

**Sent:** Monday, September 21, 2015 8:18 PM  
**To:** EBSA, E-ORI - EBSA; dmiller8@verizon.net  
**Subject:** RIN 1210-AB32

Hello Mr. Perez, the reason for this email is to respond to an article on Financial Advisors in the Boston Globe on 9/13/2015 (see attachment). I've been in the financial services industry for nearly 20 years, mainly in sales and marketing roles. I've experienced first hand most of what is discussed in the article. It must stop! I would add that Certified Financial Planner's (CFP's) have a responsibility to act in the best interest of the client, regardless of their affiliation. There are code of ethics and principles associated with the CFP designation. One of the principles is objectivity. They supposed to be objective in providing professional services to clients. Objectivity requires intellectual honesty and impartiality. It is an essential quality for any professional. In my experiences, most CFP's feel this doesn't apply to them. There's too much \_\_\_\_\_, too many incentives, trips, money, kick backs, etc... It has to stop. All of it should be eliminated as it has nothing to do with providing service to the "client"

In the the broker/dealer area, compliance is a joke. The only concern is to make sure paperwork is filled out properly and that it's 'suitable'. It doesn't matter if it's transparent that the advisor is making sales or 'moving' money for the sake of commission without regard for the client. I could write a small book on what I've seen over the years. One year there was a Broker/Dealer and FINRA audit in our office investigating a "fire sale". A huge reason, if not the only reason, was for commission and incentives for the advisors. The audit was a complete joke. A dog and pony show.

If you would like to discuss, please call me on my cell phone at \_\_\_\_\_. In addition, I would love to become a consumer advocate on this issue. Are you aware of any jobs in this area? Careers? Please advise as I'm tired of seeing client's being mislead.

Kind Regards,