

March 14, 2017  
The Office of Regulations and Interpretations  
Employee Benefits Security Administration  
Attn: Proposed Definition of Fiduciary Regulation  
Room N-5655  
U.S. Department of Labor  
200 Constitution Avenue, N.W.  
Washington, DC 20210

**Re: RIN – 1210-AB79 - Proposed Delay in the Applicability Dates of the Definition of Fiduciary Regulation, and the Exemptions issued with that Regulation**

Ladies and Gentlemen:

I appreciate the opportunity to submit this letter in support of a delay of the Department of Labor's ("DOL") the April 10<sup>th</sup> applicability date of its fiduciary rule under the Employee Retirement Income Security Act ("ERISA"). I believe it is imperative for the applicability date of the rule to be delayed until fundamental questions raised in the President's Memorandum about the rules' impact on investors are addressed and the new Secretary of Labor determines whether repeal or revisions are required or appropriate.

I am a financial advisor with Edward Jones in (Insert city and state) serving the financial needs of 435 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts. I am concerned by the confusion caused to investors who have read the many news reports since January that suggest the rules have already been delayed by the President's Memorandum. In spite of my considerable efforts to educate my clients, I believe that absent a formal delay in the applicability date, there will be significant confusion and uncertainty as investors seek to understand the products, services and guidance available under the current rules, what would be different after April 10<sup>th</sup> without an actual delay, and what would be different still after the DOL completes its work and potentially changes the rules in response to the President's directive. Also, please remember that April 15<sup>th</sup> is the deadline for individuals to file their income taxes. Many individual investors make important retirement savings and investment decisions when they file their taxes. It is extremely disruptive for investors to make those decisions over the next few weeks based on new rules that they don't yet fully understand, that might change again within the next several months.

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I urge the DOL to grant the 60-day delay and give strong consideration to a longer-term delay to the rules in order to fully assess the impact of the rules on retirement savers, provide clarity and certainty for investors and the opportunity for policy-makers to adopt

a uniform best interest standard that promotes investor protection and ensures individual investors have access to affordable education, assistance and guidance from financial advisors.

Sincerely,

Jerry Newman

Financial Advisor

---

Jerry Newman, AAMS®

Financial Advisor

Edward Jones

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Granite Bay, CA 95746

(916) 784-1300

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**Edward Jones**

March 17, 2017

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I am a financial advisor with Edward Jones in Eagan, MN serving the financial needs of 253 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,

Stacey Bartelson  
Financial Advisor

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I am a financial advisor with Edward Jones in Cleveland, TN serving the financial needs of 857 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,

Curt Duncan  
Financial Advisor

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I am a financial advisor with Edward Jones in St. Louis, MO serving the financial needs of 209 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,

Geoff Rigabar  
Financial Advisor

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I am a financial advisor with Edward Jones in (Insert city and state) serving the financial needs of XXX households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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XXXX XXXX  
Financial Advisor

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I am a financial advisor with Edward Jones in Newark, Delaware serving the financial needs of 456 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,



T. Michael Laur, II  
Financial Advisor

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March 15, 2017

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Sincerely,

Mary Cavanaugh-Marsh  
Financial Advisor

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I am a financial advisor with Edward Jones in Battle Creek, MI serving the financial needs of 394 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,  
Dave Hoppe  
Financial Advisor

<hr size=2 width="100%" align=center>

Dave Hoppe, AAMS®  
Financial Advisor  
Edward Jones  
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I am a financial advisor with Edward Jones in Exeter, NH, serving the financial needs of 433 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,

Karin Behrens-Bouvier  
Financial Advisor

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I am a financial advisor with Edward Jones in Cullman, Alabama serving the financial needs of 600 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts. I am concerned by the confusion caused to investors who have read the many news reports since January that suggest the rules have already been delayed by the President's Memorandum. In spite of my considerable efforts to educate my clients, I believe that absent a formal delay in the applicability date, there will be significant confusion and uncertainty as investors seek to understand the products, services and guidance available under the current rules, what would be different after April 10<sup>th</sup> without an actual delay, and what would be different still after the DOL completes its work and potentially changes the rules in response to the President's directive. Also, please remember that April 15<sup>th</sup> is the deadline for individuals to file their income taxes. Many individual investors make important retirement savings and investment decisions when they file their taxes. It is extremely disruptive for investors to make those decisions over the next few weeks based on new rules that they don't yet fully understand, that might change again within the next several months.

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Sincerely,

Gregory C. Picogna

Financial Advisor

Greg Picogna, AAMS

Financial Advisor

Edward Jones Investments

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Greg Picogna

Financial Advisor

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Because I spend most of my time on the phone or personally meeting with clients, I am unable to check my e-mail as often as I would like to do. If you need an immediate response, please call our office and my administrators, Brad Tuten and Julie Jamerson, will be happy to assist you. We are committed to providing excellent service and will fulfill your request as soon as possible.

