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Sent: Thursday, July 16, 2015 5:52 PM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32

So this proposed change will hurt clients and agents alike. I have worked with quite a few people who simply had no idea that the fixed and indexed annuities are a product that is suitable in some cases for them. If they have to pay an adviser to get this advice, many of them will simply keep their money in the bank earning next to nothing. In addition, some will keep their funds with their advisers (RIA) who have a bias towards stock market products and that can be negative for some of these folks. In addition; those who are starting or putting small amounts of money into these products will not get the time of day from their adviser; or it will not seem profitable to them nor their adviser to look at smaller sums of money. Already in the fee adviser territory you see that many will not work with the small investor. As an insurance agent; licensed and overseen locally by the state in which I work, I work with both the small investor and larger investors and help them do whatever they need to do. I don't charge fees and that sits well with clients. I explain all products fully; giving the client the information about the strengths and the weaknesses or limitations of each product. I am not under the same "fiduciary requirement " legally as a paid adviser, but you better believe that I and others that work as I do believe we must find what is best for our clients. If we do well by them; they refer us and that is the bread and butter of our field. If we don't we could be in trouble financially and one's name is only as good as the last person he or she helped.

thank you,

Aric Walker

Insurance agent seeking to keep the regulations at the state level and not move to Fiduciary status where clients get nailed in fees
253-677-2035