

To Whom it May Concern:

I have been a licensed insurance professional and registered representative for the past 31 years. During that time I have serviced the needs of hundreds of individuals in and around the "less than affluent" region of Southeastern Ohio.

While I support the new SEC rule pertaining to 12b-2 and the use of terms "marketing and service fees" and/or "ongoing service fees", I strongly object to the SEC permitting mutual funds to issue a new class of shares at NAV that would allow Broker-Dealers to set their own sales charge and commission amount. While "competition" based on price and cost may sound good, it will come at the expense of much needed advice and service. This is especially true in my demographic location.

The people in most need of protection is the middle to lower class of investor. They cannot afford, nor should they be charged a fee when there is a system already in place to provide my operation (I do have staff to pay and lights to turn on) a small amount of income to offer these individuals the service they will need. That service is especially needed when the market is in flux or the clients has significant life changing events that will impact their financial future.

I do appreciate your consideration of these points. Most importantly, please consider the impact any such change will have on the average investor. These are times when individuals should be given encouragement to save and have access to the information and services that provide them sound financial advice. Any barrier, large or small, may unintentionally keep those who need to save most away from the opportunity to better their lives.

*Jim Fuller*, LUTCF

Vice President - Individual Products & Sales