

As an insurance professional for the past 20 years, I feel I must comment on the 12b-1 Proposal:

- I am opposed to broker/dealers setting their own sales charges and commission amounts. The middle and lower market clients will suffer from lack of advice because registered representatives will not be able to provide services to them. They will have to concentrate on upper market clients. Please reconsider this element of the proposal.
- I support the new 12b-2 rule which allows the 25 basis points fee, and I also approve the change from “12b-1 fees” to “marketing and service fees” and “ongoing sales charge.”

Susan James, LUTCF, ChFC, CLF
Agency Field Executive
State Farm Insurance