

From: Paul Roth [mailto:paul@freedom-brokers.com]
Sent: Thursday, July 16, 2015 2:11 PM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32

Dear Sir or Madam,

I am an insurance agent. Unlike your career, no one pays me. I have no salary, no paid vacations, no benefits, and no pension.

I earn only whatever I sell, no guarantees.

It always amazes me that the people who want to remove commissions don't appear to understand the human incentive. We do what we get paid for.

If you did not receive the pay, the hours, the vacation days, the pension, would you do what you are currently doing?

There are enough legal protections for our citizens. We need no more rules. We need a society that promotes ethics, and a vibrant and profitable private sector. Like Jean Val Jean, if you take out the person's ability to earn a living, even an honest man will be a thief.

If you take the profit motive out of annuities, by removing commissions, fewer choices will be available to the consumer, not more. If commissions are available on the stock market, and not the annuities market, those few motivated purely by greed will steer the customer into riskier stock investments where commissions can be earned.

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