

Douglas M. Masto

August 20, 2015

Representative Buddy Carter
432 Cannon House Office Building
Washington DC 20515

Dear Representative Carter:

Although I am not your constituent, your work as a member of the Education and the Workforce Committee affects me. I have read your opinion dated August 18 entitled "Don't Leave Working Americans in the Dark on Retirement Savings" and find it to be nothing more than a propaganda piece in support of the commissioned-based investment managers' lobby. I suspect they wrote it for you. It is nothing more than a red herring attempting to divert attention from the actual issue.

I'm just a middle class senior citizen with no real horse in this race, but I am quite distressed by your total disregard for the fundamental purpose of the Fiduciary Standard Rule. Its purpose to insure that commission based sales people selling financial instruments to their clients disclose to their clients the costs and fees, and more importantly the fact that the sales person has a conflict of interest when pushing one product over another simply because they will earn a higher commission.

These sales people, in the guise of providing sound financial advice to their clients, often senior citizens unschooled in financial management, sell whatever annuity they are pushing this month to garner the biggest fee. This is why so many consumer organizations, the AARP to name one, support this rule. Yet you do not.

You ask rhetorically: " *Anyone who thinks the average middle class saver ... is going to shell out \$250 an hour or more for someone to give them retirement advice is out of their minds.* " So I assume that you instead recommend that our saver seek their financial advice from an "expert" who is compensated by the commissions and fees taken directly from the investor's savings (and often hidden from view) based upon products "recommended" not because they are in the saver's best interests but instead in the best interests of the so-called advisor.

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Instead of supporting the DOL's efforts; and you can do so while addressing issues within the rule, you seem to think the remedy for these deceptive and deceitful sales tactics used by hucksters masquerading as financial "experts" is simply "Caveat Emptor" Sorry, that's not good enough, and I'm disappointed that you, as a member of the House of Representatives and a member of this Committee, would turn a blind eye to these real abuses. Abuses perpetrated on your own constituents every day.

Sincerely



Douglas M. Masto

CC: Rep. John Kline

CC: Rep. Robert C. Scott

CC: Rep. Christopher H. Smith

✓ CC: Secretary Thomas E. Perez