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Jim Jacobsen
State Farm
2137 Hart St.
Dyer, IN 46311

Secretary
Securities and Exchange Commission
450 Fifth Street, NW
Washington, DC 20549-0609

Dear Secretary, *SR. NASD - 2003 - 104*

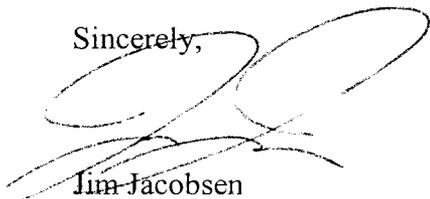
I am a licensed insurance professional and variable products/mutual funds salesperson. I am writing to you because the NASD's proposal to revise the definition of "branch office" in Rule 3010(g)(2) will have a huge impact on my own small business.

It is very likely that the financial and administrative burdens that will be caused by my change in status will put me and many others like me out of the business. This could have a tremendous impact on the consumers who will not have the access they once had to plan for their retirement and their children and grandchildren's education.

In addition, the NASD has not addressed the disproportionate impact the proposal will have on limited purpose broker-dealers affiliated with life insurance companies. The proposal will have little, if any impact on full-service broker-dealers but will significantly impact the others.

For these reasons, I am urging the SEC to reject the NASD proposal to revise the definition of "branch office" and to keep the current definition in place. In the alternative, the proposal should be amended to (i) waive the filing fee for any non-branch location which becomes a branch office as a result of the proposal, and (ii) the number of permitted transactions in the exclusion found in section 3010(g)(2)(E) should be substantially increased.

Thanks for your consideration in this matter.

Sincerely,

Jim Jacobsen