

From: Matt Karam [mailto:bottom1@aol.com]
Sent: Thursday, July 16, 2015 1:24 PM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32

Keep the Fixed Annuity and Keep paying the professional that represents them!

I'm an older financial planner and I have always like "fixed" products in a clients asset classification model because the client does not pay any initial or on-going fees, clients do not risk selecting their investments as in variable products, and the clients can have a little piece of mind.

The industry has virtually already done away with the \$2,500 fixed annuity you would have a child start with and add to over time. Now those minimums have increased to \$25,000 if you can still offer them. Many carriers I know have stopped offering fixed annuities altogether. One carrier in particular, Grange insurance in Columbus used to have an excellent annuity we used for special needs clients and their trust money. Grange insurance no longer offer it!! Our disabled clients need retirement money but they lack the capacity to decide on investment decisions.

Thank you,

//mjk

Matt Karam
bottom1@aol.com