

To Whom it May Concern,

I am writing in support of CISO's proposed adoption of an incorporated approved person compensation agreement. The proposal promotes fairness & consistency by providing all client facing advisors with access to the same compensation structure, regardless of registration category. It would also provide greater tax certainty, reduce administrative complexity, & allow advisors to operate more efficiently, similar to other Canadian professionals. In addition, the proposal maintains investor protection & regulatory oversight, while modernizing compensation rules. For these reasons, I encourage CISO/CSA to proceed with the proposed amendments.

ScotiaMcLeod®,
a division of Scotia Capital Inc.
Suite 2100 10220 103 Avenue NW,
Stantec Tower
Edmonton, AB Canada T5J0K4

T: 780-420-2291
F: 780-497-3228
TOLL FREE: 1-800-661-7137
walter.friesen@scotiawealth.com
scotiawealthmanagement.com

MAILING ADDRESS
ScotiaMcLeod®,
a division of Scotia Capital Inc.
Suite 2100 10220 103 Avenue NW,
Stantec Tower
Edmonton, AB Canada T5J0K4