

Rule Comments

Proposed Rule on Mutual Fund Disclosure Forms (SEC File No. S7-06-04)

RECEIVED

MAR 3 0 2004

HARRISON MAYIS R Name:

Please be aware that all comments we receive will become part of the public recordiffication secretary considered in this matter. Please return the comment form to the SEC representative or mail your RECEIVED the following address:

MAR 2 9 2004

OFFICE OF THE SECRETARY

Jonathan G. Katz, Secretary U.S. Securities and Exchange Commission 450 Fifth Street, N.W. Washington, D.C. 20549-0609

Comments: Yes the forms communicate info needed, but they do not go far enough. First a foremost the broker should be required to provide a prospection at the time instrument or unthomouts are offered, they should also required a period of time (days) in which to study it. Some-most of brokes to not give the buyer (about 90% in my experience At the Time of the sale there is also a habit of being affected three or four instauments, which are in different ratagories - like comparing apples orange, + bananas In my total care it was no veen fund no load. Another fund load fastly a bond fund (the banana) affered 3 instruments they should be in the same general catagory This world help people with trule knowledge of the market. whe to thank you for this opportunity for. this much needed guidling Thank work Mays & Harrison.

More space provided on back of page.

RECEIVED

ECEIVED

Acme Clearing, Inc.

Fees and Payments Associated with Your Investment

MAR 3 0 2004

| 1 des alla l'ajimente l'ince | | | | | | |
|--|---|--|---|---|---|---|
| A. General information | | | | | | OFFICE OF THE SECRETAR |
| Customer: | John Doe | | Symbol: | | | |
| Account Number: | 1234-5678 | | CUSIP nu | mber: | | |
| Date of transaction: | 1/1/05 | | Type of se | curity: | | al fund |
| Type of transaction: | You bought | | | Value (NAV): | \$18. | |
| No. shares bought/sold: | 422.610 | | | / plus load): | \$18. | |
| Security issuer: | BBB Equity Fund | | | aid/received: | | 00.00 |
| Class (if applicable). | Α | | Amount of | your investment/sale: | \$7,6 | 78.82 |
| Commission/other compensation: Other charges: | \$0.00 \$0.00 | | | no commission or other chargoads or asset-based fees, as o | | |
| B. What you pay (directly an | d indirectly) for pur | chases | | | - | |
| Front-end sales load | | | \$321.18 | which is equivalent to 4.1 Industry norms: Range x.x. | | |
| Back-end sales load | | | NA | | | |
| Estimated first-year asset-based | i sales charges | | NA | | | |
| Estimated first-year asset-based | l service fees | | \$19.20 | which is equivalent to 0.29 Industry norms: Range x.x. | | |
| C. Amounts that your broke | r, AAA Introducing, | Inc., will | l receive f | rom the fund or its affilia | tes | |
| Sales fee AAA Introducing receive | ed for your purchase: | | \$300.00 | which is equivalent to 3.9 Industry norms: Range x.x. | | |
| Revenue sharing AAA Introducing your purchase: | g may receive in conne | ction with | \$30.72 | which is equivalent to 0.40 Industry norms: Range x x | | |
| Portfolio brokerage commission in connection with your purchase: | ns AAA Introducing may | y receive | \$15.36 | which is equivalent to 0.20 Industry norms: Range x.x. | | |
| Additional disclosures: | | | | | | |
| | | | | | | |
| D. Payment of special comp | ensation to person | nel of yo | ur broker | AAA Introducing, Inc. | | |
| If you bought a security of a fund affiliated with AAA Introducing: Does AAA Introducing Yes No NA pay its personnel more to sell securities of affiliated funds? | | | | | | |
| If you bought a share class with a back-end sales load: Does AAA Introducing pay its personnel more to sell this class than to sell front-end sales load share classes of the same Yes No NA fund? | | | | | | |
| E. Breakpoint discount informany mutual fund companies of discounts may be calculated by of your family or household me or financial advisor, or check the (together with any holdings of 4.18%, which may vary from the | offer sales load disco ased on your current embers. To ensure ti ne fund's prospectus which we are aware) | t purchase hat you a or websit entitles y | e or on you re obtainin te. Accord rou to a sa | ur aggregate holdings, and g all available discounts, y ling to the fund's prospecto les load of 4.17%. You we | t may al you shou us, the a ere char | so include the holdings ald talk with your broker amount you invested ged a sales load of |