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March, 13,2017

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Room N-5655

U.S. Department of Labor  
200 Constitution Avenue, N.W.  
Washington DC 20210

Re: RIN- 1210-AB79 Proposed Delay in the Applicability Dates of the Definition of Fiduciary Regulation, and the Exemptions issued with that Regulation

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I am a financial advisor with Edward Jones in Erie, PA serving the financial needs of 616 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Sincerely,

Craig A Schwegman  
Financial Advisor

---

Craig Schwegman, AAMS®  
Financial Advisor  
Edward Jones  
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Erie, PA 16506-1879

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Sincerely,  
Alison Gilman Aquino  
Financial Advisor

---

Alison Gilman Aquino, AAMS®  
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Sincerely,  
G Bryce Coffing  
Financial Advisor  
**Bryce Coffing, CFP®, AAMS®**  
**Financial Advisor**  
**Edward Jones Investments**  
(740) 397-7480

---

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Sincerely,

Ron Ellis  
Financial Advisor

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Sincerely,

Kevin Boehnlein  
Financial Advisor

**Kevin M. Boehnlein, AAMS**

Financial Advisor

1401 Veterans Parkway, Suite 400

Clarksville, IN 47129

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For administrative matters, please contact:

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Senior Branch Office Administrator

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Sincerely,  
Al Biss, CFP®  
Financial Advisor

---

Terri Silberer  
Senior Branch Office Administrator  
Edward Jones  
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Sincerely,

John D. Shaw, CFP®  
Financial Advisor

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individual investors have access to affordable education, assistance and guidance from financial advisors.

Sincerely,

Mario A. Lopez

Financial Advisor

*Mario A. Lopez*

*Financial Advisor, CFP®*

*Edward Jones Investments*

---

Mario Lopez, CFP®, AAMS®

Financial Advisor

Edward Jones

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Dallas, TX 75231

(214) 360-0236

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Employee Benefits Security Administration  
Attn: Proposed Definition of Fiduciary Regulation  
Room N-5655  
U.S. Department of Labor  
200 Constitution Avenue, N.W.  
Washington, DC 20210

**Re: RIN – 1210-AB79 - Proposed Delay in the Applicability Dates of the Definition of Fiduciary Regulation, and the Exemptions issued with that Regulation**

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Sincerely,  
Greg Seibel  
Financial Advisor

---

Greg Seibel, AAMS®  
Financial Advisor  
Edward Jones  
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Emporia, KS 66801  
(620) 343-2371

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I am a financial advisor with Edward Jones in (Insert city and state) serving the financial needs of XXX households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts. I am concerned by the confusion caused to investors who have read the many news reports since January that suggest the rules have already been delayed by the President's Memorandum. In spite of my considerable efforts to educate my clients, I believe that absent a formal delay in the applicability date, there will be significant confusion and uncertainty as investors seek to understand the products, services and guidance available under the current rules, what would be different after April 10<sup>th</sup> without an actual delay, and what would be different still after the DOL completes its work and potentially changes the rules in response to the President's directive. Also, please remember that April 15<sup>th</sup> is the deadline for individuals to file their income taxes. Many individual investors make important retirement savings and investment decisions when they file their taxes. It is extremely disruptive for investors to make those decisions over the next few weeks based on new rules that they don't yet fully understand, that might change again within the next several months.

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Sincerely,  
John C Griesmeyer  
Financial Advisor

**John C Griesmeyer** | Financial Advisor | **Edward Jones U.S.A.**

📍 2529 NW Kings Blvd, Corvallis, Oregon 97330

☎ 541-758-8245 📠 866-758-8245 Fax 877-501-7066

✉ [john.griesmeyer@edwardjones.com](mailto:john.griesmeyer@edwardjones.com)

**For administrative needs, feel free to contact:**

Melody Peterson SR BOA ✉ [melody.peterson@edwardjones.com](mailto:melody.peterson@edwardjones.com)

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March 13, 2017

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I am a financial advisor with Edward Jones in Bismarck, ND serving the financial needs of 703 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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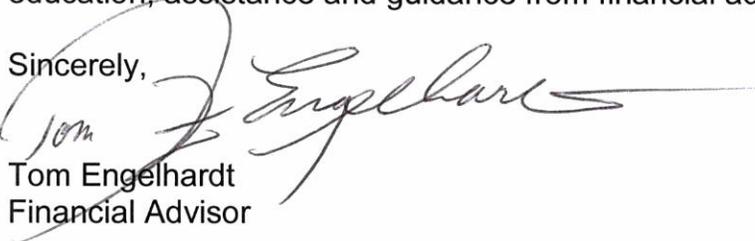
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Sincerely,

A handwritten signature in black ink, appearing to read "Tom Engelhardt", with a long horizontal flourish extending to the right.

