

Disclosure Statement
Advisor Information for Clients
concerning
Frank R. Tooton, CFP, CH.F.C.

About me

I am a designated Certified Financial Planner, (CFP) and Chartered Financial Consultant (CH.F.C.). Among other products and services, I am licensed to sell life and health insurance products in the provinces of Newfoundland & Labrador (TCI*), Nova Scotia (TCI*), Ontario (TCI*), Alberta and British Columbia. I have been active in my profession since June 1987. I incorporated my practice, Tooton Consulting Inc. (abbreviated as TCI* noted above), in August of 2010.

My websites: www.franktooton.com
www.thenewonepercent.ca
Mobile: 902-880-5327
E-mail: frank@franktooton.com

Companies' products made available.

I have access and/or provide referrals to the following companies' products and/or services:

- Industrial Alliance (iA Financial)
- CashiQ (Various FIs for GICs)
- RBC Life Insurance Company
- LEAP Systems, Inc.
- Empire Life
- CustomCare
- Assumption Life
- BMO Insurance
- The Edge Benefits
- WealthBar Investments
- The Institute
- Independent Financial Brokers of Canada
- OFX-Foreign Exchange Broker
- Innovatingedge.com - Affiliate
- Manulife Financial
- Medavie Blue Cross
- Standard Life
- Benecaid Health Benefit Solutions
- Manulife Bank
- Sun Life
- The Equitable Life Insurance Cda
- The Foresters
- SSQ
- PPI Solutions
- CashiQ
- Registered Deposit Broker Cda.
- Canada Life

I refer mortgage and lending requirements to Manulife Bank and Bank of Montreal (BMO).

Description of my work

I dedicate my time to existing, new and prospective clients. I set up appointments, which may lead to an initial interview and/or a service or review meeting. The next steps can be a fact-finding interview, planning and preparation and finally a presentation interview. This can take two or even three meetings of one to two hours each. If these meetings are successful, the relationship and/or transaction may still not be confirmed. At this point the financial, lifestyle and/or medical underwriting period begins. Next, can be possible consultation with other professionals, collection of various requirements & documents and finally, contract delivery. The total time I can dedicate to any one case can be up to several hours over a time period of many months, depending on the circumstances. Also, I provide on-going client service and continue a study program that qualifies for Professional Development Continuing Education credits.

Nature of my relationship with companies

No insurer holds an ownership interest in my business, nor do I hold a significant interest in any insurance company or financial institution.

Compensation

The company that offers the product you choose will pay me. I am compensated by a sales commission for most products at the time of sale and may receive a renewal (or service) commission. For certain products or services, I may receive a referral fee. Alternatively, we can enter into a fee for service arrangement, the details of which we can discuss. My preference is for you not to incur unnecessary out of pocket fees or costs. On a rare occasion, with respect to certain products, the commission may be different than the standard commission scale provided by the company issuing the product. I will advise you if this occurs. Any future increases in the commission scale will require your written approval. I may also be eligible for additional compensation in the form of bonuses and/or non-monetary benefits. These may, for example, include travel incentives or entitlement to participate in a share purchase plan. This compensation (travel/incentives & share purchase plans) are something I have not participated in for over 15 years. Additional compensation may depend on various factors such as the volume or retention of business I place with a company during a given time period. Should your contract be cancelled during the first few years, it may be susceptible to a pro-rated commission and additional compensation chargeback, normally payable by me to the issuing company.

Conflict of interest

I take the potential of a conflict of interest seriously. There should never be a conflict of interest and I will notify you if there is a conflict of interest of which I become aware, regarding my services. My services will take into consideration not just your current financial position, your financial needs & wants, but also your maximum financial potential. I am licensed to use a verifiable, macro-economic model (LEAP Systems, Inc. PS&G Model, Leap 2.0 Design Centre Software and related materials). Our work is based on your personal situation. Should you choose this process, I believe you have the best opportunity to ensure that you are fully aware of all your options and areas to be addressed, thereby maximizing your financial position and the efficiency of your money at work. As mentioned above, my preference and normal practice is not to charge a fee for my service, as my job is to try to eliminate fees and costs. When doing business with me, I'm required to have on file a Reason Why Letter re: a life insurance product purchase(s) and/or an Engagement Letter.

Frank R. Tooton has prepared this statement. He alone is responsible for its accuracy.

Acknowledgment

I/we, _____/_____, have been informed of, and understand the implications of this disclosure including any conflict of interest or potential conflict of interest associated with Frank R. Tooton, in relation to any recommendations made.

I/we agree to continue discussions with you and understand that I/we may ask for further information regarding this disclosure.

Client(s) Signature(s): _____

Date: _____