



BREAKING IN TO RETAIL DISTRIBUTION

A Practical Overview

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PROVIDING FUND VALUATION &
UNITHOLDER RECORDKEEPING TO
INVESTMENT FUND MANAGERS SINCE 1997

Agenda

- **Fundserv**
 - Everything you need to know
- **Broker/Dealers**
 - Steps to get approved by head office and put 'on the shelf' for advisors
- **IIROC**
 - Regulatory considerations

Fundserv (1)

- What is it?

- A network

- Automation

Fundserv (2)

- Why do I need it?
 - Retail channel
 - Condition of approval

Fundserv (3)

- How do I get on it?

- Code issuance – Registrant
 - *Options? No “sharing”!*
- Administrator - Technology

Fundserv (4)

- **When should I get on it?**
 - No on-and-off...
 - Fees – regardless of volume

Fundserv (5)

- What are the costs?
 - Fundserv
 - Administrator

Broker / Dealers (1)

- **You're on Fundserv!**
 - So...big deal...

Broker / Dealers (2)

- **Advisor demand**

Broker / Dealers (3)

- **Head office approval**
 - Check the boxes...
 - Now...let's hear about your fund...
 - Back office setup

IIROC

- **Bare Trustee Custodial Agreement**
 - “Acceptable securities location” ...
 - *Options?*
- **Fund Prices**
 - Fundata

THANK YOU !

QUESTIONS ???