F. Explanations and definitions

- <u>Net asset value (NAV)</u> Net asset value is the approximate value of one share of a fund, and is determined by dividing the fund's net assets by the number of shares outstanding. When you sell your shares, their NAV may differ from the price you paid for the shares.
- <u>Price and NAV</u> Securities that have front-end sales loads are sold at the public offering price. That price includes the sales load and therefore is higher than the NAV.
- <u>Amount of your investment</u> When you buy a share class that has a front-end sales load, the "net amount invested" equals what you paid for the shares minus the sales load. That is the value of the shares.
- <u>Dollar and percentage values</u> This document provides information about what you pay and what your broker-dealer will receive. Some of that information is set forth in dollar amounts and as percentages of "your investment." In general, those percentages are based on the net amount of your investment (which is the current value of the shares you are purchasing). Information about back-end sales loads and first year sales charges and service fees may be based on the value of your investment at some point in the future.
- <u>Timing of sales loads</u> If you buy shares with a front-end sales load, you pay a fee at the time of purchase. If you buy shares with a back-end sales load (sometimes called a deferred sales load), you may pay a fee when you sell your shares, depending on how long you hold them. If these shares have a back-end sales load, the amount of the fee you pay will depend on when you sell the shares and their NAV at the time.
- Asset-based fees Asset-based sales charges and service fees (such as 12b-1 fees) are annual fees that the fund pays out of its
 assets to market its shares to potential investors or to compensate brokers for maintaining the accounts of current shareholders. By
 reducing the amount of a fund's assets (that otherwise would be available for investment), the fees may reduce the return on your
 investment. The amount of future asset-based fees is not predictable because these fees are a percentage of NAV, which can
 fluctuate over time. Share classes that have a back-end sales load often will have higher asset-based fees than comparable share
 classes with a front-end sales load. However, share classes with a back-end sales load may, in some later year, convert to a share
 class with lower asset-based fees.
- <u>Disclosure of revenue sharing and portfolio brokerage commissions</u> This document provides information about revenue sharing that the broker-dealer has received from affiliates of the fund, and portfolio brokerage commissions that the broker-dealer has received from the fund or its affiliates. Those amounts are stated as a percentage of the broker-dealer's sales on behalf of the fund complex consisting of the fund or its affiliates over a recent 12 month period. For example, if a broker-dealer received \$1 million in revenue sharing from a fund complex over that period, and the broker-dealer sold \$50 million worth of shares for the fund complex over that period, then revenue sharing represents 2 percent of total sales. Based on that percentage, this confirmation also states the amount of that compensation that may be associated with this transaction. These are estimates only, and your broker-dealer can provide you with more specific information.
- What is revenue sharing? Revenue sharing occurs when the investment adviser to the fund, or another affiliate of the fund, makes
 payments to a broker-dealer. In some cases, the investment adviser may describe those payments as reimbursing the broker-dealer
 for expenses it incurs in selling the shares. Those payments regardless if they are labeled as reimbursements may give the brokerdealer a greater incentive to sell the shares of that fund or affiliated funds.
- <u>What are portfolio brokerage commissions?</u> Portfolio brokerage commissions are payments that a fund makes to broker-dealers for helping the fund buy or sell securities in the fund's portfolio. Portfolio brokerage commissions may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- Special compensation for proprietary sales This document states whether your broker-dealer pays its salespersons or other
 associated persons a higher compensation <u>rate</u> for selling securities of affiliated funds (proprietary sales) than the rate that the brokerdealer pays for selling securities of non-affiliated funds. In some cases, a broker-dealer pays its personnel a higher percentage of the
 broker-dealer's own compensation for the sale of securities of affiliated funds than it pays for the sale of securities of non-affiliated
 funds. This may give your broker a greater incentive to sell the shares of affiliated funds than non-affiliated funds.
- Special compensation for shares with a back-end sales load This document states whether your broker-dealer pays its salespersons or other associated persons higher compensation, in <u>actual dollars</u>, for selling a security with a back-end sales load than your broker-dealer pays its personnel for the sale of the same dollar amount of shares in a share class with a front-end sales load. Some share classes without front-end sales loads (such as class B shares) may require you to pay higher asset-based fees than share classes with front-end sales loads (typically class A shares). Broker-dealer personnel may earn more when they sell classes with a back-end sales load, and therefore your broker may have a greater incentive to sell shares with a back-end sales load.
- Comparison ranges The "comparison ranges" provide additional information about your purchase. These are expressed as a percentage of NAV. In the case of sales loads, asset-based fees and sales fees received by the broker-dealer, those comparison ranges represent the range of charges and fees associated with 95 percent of comparable securities. For example, a comparison range of "0-4%" means that 95 percent of comparable securities would charge between zero and 4 percent of NAV for a sale of that size. In the case of revenue sharing and portfolio brokerage commissions earned by the broker-dealer, the comparison range represents the range associated with the activity of 95 percent of other firms that distribute comparable securities.