Tom Engelhardt  
Financial Advisor

12555 Manchester Road  
St. Louis, MO 63131-3710  
314-515-2000  
www.edwardjones.com

**Edward Jones**

March 13, 2017

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I am a financial advisor with Edward Jones in Owensboro, KY serving the financial needs of 567 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

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Rusty Burton  
Financial Advisor

March 13, 2017  
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Sincerely,  
Todd Price  
Financial Advisor

**We help families organize, build, protect and transfer wealth.**

*" The clearer the vision, the fewer the choices, the easier the decision." Andy Stanley*

**Todd Price, AAMS | Financial Advisor**

**Edward Jones Investments**

407 N. McDuffie Street, Anderson, SC 29621

864.224.2990 -- 800.224.2990

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Email: [todd.price@edwardjones.com](mailto:todd.price@edwardjones.com)

**Administrative Questions?**

[heather.glew@edwardjones.com](mailto:heather.glew@edwardjones.com) [tanya.morris@edwardjones.com](mailto:tanya.morris@edwardjones.com)

---

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Financial Advisor  
Edward Jones  
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**From:**

**Sent:** Monday, March 13, 2017 2:40 PM

**To:**

**Subject:**

March 13, 2017

The Office of Regulations and Interpretations  
Employee Benefits Security Administration  
Attn: Proposed Definition of Fiduciary Regulation  
Room N-5655  
U.S. Department of Labor  
200 Constitution Avenue, N.W.  
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Sincerely,

Michael D. Bruch

Financial Advisor

Pam Smith srboa

[p.smith@edwardjones.com](mailto:p.smith@edwardjones.com)

Branch 05892

The highest compliment a client can offer me is a referral to someone they care about. I would welcome the opportunity to introduce myself to a friend, family member or co-worker who would be interested in our advice and services. Thank you for your continued business and your kind referrals !

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Sincerely,

*Bret W. Hrbek*

Bret W. Hrbek, CFP®  
Financial Advisor

---

**Bret W. Hrbek, CFP®, AAMS® | Financial Advisor | Edward Jones**

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March 13, 2017  
The Office of Regulations and Interpretations  
Employee Benefits Security Administration  
Attn: Proposed Definition of Fiduciary Regulation  
Room N-5655  
U.S. Department of Labor  
200 Constitution Avenue, N.W.  
Washington, DC 20210

**Re: RIN – 1210-AB79 - Proposed Delay in the Applicability Dates of the Definition of Fiduciary Regulation, and the Exemptions issued with that Regulation**

Ladies and Gentlemen:

I appreciate the opportunity to submit this letter in support of a delay of the Department of Labor's ("DOL") the April 10<sup>th</sup> applicability date of its fiduciary rule under the Employee Retirement Income Security Act ("ERISA"). I believe it is imperative for the applicability date of the rule to be delayed until fundamental questions raised in the President's Memorandum about the rules' impact on investors are addressed and the new Secretary of Labor determines whether repeal or revisions are required or appropriate.

I am a financial advisor with Edward Jones in Newport, VT serving the financial needs of 509 households. The clients I serve range from young families starting to prepare for retirement to retirees who have successfully saved for a secure retirement. I have spent countless hours diligently educating and preparing my clients for the implementation of these cumbersome rules and the resulting impact on their accounts.

I am concerned by the confusion caused to investors who have read the many news reports since January that suggest the rules have already been delayed by the President's Memorandum. In spite of my considerable efforts to educate my clients, I believe that absent a formal delay in the applicability date, there will be significant confusion and uncertainty as investors seek to understand the products, services and guidance available under the current rules, what would be different after April 10<sup>th</sup> without an actual delay, and what would be different still after the DOL completes its work and potentially changes the rules in response to the President's directive.

Also, please remember that April 15<sup>th</sup> is the deadline for individuals to file their income taxes. Many individual investors make important retirement savings and investment decisions when they file their taxes. It is extremely disruptive for investors to make those decisions over the next few weeks based on new rules that they don't yet fully understand, that might change again within the next several months.

I agree with the DOL that if these rules go into effect in April, and are later repealed or revised by the Trump administration, that the many regulatory changes "could unnecessarily disrupt the marketplace, producing frictional costs that are not offset by commensurate benefits." I commend the DOL for revisiting this rule given the significant impact it will have on millions of retirement savers. While I have always agreed with the intent of the fiduciary rules, I believe the final design resulted in undue complexity and difficult implementation which necessitates the proposed delay.

I urge the DOL to grant the 60-day delay and give strong consideration to a longer-term delay to the rules in order to fully assess the impact of the rules on retirement savers, provide clarity and certainty for investors and the opportunity for policy-makers to adopt

a uniform best interest standard that promotes investor protection and ensures individual investors have access to affordable education, assistance and guidance from financial advisors.

Sincerely,

James P Jarvis

Financial Advisor

[http://www.edwardjones.com/en\\_US/fa/index.html&CIRN=452194](http://www.edwardjones.com/en_US/fa/index.html&CIRN=452194)

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Jim Jarvis, AAMS®

Financial Advisor

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Sincerely,  
Ty Coffee  
Financial Advisor

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Sincerely,

**Beth Baldwin**

*Financial Advisor*

**Edward Jones**

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Sincerely,

Eric C. Brudi

Financial Advisor

*Eric C. Brudi, CFP®*

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Eric Brudi, CFP®, AAMS®

Financial Advisor

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