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The Right Honourable Justin Trudeau, Prime Minister of Canada

The Honourable Filomena Tassi, Minister of Labour

The Honourable Bill Morneau, Minister of Finance

Mr. or Mrs. xx, Member of Parliament for xx

CC :

André Di Vita, Chairman of the Board of the Chambre de la sécurité financière

Marie Elaine Farley, CEO of the Chambre de la sécurité financière

Flavio Vani, President of the Professional Association of Financial Services Advisors

Louise Gauthier, Senior Director, Distribution Framework Policies, Autorité des marchés financiers

Re: Counsellor and Self-Employed with Significant Loss of Income Not Eligible for the Canada Emergency Benefit (CEP)

Mr. Trudeau, Mr. Morneau, Ms. Tassi and MP X,

First of all, I would like to thank you for all the measures you are putting in place to support workers, jobs and economic activity in the country, which is greatly affected by this health crisis. It is a colossal task. Thank you!

I would like to draw your attention to my situation and, by the same token, to that of all self-employed professionals in all fields who are governed by a professional order or professional self-regulation body and who must obey a strict code of ethics and strict obligations.

I need to be reassured about my professional future and my income.

Know that I am a financial services professional, self-employed and accomplished in my practice. (Titles, for example: Pl. Fin, A.V.A., Adm. A., C.A.A.S., etc.) (Financial Planner, Mutual Fund Advisor), I work primarily with my xxx clients to help them manage their personal finances, ensure their financial security and plan their retirement so that they can focus on giving the best of themselves and thrive in their own personal and professional lives.

First, my services have been recognized as essential by the Government of Quebec. Following the recommendations issued by the government, the Chambre de la sécurité financière (CSF) and the Autorité des marchés financiers (AMF) requiring us to reschedule any unnecessary appointments and to promote telepractice to continue serving our clients, you will understand that my income has now reached a critical low because I can no longer meet clients and I no longer do any canvassing. A large number of clients have lost their jobs and their income and they have completely different concerns.

All independent or self-employed financial planners and insurance and mutual fund advisors are currently experiencing a significant decline in their business activities. It is imperative that the government provide us with emergency assistance for the next four months, as offered through ECP.

The eligibility criteria currently in place require that we have no income for at least 14 consecutive days in each four-week period. These restrictions automatically exclude us from ECP simply by virtue of meeting a client's needs. In addition, the fact that we receive a small service fee each week also excludes us from any possibility of receiving this assistance. All services and transactions that we are unable to perform today will have a catastrophic impact on... two or three months from now because of our deferred compensation arrangements.

The ECP eligibility rules are unreasonable and unfair to self-employed professionals. The system should be able to help us but we are falling through the cracks.

Finally, I would like to bring to your attention that we cannot afford not to meet a client's needs because of our many work obligations, even if we are now - and for the next few weeks - without a decent income. Under these circumstances, you will understand that all independent financial services professionals find themselves in a very delicate ethical situation and a very difficult financial context.

I urge you to address specific issues described above that undermine the professional future of self-employed workers governed by the FSB and, consequently, could undermine the financial security of their clients.

I am involving my professional organization in this request since the analysis of financial needs and the purchase of life and health insurance involve face-to-face meetings. However, almost all of our appointments have been postponed with the exception of urgent transactions since we have an ethical obligation to ensure this follow-up in particular. The respect of our professional obligations does not allow us to stop our consulting services simply to "comply with other professional obligations.”

Sincerely yours,

Letter signed and sent (date, place)