

Low-Load Sales Charges

If you have ever purchased a mutual fund that has a low-load sales charge (LL) you may not be aware of the negative effects it can have on your wealth and your ability to access your money.



2-4 Years

You are Locked In

Low-load fees can last up to 4 years, depending on what version of the load you are in.



2-4%

Your Fee to Sell

You could pay up to 4% to sell the fund in the first year you purchase it.



2-4%

What your Advisor makes

The advisor that sells you a deferred sales charge fund makes 2-4% commission up front.

Problem 1

If you need access to your money for an emergency, you will need to pay a fee.

Problem 2

If you change advisors, the new advisor will not be able to change your asset mix without a penalty.

Problem 3

The mutual fund company may struggle, making a bad problem worse if you go to sell this fund.

Common Sales Tactics:



While you don't pay up front, the fee when you sell makes this a no-win situation for you.



Advisors will say that it will help you stay invested. But will leave you unable to change investment mix.



Advisors claim their services are worth the large commission, but you have options.



While you are able to switch without a fee, you must remain invested with the fund company

You have options. Low-Load is not a good deal.

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