

TO: File Nos. S7-07-18
FROM: Gena Lai, Division of Investment Management
RE: Meeting with Representatives of Insured Retirement Institute
DATE: July 30, 2018

On Monday, July 30, 2018, representatives of the Securities and Exchange Commission (“SEC”) participated in a meeting with representatives of the Insured Retirement Institute (“IRI”). The IRI representatives present in person were Evan Charkes, John Deitelbaum, Melissa Doll, Shawn Gallagher, Katy Gordon, Norah Jones, Mark Quinn, Richard White, Lee Covington, and Jason Berkowitz. The SEC representatives present in person were Sara Cortes, Jennifer Porter, Parisa Haghshenas, Roberta Ufford, Gena Lai, Lourdes Gonzalez, Brad Bartels, Geeta Dhingra, Mattias Nilsson, and Iulian Obreja.

The participants discussed, among other things, the SEC’s proposed Regulation Best Interest. Representatives of IRI provided presentation materials, which are attached.