

MEMORANDUM

TO: File Nos. S7-07-18; S7-08-18; S7-09-18

FROM: Adam B. Glazer
Counsel to Commissioner Hester M. Peirce

RE: Meeting with Representatives of the Insured Retirement Institute (“IRI”)

DATE: July 24, 2018

On July 24, 2018, Commissioner Hester M. Peirce and her legal advisor, Adam Glazer, met with the following representatives of IRI:

- Robert DeChellis, President & Chief Strategist, Allianz Exchange;
- Bill Morrissey, Managing Director & Division President, Independent Advisor Services, LPL Financial;
- Ben Huneke, Managing Director, Head of Investment Solutions, Morgan Stanley Wealth Management;
- Bill Lowe, President, Sammons Institutional Group;
- Paula Nelson, President & Managing Director – Retirement, Global Atlantic Financial Co.;
- Drew Bowden, SVP, General Counsel, Jackson National Life Insurance Company;
- Catherine Weatherford, President & CEO, IRI;
- Lee Covington, Senior Vice President & General Counsel, IRI; and
- Jason Berkowitz, Vice President & Counsel, Regulatory Affairs, IRI.

The participants discussed, among other things, the Commission’s proposed new rule, Regulation Best Interest, in Securities Exchange Act Release No. 83062 (Apr. 18, 2018); proposed new form, Form CRS, in Securities Exchange Act Release No. 83063 (Apr. 18, 2018); and the proposed Commission interpretation regarding standard of conduct for investment advisers in Investment Advisers Act Release No. 4889 (Apr. 18, 2018).