

## MEMORANDUM

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

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

**RE:** Meeting with Representative of the American Council of Life Insurers (“ACLI”)

**DATE:** March 18, 2019

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On March 18, 2019, Commissioner Hester M. Peirce and her legal advisor, Adam Glazer, met with the following representatives of ACLI:

- Susan K. Neely, President & CEO, ACLI;
- Carl B. Wilkerson, Vice President & Chief Counsel, Securities, ACLI;
- J. Scott Davison, Chairman, President, and CEO, OneAmerica;
- Thomas B. Leonardi, Executive Vice President, Government Affairs, Public Policy & Communications, AIG;
- Stephen Pelletier, Executive Vice President, Chief Operating Officer, U.S. Businesses, Prudential Financial, Inc.;
- Daniel J. Houston, Chairman, President, CEO, Principal Financial Group; and
- JoAnn M. Martin, CEO, Ameritas;
- Alane R. Dent, Senior Vice President, Federal Relations, ACLI; and
- Dennis Glass, CEO, Lincoln Financial Group.

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) and proposed new Form CRS in Securities Exchange Act Release No. 83063 (Apr. 18, 2018).