

From: Paasch, Kevin [mailto:kpaasch@memberwealthmanagement.com]
Sent: Friday, September 18, 2015 3:33 PM
To: EBSA, E-ORI - EBSA
Subject: RIN 1210-AB32 - public comment

To whom it may concern

As a small business owner who specializes in helping credit union members achieve their financial dreams, I find it very difficult to understand that the new proposed rule will ensure a successful retirement. I have attached a recent copy of the independent Dalbar study on investor behavior. I would like to point out page 5. It clearly show that investor behavior does not ensure they will outperform the S&P 500 index. The rule appears to be drafted so everyone should invest in indexes and that investment advisors/brokers ONLY have miserable self-interest.

I do agree that some brokers are in it for their own miserable self-interest and they should be punished. But not ALL advisors/brokers are bad, as a matter of fact, most are GREAT. I have been in this business for 23 years and began my career with the intention of helping everyone. While my firm helps thousands of clients and over \$250 million in assets, we never lose focus on helping the "small investor". This rule will eliminate the ability to help the small investor get started and have nowhere to turn. We help people with starting investment programs with \$50 per month.

With this proposed change, not only will 4 people from my team potentially lose their job, I am concerned, many more like them will become unemployed. How will this affect our economy and those supporting the industry of helping people financially.

I am sure you have heard all these stories before, but I would love to have you visit my office and visit with our clients to hear how we keep them happy, engaged and more importantly to have the COURAGE to stay invested throughout turbulent times. My door is open! My phone is on! Please feel free to visit or call anytime.

Sincerely, a concerned citizen and financial professional!

Kevin W. Paasch, CFP
Director of Credit Union Relations
757-493-4346 (Office)
757-725-5767 (Cell)
www.memberwealthadvisors.com

Click Here to view: [Our Executive Planning Process](#)



This e-mail transmission may contain information that is proprietary, privileged and/or confidential and is intended exclusively for the person(s) to whom it is addressed. Any use, copying, retention or disclosure by any person other than the intended recipient or the intended

recipient's designees is strictly prohibited. If you are not the intended recipient or their designee, please notify the sender immediately by return e-mail and delete all copies.

Registered Representative of and securities offered through MML Investors Services, LLC. Home Office located at 1295 State Street, Springfield, MA 01111, (413) 737-8400. Member SIPC (www.sipc.org). Transactions may not be accepted by e-mail, fax, or voicemail.