

I have been licensed as an insurance professional and registered representative for over 25 years.

While I support the new SEC rule 12b-2, which would continue a 25 basis points fee to insure that investors continue to receive ongoing service and advice, I believe that allowing mutual funds to issue a new class of shares that would allow broker-dealers (B-Ds) to set their own sales charges and commissions will result in less service and advice for mid and lower market investors.

Competition based on cost and price will only bring about less advice and service for these individuals. As B-Ds lower sales charges and fees, it won't be feasible for registered representatives, like myself, to continue to provide the level of advice I currently provide to these consumers. Instead, I will be forced to seek out higher income investors as clients.

Investors, who the SEC apparently wants to protect through this legislation, will be hurt financially. Investors at these levels will not receive the advice they need to retire successfully should BDs be allowed to set their fees and commissions.

Thank you for your attention to this matter,

Lance D. Perkins, CFP

Registered Representative