

Comments attached..

This regulation will hurt those that want alternatives to securities regulated products and the unfair practices and cost of financial advisors.

I have all ready been approached by 3 securities brokerage-agent houses in Madison, WI telling me I could make more money from my clients than I would if it were just annuities. I was told that when SEC regulates annuities, I would not be able to offer alternatives. I would be captive agent but they said on the bright side, even though they would take half my commissions, require higher E O coverage at my cost.....I could make more money by charging my clients for my time

I work with my annuity clients one on one and meet with them 3 to 4 times a year just to go over their life and any changes. I am very care about suitability! I was told many times that if I did that when the annuities are regulated, I would have to charge a fee Why...

Before I have anyone get serious with annuities I sit down a minimum of 4 times and explain what they are getting..this is done in their home so they feel comfortable. I insist that if they are older to have not only a spouse involved but sons or daughters involved. I give them 4 visits, leave the annuity application with them unsigned for two weeks then meet again. I give them my toll free number and tell them to call me 24 hours a day. I also tell them they have waiting period!

The securities regulated brokerage houses tell me I would have to get a sell in one visit...I would not be able to have close ties with my clients.

This is nuts....is that how financial advisors get money from people. Insurance agents I know work with their clients one on one..

This would hurt the people I dealt with in the past