

December 9, 2013

Dear Client,

This past September I made it a priority to attend the Assante National Wealth conference in Los Angeles. I was alarmed by one of the compliance topics pertaining to the high frequency of cyber-related crimes being committed in Canada. For example, in 2012 over 8 million Canadians were affected by some form of identity theft which includes internet breaches of personal information. This trend especially highlights the importance of having a dedicated Financial Advisor who has a working knowledge of your financial affairs to minimize the possibility of fraudulent account activities. I take this very seriously and will not include sensitive personal information via email, and will only accept trade instructions once I have confirmed your identity. Please contact me should you wish to learn of ways to protect your identity from would-be thieves.

An additional topic of interest relates to the National Instrument (NI) 31-103. The securities regulators are mandating all IIROC/IDA Member Firms to provide clients both enhanced reporting of performance data and greater transparency with regards to fees collected. Implementation will begin next year with verbal disclosures, followed by revised statements scheduled for 2015. By 2016, the final phase should be implemented which involves disclosing dealer fees, along with a Fiduciary Standard requirement. I will be providing you with more details as they become available and look forward to reviewing how the Modified Dietz method will more accurately reflect investment returns.

I have recently updated my professional website address to www.CanadianFinancialConcierge.com as it better reflects my objective of being a single point of contact relating to financial matters. In the coming months, I will be adding interactive content such as new financial calculators and additional web links that will assist you in reaching your financial goals sooner. In addition, I have created a Twitter account where I am re-posting articles relating to personal finance.

Please follow me on Twitter @CdnFnlConcierge

To keep track of important events and appointments, please find enclosed a 2014 calendar with my compliments. On behalf of my Assistant Kim and myself, we would like to take this opportunity to wish you and your family a happy and healthy holiday season, and prosperous New Year!!

Sincerely,

David Beauchamp, CFP, FMA, CIM, FCSI
Senior Financial Advisor

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