

How much should I be paying in investment fees? (for a balanced portfolio)

¹Full-service advice should include: investments, tax, estate and retirement planning

Do you work with a full-service advisor, broker or investment counsellor?¹

Yes

No

Do you feel you are receiving good advice and service?

Do you hold stocks, ETFs or mutual funds?

Stocks:
\$10/trade (or less)

ETFs:
0.3% - 0.5%

Mutual funds

Yes

No

Is your portfolio over \$500,000?

You're paying too much. Change advisors.

Not sure? Check with the fund company/dealer

Do you own funds that pay trailing commissions?

Yes

No

Were you sold funds with Deferred Sales Charges (DSCs)?

2.0% - 2.5%²

You're likely paying for full-service advice you're not receiving. Re-consider your funds.

Yes

No

Is your portfolio over \$500,000?

²You should expect to pay lower fees for a passively managed, or indexed, portfolio (1.25% - 1.5%)

Yes

No

Yes

No

You're paying a lot. Reconsider your relationship.

Is your portfolio over \$1 Million?

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1.25% - 1.5%

Yes

No

Yes

No

1.0% - 1.5%

1.5% - 2.0%

0.75% - 1.0%

1.0% - 1.25%

The **Fee Tree** is a guide to what you should reasonably expect to pay for investment fees. Fees reduce returns, and unlike the capital markets, they are completely within your control.

