

I have been in the insurance business for 35 years and the securities business for 25 years. I have seen the business change in the area of service to lower income individuals for insurance and security products. There is much less activity in that market, based solely on the economics of being able to do business with the low revenue potential for agents and brokers. The activity I do see in this market is where the most abuse and poor sales practices come into play.

The proposal to do away with what little compensation is derived from the 12b-1 fees will only reduce the activity in this market and keep the lower and middle income markets desperate for quality service and knowledge.

I am very much opposed to allowing the b/d's to set fees and/or compensation for these services. The securities business has become much more expensive and difficult to thrive in with the economy and the additional regulation. This will only serve to speed up the move to keep quality individuals from being in the business and providing services to the public.

Please reconsider and look seriously at the consequences of your actions.

Garry Siddons,CLU,ChFC