

From: David Hollingsworth [mailto:hollingsworth@aalu.org]
Sent: Wednesday, July 22, 2015 1:29 PM
To: EBSA, E-ORI - EBSA
Subject: Conflict of Interest Rule Hearing

I am writing to request the opportunity to testify on behalf of the Association for Advanced Life Underwriting (AALU) at the upcoming DOL hearings the week of August 10 in Washington, DC. AALU, which submitted a written comment on the DOL's proposed rule (RIN 1210-AB32) on July 21, 2015, and of which I am a member, is the leading organization of life insurance professionals who are a trusted voice on policy issues impacting Americans' financial security and retirement savings.

Among the issues that I intend to touch upon in my testimony are the current marketplace for commission-based advice for average savers, the DOL's analysis underpinning the need for the rule, and the overall impact of the proposed rule on life insurance professionals and their clients. I also will discuss the challenges associated with the proposed best interest contract exemption, proposed changes to PTE 84-24, and the critical importance of preserving choice and access to retirement planning for more American consumers.

Thank you for your consideration of my request. I look forward to your reply.

Sincerely,

Caleb J. Callahan
Senior Vice President
Chief Marketing Officer
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on behalf of
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