

To The Securities and Exchange Commission and all concerned:

I am writing to you today primarily to offer some expertise and information in a way that is generally understood by all. I have been a practicing insurance agent in the state of Texas since 10-11-1986. With 22 years of experience, designations and certifications to show my commitment to the industry, and an excellent record in the industry, I pray that you will hear this message. I joined this great industry because I am a student of life and a lover of mankind, having served humanity since a little child. It grieves me so that in times of misunderstandings, our leaders fail to recognize their limited expertise in ALL areas and fail to seek the guidance of the industry “experts” who are ethical, competent and committed to work with people everyday to help them achieve their goals. Products are SOLUTIONS to needs and not just something that is sold. The Equity Indexed Annuity has it’s place and it is time that you reach out to experts in implementing these products, so that you may understand the “Big Picture”.

Let me be straight forward if I may. In regard to Equity Indexed Annuities, these products are the wave of the twenty-first century for safety and growth, and the design of the products is absolutely outstanding AND very NEEDED FOR THE AGING POPULATION . They are designed for safety, security, and stability, for the part of ones’ portfolio, where either no risk is acceptable or balancing with other equities in portfolio for guarantees, during down turns in the economy – preservation of principle with an “opportunity: for growth. Example: The existing crisis in our financial world is a good example of where they were outstanding. NOT ONE PERSON LOST ONE PENNY IN THEIR EQUITY INDEXED ANNUITY UNLESS THEY SURRENDED IT EARLY. Requesting assistance from a competent financial advisor has always been the right thing to do and I feel people must accept that responsibility. I know there have been sales where the client may not have been a suitable candidate for the product. The EIA is a “Fixed Annuity”. For people who have low risk tolerance and want to guarantee their principal, and usually are 55 or older, in my opinion would have a place in their portfolio for this product to balance their risk and provide the guarantees necessary for their personal situation. The company’s strength and stability backs the promise to secure the principle and interest earned as long as the time that is needed to hold the money is respected. Like most other financial vehicles, surrender charges are imposed when not following the penalty free withdrawal rules.

Determining a person’s need, in my opinion, through a needs focused approach, in absolutely mandatory. Only experienced financial professionals can do this. I have felt strongly that for people in any industry who do not keep up with continuing education, there should be and are restraints. No one should be allowed to “SELL” anything without the expertise to protect the consumer. With that said, I feel there is a simple solution here, and based on my level of expertise in this regard, would be completely willing to consult with anyone on a free basis. The whole industry should not be penalized because of a few bad apples. This is not a simple subject and requires the expertise of a Professionally Designated practitioner who can not only answer the questions, but address the “Big Picture” and clarify the misunderstandings that exist today.

Equity Indexed Annuities are fixed contracts with many different guarantees that consumers may purchase to implement their personal financial plan. It is probably the most significant product introduced since I entered the profession in 1986. I concerns me greatly that there has been and continues to be so much scrutiny and misunderstandings in regard to this subject.

Please feel free to contact me at 512-310-7502 or charlene@guessfinancial.com if you have any desire to discuss this. I would be honored to be of assistance. Thank you.