To all members of the McGill University Pension Plan
(French message follows)

It has come to our attention that over the last few months, members of the McGill University Pension Plan have increasingly been contacted by salespeople who directly or indirectly reference the McGill University Pension Plan in their solicitation. These salespeople may at times invite members to a seminar which may be held on campus or arrange for an individual meeting.

We would like to inform you that at no time has the University, McGill Association of University Teachers (MAUT), or the Pension Administration Committee provided your name to any such organization. These messages and calls are undertaken without our endorsement or approval. Should you decide to attend a session or personally meet with these individuals, you do so at your own personal risk. It is likely that a primary motive for these individuals is to make money by broadening their client base as members of the McGill University Pension Plan are seen as potential lucrative clients. You will find attached a checklist entitled "How to Evaluate your Advisors" which may be of assistance to you when choosing a financial advisor.

Please note that MAUT will be holding a workshop in February on the topic of retirement, which will include a section on pensions - details will be communicated in the near future.

In order to assist its members, the McGill University Pension Plan holds monthly information sessions (General, Retirement and Settlement Options) specifically dealing with the McGill University Pension Plan and how to choose the settlement option that best suits your needs.

The dates and times for upcoming sessions can be found at:

Sincerely,

Lynne B. Gervais, CHRP, ICD.D
Chair
Pension Administration Committee

Brendan Gillon
President
McGill Association of University Teachers
**HOW TO EVALUATE YOUR ADVISORS**

Good decisions are those that suit your circumstances and needs. How can you decide whether the advice you are receiving is sound? The checklist on this page gives some guidelines to use to evaluate your advisor. Consider these questions and make your decisions accordingly.

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<th>THE ADVISOR CHECKLIST</th>
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<td>1. What are the individual’s qualifications? Does he/she have suitable professional qualifications and/or experience? Does he/she belong to appropriate professional associations?</td>
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<td>2. What is the individual’s specialty? What is his/her range of experience? What is his/her reputation?</td>
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<td>3. Are friends and others whose judgment you respect prepared to recommend this advisor?</td>
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<td>4. How is the individual paid? Is it by fee for service or a commission on sales? If it is by commission, are you being directed toward investments that will yield the highest commission rather than the investments that will best suit your circumstances?</td>
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<td>5. Does the individual have a self-interest or bias? Is the “answer” or “solution” always the same (for example, “buy into mutual funds” or “buy life insurance”)? If so, are you being steered in a direction that may not suit your special needs?</td>
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<td>6. When you ask other qualified advisors the same questions, do you get entirely different advice? Why?</td>
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As a rule, you should check with more than one source so that you get a balanced and complete picture. Also, if you are considering retaining a professional advisor, check with your friends. Their referrals based on their experience with advisors in your community could be the best indicator of quality you are able to find.

Financial institutions and retirement planning consultants are potential sources of information. A note of caution: if the firm is also selling or recommending specific financial products, it is wise to check carefully whether the information provided is truly objective and not biased towards their own products. Don't forget to ask about the management expense ratio and any related fees associated with the investment products being proposed to you.