



**"Better Disclosure, A Better Way" - DON'T buy or be \$OLD a \_\_\_\_\_ fund without it!**

## **PONDER THESE: Killoran's TOP 10 Investment Fund Questions**

- ❶ Who decides what investment fund unitholders DESERVE to be told, SHOULD be told and MUST be told about the collectivism power, happenings, disposition and transparency details of their money?**

Do you know the names, positions and titles of these individuals who are accountable for ensuring the safety and integrity of our Canadian capital markets and your sacred retirement savings?

- ❷ Why don't we have an investment funds / securities industry "crime stopping" reporting mechanism where anyone may anonymously report "investorism" abusing improprieties and illegalities?**

Why don't our market registrants have a tenet in their Code of Ethics that clones # 37 of the Canadian Medical Association's physicians self-prescribed Code:

**(37) avoid impugning the reputation of colleagues for personal motives; however, report to the appropriate authority any unprofessional conduct by colleagues.**

- ❸ How many financial advisors do you have? Are they specialists?**

Where do you rank your financial advisor(s) on the scales of respect, trust and integrity?

Do you rank s/he(s) near the top of the totem pole with doctors, teachers and clergy, or near the limbo-low bottom of the totem pole with lawyers, used car salespeople, etc.?

Why do you carve your financial advisor(s) on the totem pole where you do?

- ❹ Why don't we know, why aren't we told if a investment fund's historical 1, 3, 5 and 10 year posted returns include positive or negative performance contributions from individual stock holdings like Bre-X, Timbuktu, Laidlaw, National Medical Enterprises, Diamond Fields Resources, Philip Services, Cinar, Northern Telecom, the plethora of here today, where will they be tomorrow \_\_\_\_\_ dot-coms, etc.?**

Do you care, do you want to autopsy what was in your funds looking BACKWARDS, what is in your funds looking FORWARDS, do you want to know how much RISK your fund manager has actually taken **versus** a comparable indices to produce your returns, do you care?

**5 Have you reviewed the asset mix holdings in your investment portfolio recently?**

When was the last time you compared your portfolio asset mix disposition against a prudent investment asset mix by your age and years to retirement with an asset mix recommendation from a qualified pension actuary?

**6 Is it prudent, is it against "Know Your Client Suitability" for seniors, retirees, pensioners and those on permanently disability pensions to be advised by the unlicensed and unregulated fund company paid for seminar "skills" to take out home equity loans to invest in DSC (deferred sales charge) SOLD fund schemes using the monthly Systematic Withdrawal Plan (I call it the SWooP Bomb) to cover the monthly interest only on the loan and possibly some loan principal too?**

Have you read the Leverage Sections, 21.5 and 21.6, in Glorianne Stromberg's Millennium Strategies Report?

**7 Financial stock market leverage can be a two edged sword. If you are leveraged, do you know how much of a stock market hair cut correction over how many months it would take to produce the ugliest leverage scenario possible for you, a scenario where you'd lose 100% of your money, a scenario where you'd be wiped out financially, a scenario where your home equity loan could be called?**

**8 Do you know the annual Management Expense Ratio (MER) + GST = \_\_\_% that is deducted from each of your investment fund holdings annually by the fund manager?**

**9 Do you know the quarterly \$\_\_\_\_ amounts of MERs that are deducted from your fund holdings prior to unit value calculations?**

**Do you know the \$\_\_\_\_.\_\_\_\_ amount of the "trailer fee commission" component of the MER that your fund company pays to \_\_\_\_\_ WHOM (your financial advisor, fund distributor, etc.?)**

Why don't you know the dollars and cents amounts of the management fees and commissions that you are paying?

Why isn't this financial educating, enlightening and cleansing information on your quarterly fund company statements?

**⑩ Do you know that Senator Kirby's Senate Bank Finance Committee held hearings during the Fall of 1997 and Spring of 1998 that heard presentations on the concentration of power held by / controlled by / located amongst our largest institutional money managers?**

Do your investment fund managers always vote the common stock proxies in your fund(s) on your behalf?

Why doesn't your fund(s) prospectus(es) cover this "material fact" (corporate governance) issue of the voting of stock in your investment funds?

When your fund manager(s) do vote the common stock positions in your fund(s) on special situation proposals, do they tell you, THE beneficial owner of the money, how many collective shares they have voted under their umbrella, how they have voted and why they have voted how?

If no, do you care, do you trust your fund managers to always vote the shares in your funds in your best interests and not their own self-interests?

Have you ever wondered about the voting of stock in your investment funds?

IF you care about the voting of stock in your funds, the governance issues and your deserved transparency (it is your money!), to whom and where do you think that you should complain?

**PLEASE NOTE:** Originally requested by Dale Ennis, Canadian Money Saver, 09/15/97. Dale Ennis declined to publish my 10 Questions in his 10/97 issue !