so long to change over to Foster Agencies and BCV.

We do not hold jobs with any kind of pensions and will be self-supported in our retirement years. Our comfort level with our finances and our ability to look into the future and realize that we are going to accomplish our dreams and goals is a true testament of a job well done by Foster Agencies and BCV.

The following is a list of how we have benefitted in our relationship with Foster Agencies. We did not have any of these experiences prior to dealing with Bruce Foster.

Availability	Bruce is always accessible, available and accommodating. We have financial review meetings several times and year and he will always be available to us in person or on the phone if we have anything arising between meetings, (no toll free numbers to contact centres). He also calls between our meetings just to check in. We have also had regular opportunity to meet with BCV.
Education	We constantly learn from Bruce and BCV and they are able to communicate at a level and dialogue that is understandable. Our previous encounters left us in a cloud of confusion and wonderment.
Transparency	Fantastic understandable and regular reporting for all transactions, service and management fees and portfolio updates.
Management Fees	The management fees are much lower than any of the other institutions we dealt with.
Fund Selection, Diversification & Individuality	Through BCV, the ability to select individual investments and not have to purchase packaged groups of funds or funds specific to the institution that you are dealing with. In the past we were constantly being pushed into firm associated funds. We are now tailored to our specific situation and have had great results.
Advice	We have received excellent financial planning advice and have benefitted from a great network of professionals for other services such as insurance and taxes etc.
Trustworthy and Continuity	We have 100 % total trust and confidence in Foster Agency. They have always been there for us in the past, now, and will be in the future. Our past experience with "the institutions" had a proven track record of advisors "moving on" , constantly changing personnel, therefore never having any kind of comfort level, continuity or relationship.

In closing,

Our Relationship with our Advisor, Bruce Foster is very important to us now and certainly will be in the future as we move toward retirement. We have a very positive, trustful and beneficial relationship and have achieved great results. We need it to continue.

We believe our chosen Financial Advisors need to be compensated for their continued efforts. The advice, education and planning is indefinite as we transition from our working life to our retirement life. It has been and is an invaluable service.

Please reconsider this proposed change. This will be very harmful and if there are certain individuals that have driven you to these measures they should be individually addressed . Please do not paint everyone with the same brush.

Sincerely,

Wendy and Joseph Templeman.