

From: Dee K. Carter [mailto:dkcart@hotmail.com]
Sent: Monday, July 06, 2015 2:22 PM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32

Dear Sir or Madam:

I am writing to express my concern regarding the proposed rule concerning Conflict of Interest. I live in a small town (125,000) and have been serving the retirement needs of my clientele here for nearly 40 years. I have built up a nice practice and do a weekly 30 minute radio program on retirement planning, with a focus on distribution and guaranteed lifetime income. A large percentage of my clientele over the past 40 years are retirees who are seeking assistance in rolling over their 401-K's into a plan that they cannot out-live and one that will provide safety, not only for them, but also for their families after their death. We spend a good bit of time in determining their risk tolerance, their need for liquidity, their financial and tax status and their investment objectives. Once these matters are established, and, usually after two or three meetings, we provide them the appropriate financial vehicles to help them meet their retirement goals. I receive commissions from the companies with which I work and with which I place the business for my client. I have clientele that I have assisted in reaching their retirement goals and I am not working with the children of those clients. I have earned their trust by the service that we have given to their parents and the friends of their parents over the years. Under the proposed Rule, I will be prohibited from assisting these people and they will be at the mercy of others whom I feel are not nearly as concerned about the clients' future welfare as they are about the fees that they can charge. What is worse, if the client cannot afford the fees, they may try to take matters into their own hands, thus incurring taxation about which they are unaware or paying surrender charges that they might otherwise avoid.

This situation is NOT unusual. They are far more representatives doing what I am doing in small to medium size markets around the Country than you may realize. Hopefully, you will take another look at the Proposed Rule with the small to medium investor in mind.

Thank you for your consideration.

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