

To Whom It May Concern:

I am completely behind FINRA in its approach to changing the suitability standards for our industry. For too long, too many sales have been based on questionable suitability only so the rep can make a commission. In my practice, I see insurance only licensed agents making "suitable" recommendations for indexed annuities by recommending that they liquidate existing securities. The problem, they have neither the license or in many cases the experience required to make these kinds of recommendations. But, since they aren't licensed for securities, no one is regulating their recommendations. Let's level the playing field and make it so that if someone is going to make a recommendation on existing securities, we take away the loophole that let's them do it without the proper licenses or experience.

For demographics, I am 62 and have been in the industry since 1974.

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