

## MEMORANDUM

**TO:** File Nos. S7-07-18; S7-08-18; S7-09-18

**FROM:** Adam B. Glazer  
Counsel to Commissioner Hester M. Peirce

**RE:** Meeting with Representatives of The Association for Advanced Life Underwriting (AALU)

**DATE:** July 23, 2018

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On July 23, 2018, Adam Glazer, legal advisor to Commissioner Hester M. Peirce, met with the following representatives of AALU:

- Bridget M. McNamara-Fenesy, President and CEO, M Holding Securities, Inc.;
- Joy Dawe, Vice President, Market Conduct at Crump Life Insurance Services;
- David Hollingsworth, Senior Director, Public Policy & content Development, AALU;
- James G. Lundy, Partner, Drinker Biddle & Reath LLP; and
- Bradford P. Campbell, Partner, Drinker Biddle & Reath LLP.

The participants discussed, among other things, the Commission's proposed new rule, Regulation Best Interest, in Securities Exchange Act Release No. 83062 (Apr. 18, 2018); proposed new form, Form CRS, in Securities Exchange Act Release No. 83063 (Apr. 18, 2018); and the proposed Commission interpretation regarding standard of conduct for investment advisers in Investment Advisers Act Release No. 4889 (Apr. 18, 2018).