

Dear Powers That Be:

Thank you for the opportunity and venue to share both professional and personal thoughts regarding proposed changes to the industry. As someone with 5 years of experience in the industry, working for both asset allocation firms as well as insurance brokerages, I appreciate the forum for discussion.

Specifically, I would like to address the idea of issuing a class of shares at NAV and then allowing B/Ds to set their own sales charges and commissions.

As I understand the spirit and nature of the laws and regulations that make this industry what it is, we are an industry based on relationships, trust, and above all, service that is in the best interest of the client.

Thus, I asked myself, “How is this in the best interest of clients?”

For some highly educated investors who merely don’t have access to purchase their own mutual funds, etc., it could be helpful if they find a B/D who charges a reasonable (according to the investor) sales charge & commission.

The above-mentioned investor, in my 5 years of experience, is rare.

For the vast majority of investors, this will lead to a further widening of the chasm of trust between investor and financial professional – one that has been growing for years.

Thanks you for the opportunity to share my views with you.

-TAR

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