

I am a non fee based planner who uses A shares for many of my younger clients as this is in their best interest based on long time frames for investing. I feel that changes to the current 12b1's would make the process of investing very confusing for this group of clients. Competition would be based on a price or cost that sounds good instead of the quality of the fund. Service will become a price war, so quality of service has potential to decrease.

A handwritten signature in cursive script that reads "Julie Hetland". The signature is written in black ink on a light-colored background.

Julie M Hetland, CLU®, ChFC®, CASL™