From:	Mat Conniff
To:	Member Regulation Policy
Cc:	CIRO-Reporting; TradingandMarkets@osc.ca
Subject:	Proposed Advisor Corporation Compensation
Date:	Friday, July 24, 2026 12:16:26 PM

[EXTERNAL EMAIL / COURRIEL EXTERNE]

To Whom It May Concern,

I am writing to provide feedback on the proposed advisor corporation compensation structure.

I am in favour of providing a corporate compensation structure. I think most advisors would appreciate this, especially those of us planning a long-term career in this business.

I think Canada as a nation could do more to promote entrepreneurship. I think entrepreneurship is one of the backbones of an economy and a nation. Allowing advisors to incorporate and benefit from the resulting tax savings promotes more entrepreneurship. I would like the same opportunity as pretty much every other Canadian who starts a business, should I choose to: the ability to incorporate. Entrepreneurs in other professions, whether electricians, lawyers, accountants, or any other, can incorporate and benefit from it, while we in the investment industry cannot.

My major issue with the current and past rules is that they are unfair. It is simply that. I do not really believe this will help the Canadian public and the investors in any meaningful way. I simply think this would consolidate the rules to allow the same structure across the country. I live in Alberta and have been in this industry for a decade so I am familiar with the requirement that compensation must be paid personally rather than to a corporation. The ASC does not allow mutual fund compensation to be paid to a corporation, while most other jurisdictions allow this. Under the past rules, this is simply unfair to those of us in Alberta compared to other jurisdictions, given that we provide the exact same services. I simply want a level playing field so that compensation is fair across the country.

Thank you for your consideration and I look forward to your decision.