

MEMORANDUM

To: File No. 4-606

From: Jaime Klima, Counsel to Commissioner Michael S. Piwowar

Re: Meeting with Representatives of the National Association of Insurance & Financial Advisors (“NAIFA”)

On November 4, 2013, Commissioner Michael S. Piwowar, and Jaime Klima, Counsel to the Commissioner, met with the following individuals:

- John Nichols, NAIFA President
- Dr. Susan Waters, NAIFA CEO
- Gary A. Sanders, NAIFA Vice President, Securities & State Government Relations
- Jill Hoffman, NAIFA Assistant Vice President, Federal Government Relations
- Scott Sinder, Steptoe & Johnson
- John Fielding, Steptoe & Johnson

Among the topics discussed was the request for data and other information on the duties of brokers, dealers, and investment advisers.