



**CLIENT DISCLOSURE – REFERRAL ARRANGEMENTS**  
*(Provided pursuant to Section 13.10 of National Instrument 31-103  
 - Registration Requirements, Exemptions and Ongoing Registrant Obligations)*

Client(s) Name(s)

iA Securities Client Account Number

Address

Tel. # (Home)

Email

Tel. # (Cell)

Requested Mortgage Consultant (Please leave blank if you would like us to assign a Mortgage Consultant in your client's area)

**To: Industrial Alliance Securities Inc. ("iA Securities") and to: Invis Inc. ("Invis") and Mortgage Intelligence Inc. ("MI")**

Industrial Alliance Securities Inc. is registered as an Investment Dealer in all provinces and territories in Canada and is a member of the Investment Industry Regulatory Organization of Canada, and the Canadian Investor Protection Fund. Invis Inc. and Mortgage Intelligence Inc. are both registered as mortgage brokerages in all Provinces of Canada except the territories, and are authorized to manage my/our mortgage service needs through their registered mortgage consultants.

I/We have selected Invis Inc., or its wholly owned subsidiary MI, (collectively "InvisMI"), as my/our mortgage consultants for mortgage advice services. I/We understand that iA Securities has established a referral arrangement with InvisMI whereby its representatives may, but are not required to, refer clients to InvisMI for which IA Securities may receive a referral fee of 30% of each applicable "finder's fee<sup>1</sup>" and 15% of each applicable "volume bonus fee<sup>2</sup>" received by InvisMI. These fees are paid in respect of services provided to me/us, and are inclusive of all applicable taxes. I/We understand that IA Securities may or may not share any or all of the referral fees received with the Advisor specified below. I/We understand that InvisMI's mortgage fee schedule remains the same whether or not a referral fee is paid to iA Securities. The above-noted referral fees are payable in connection with all dealings by me/us with InvisMI that results in a payment to InvisMI or its affiliates from the applicable lender as a result of advancing of funds by the lender to me/us in respect of purchases, refinances, switches, renewals or transfers of mortgages.

I/We understand that InvisMI and its representatives are not permitted to engage in activities for which they are not registered, including the selling of mutual funds or the selling of securities, and that IA Securities is not related to or an affiliate of

InvisMI. Any general financial advisory services or other services which iA Securities provides to me/us in accordance with its registrations will continue to be provided to me/us by iA Securities, not InvisMI, and will continue to be the responsibility of iA Securities. Similarly, I/We understand that the mortgage brokerage services will be the responsibility of InvisMI, not iA Securities. I/We understand that InvisMI must receive all instructions about my/our mortgage from me/us, and not iA Securities. I/We acknowledge that the Advisor indicated below and IA Securities are not registered mortgage brokers or lenders and are not licensed to provide advice or assist on any mortgage and lending matters. It is illegal for any of the foregoing IA Securities Advisors to trade or advise in respect of securities for which they are not licensed or registered under applicable securities legislation to so trade or advise. I/We understand that InvisMI and IA Securities make no representations regarding each other, nor the services provided by the other, and any relationship formed between me/us and one of these parties is in no way related to my/our relationship with the other party.

Under this referral arrangement, I/we are a client of, and will be dealing entirely with, InvisMI in respect of mortgage services. All activity requiring mortgage broker registration resulting from the referral arrangement described above will be provided by InvisMI.

<sup>1</sup> "Finder's Fee" refers to the fee paid by a lender to a mortgage brokerage firm for originating an individual mortgage loan as the term is commonly considered in the mortgage brokerage industry.  
<sup>2</sup> "Volume Bonus Fee" refers to the fees commonly paid by a lender to mortgage brokerage firms for aggregate volumes closed with that firm.

**By signing below, I/We:**

- (i) acknowledge that I/we have received and read this Client Disclosure Statement describing the referral arrangement between IA Securities, and InvisMI; and**
- (ii) consent to the release of my/our personal information that is in the possession of IA Securities or InvisMI to one another for the purpose of servicing my/our account(s).**

Client Name (please print)

Client Signature

Date

Client Name (please print)

Client Signature

Date

Name of Advisor

Phone

Email

**iA Securities ADVISOR:**

- Registered at [www.invis.ca/iasecurities](http://www.invis.ca/iasecurities) or [www.mortgageintelligence.ca/iasecurities](http://www.mortgageintelligence.ca/iasecurities)
- Form delivered to Mortgage Consultant by fax or email, or faxed to InvisMI at 1-866-864-6847

**INVISMI MORTGAGE CONSULTANT:**

- Disclosure form included in mortgage file to InvisMI head office.