

Letter to SEC

RE: File No: 4-606

Dear Ms. Murphy:

I am a financial planner and Registered Investment Adviser with approximately 80 clients, advising a little under \$100M in assets under management. In my practice, I have been servicing clients under a fiduciary standard of care for over 12 years. I strongly urge you to extend the Advisers Act fiduciary standard of care to all financial professionals who provide personalized investment advice to retail clients.

It is unfair to consumers that the quality of advice they receive from a financial professional is dependent on the professional's registration or title. It's no wonder consumers are confused, and do not know whether their financial professional is looking out for their best interests. I can tell you from my personal experience that adhering to the fiduciary standard of care and putting my clients' interests ahead of my own benefits my clients and my business.

I can't tell you how many times I have spoken with investors who don't do the right thing (or anything!) to better themselves financially -- because they don't know if they can trust financial advisors. They have lost faith in our financial system, and would rather do nothing than risk making a mistake. When they learn about the differences and different "playing-fields" of advisors versus registered representatives, they are dumbfounded and can understand why such a silly differences exist.

My clients recognize and understand that the advice I give them is in their best interests, because: my loyalty is to them first; I will advise them with utmost good faith; I will manage any conflicts of interests that may harm them and disclose those conflicts to them; I get paid for the advice I give them and the investments I select for them; I am required to choose from the best investments available keeping their interests first; and I can charge a fee or commissions based on their needs and preferences.

Adhering to the fiduciary standard of care does not limit my ability to provide my clients with appropriate services and products. As a fiduciary, I can choose to operate in a business model that is best for my client. The key is fully disclosing, and avoiding and fairly managing conflicts of interest. Providing financial advice with fiduciary accountability does not reduce services to middle Americans. It insures that the services consumers receive will be in their best interests -- not in the best interests of the financial intermediary or his or her company.

I urge you to recommend to Congress that it is necessary and appropriate in the public interest and for the protection of consumers to extend the fiduciary standard to broker-dealers, who provide personalized investment advice, and to initiate a rulemaking to achieve this long overdue consumer reform.

Sincerely,

A handwritten signature in black ink that reads "Nate Wenner". The signature is written in a cursive style with a large initial "N" and a long, sweeping underline.

Nate Wenner, CPA, PFS, CFP<sup>®</sup>, CIMA<sup>®</sup>

Principal,

Wipfli Hewins Investment Advisors

Minneapolis, MN

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