From:	Darren Ryan
To:	Member Regulation Policy
Subject:	Harmonize Advisor Compensation
Date:	Thursday, July 9, 2026 8:42:24 PM
Attachments:	image001.png image002.png

[EXTERNAL EMAIL / COURRIEL EXTERNE]

Dear Sir / Madam,

I'm a member of Advocis (Chapter President), member of CALU, member of the Independent Financial Brokers Association (IFB) and, Top of the Table member of MDRT, and I am writing to express my opinion in favour of the proposed rule amendment to harmonize advisor compensation.

As the industry continues to evolve, some wealth management teams have grown extensively over the last few years and this harmonization is long overdue. I **strongly agree** with **giving advisors** the **choice** to have **compensation paid into their respective corporations**, rather than being forced to take all compensation personally for various reasons:

1. A lot of wealth management teams have business expenses that should flow through a proper corporation, rather than sole proprietorships. It also makes it easier to rent office space, hire employees, & fund future acquisitions, just to name a few things.

2. It makes it easier to save some additional corporate funds (retained earnings) to help when times are tough (Covid was a prime example).

3. It will add additional costs to those advisers who opt to become incorporated, however that will be a personal choice of theirs, but it will allow more advisors and their teams to grow with some enhanced creditor protection, and business planning opportunities:
    a. Mergers & Acquisitions, Succession Planning etc
    b. It will help the 'little guy' compete against the national & international "Roll Up" firms to help ensure Canadian get the great service they're used to, rather than senior advisors selling for a higher payout because younger advisors can't afford to buy into the firm.

4. Given the income tax deferral, it will significantly enhance the ability for some junior advisors to save a little more in their corporations, to help reduce the barrier to buy into the team / firm there currently working with / at.

5. It should also be allowed for each advisor to become incorporated, even if they're on the same team or in the same office.
    a. They wouldn't have to share the SBD unless their corporations eventually become related in a Merger / Acquisition

This is a tremendous step forward as it allows advisors more choice to run their businesses across the country.

One thing to consider: all shareholders of the corporation, and affiliated corporations, should be licensed / registrants of CIRO, or non-arms length family members with non-voting shares. There should not be a way for ‘investors’ to be majority owners in wealth management firms without being licensed, of which the articles of incorporation would easily show.

I’d strongly consider letting insurance advisors who are already incorporated on the insurance side, simply have one corporation for both lines of business. But I understand if this cannot be accomplished and dually licensed advisors have to have separate corporations.

Thanks,

Darren P. Ryan, B.Sc., MBA, CFP®, CLU
Financial Planner

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