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I would like to direct your attention to a paper in the current issue of the Journal of Personal Finance, an academic journal, located at <http://www.iarfc.org/documents/issues/Vol.14Issue2.pdf>.

The paper is *Financial Planning Research Needs--A Practitioner's View* by Joseph A. Tomlinson. Two things jumped out at me from the article:

1. Financial Advisors have high monetary incentives to sell annuities of all kinds, particularly to recent retirees who are trying to figure out what to do with their 401K.
2. Financial Advisors prefer to provide their services to the rich. The working class is largely unserved.
3. Not in the article, but observed by me, is that Financial Advisors are not interested in the decumulation phase of retirement, when the account is shrinking. They are looking to market their services to the younger, accumulators.