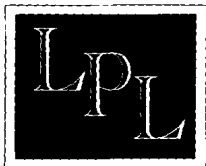
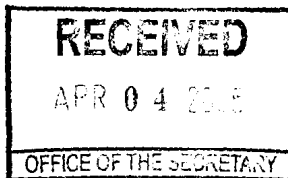


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FINANCIAL SERVICES



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Mr. Jonathan G. Katz, Secretary  
Securities and Exchange Commission  
450 Fifth Street, NW  
Washington, DC 20549-0609

**Re: SEC Proposal on Point of Sale and Confirmation Disclosures**

Dear Mr. Katz:

As a financial professional, I believe the proposed changes will further push investors to the Suzie Ormans of the world. Cost is not everything. An educated client is welcome to me as a commissioned salesperson. I advise my clients, that they, not me, have the ultimate responsibility for their money. I urge them on reading up on their investments. To consider my advice, but not accept it as gospel. To weigh their decisions carefully.

Yet they are advised by others, and now possibly by the SEC, that cost is the most important feature. They do not read a prospectus because of the size and the immaterial legalese. A short and to-the-point discussion of fees, of breakpoints, as well as the (more important) manager investment style, might require a shorter document.

The complexity of the proposal does the opposite. It will, I believe, confuse investors. I believe the type of forms my firm requires, usually limited to one page, should be required for all firms. The client says – “Yes, I understand the cost” and indicates his investment objective. Simple, but effective. If my client checks off “conservative growth”, and buys the “Southeast Asia Telecom Fund”, Compliance will have questions for me.

It makes the client aware, and keeps me focused on the clients goals.

Sincerely,

  
Steven Sora  
Branch Manager