| Acme Clearing, Inc. | | | | |
|--|---|--|--|--|
| Fees and Payments Asso | ciated with Your Inv | estment | | |
| A. General information Customer: Account Number: Date of transaction: Type of transaction: No. shares bought/sold: Security issuer: Class (if applicable): | John Doe 1234-5678 1/1/05 You bought 440.286 BBB Equity Fund B | Price (NA Amount p | | |
| Commission/other compensation: Other charges: | \$0.00 <i>i</i> \$0.00 | Note: even if there is distribution through I | s no commission or other charge, you may be paying for loads or asset-based fees, as described below. | |
| B. What you pay (directly an | nd indirectly) for purch | ases | | |
| Front-end sales load | | NA | ! | |
| Back-end sales load | | | | |
| If you sell these shares in one | year, you will pay | \$400.00 | or 5% of your investment, whichever is less | |
| If you sell these shares in two | years, you will pay | \$320.00 | Industry norms: Range x.xx - x.xx%; median x.xx%. or 4% of your investment, whichever Is less | |
| If you sell these shares in three | e years, you will pay | \$240.00 | Industry norms: Range x.xx - x.xx%; median x.xx%. or 3% of your investment, whichever is less Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| If you sell these shares in four | years, you will pay | \$240.00 | or 3% of your investment, whichever is less Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| If you sell these shares in five | years, you will pay | \$160.00 | or 2% of your investment, whichever is less Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| If you sell these shares in six y | rears, you will pay | \$80.00 | or 1% of your investment, whichever is less Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| Estimated first-year asset-based | d sales charges | \$60.00 | which is equivalent to 0.75% of your investment Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| Estimated first-year asset-based service fees | | \$20.00 | which is equivalent to 0.25% of your investment Industry norms: Range x.xx - x.xx%, median x.xx%. | |
| C. Amounts that your broke | r, AAA Introducing, Inc | c., will receive fro | om the fund or its affiliates | |
| Sales fee AAA Introducing receive | ed for your purchase: | \$320.00 | which is equivalent to 4.00% of your investment Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| Revenue sharing AAA Introducing may receive in connection with your purchase: | | en with \$32.00 | which is equivalent to 0.40% of your investment Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| Portfolio brokerage commissions AAA Introducing may receive in connection with your purchase: | | ceive in \$16.00 | which is equivalent to 0.20% of your investment Industry norms: Range x.xx - x.xx%; median x.xx%. | |
| Additional disclosures: | | | | |
| D. Payment of special comp | ensation to personnel | of your broker, | AAA Introducing, Inc. | |
| If you bought a security of a fund affiliated with AAA Introducing: Does AAA Introducing Yes No NA pay its personnel more to sell securities of affiliated funds? | | | | |
| If you bought a share class with a back-end sales load: Does AAA Introducing pay its personnel more to self this class than to self front-end sales load share classes of the same Yes NO NA fund? | | | | |
| discounts may be calculated by your family or household mem financial advisor, or check the | offer sales load discoun ased on your current pu bers. To ensure that yo fund's prospectus or we | irchase or on your ou are obtaining al ebsite. According | hat have invested over a certain dollar amount. These raggregate holdings, and may also include the holdings of ll available discounts, you should talk with your broker or to the fund's prospectus, the amount you invested you to a sales load of 4.17% of NAV had you bought a | |

share class that is subject to a front-end sales load. Instead, you bought a share class that is not subject to a front-end sales

load, but is subject to annual asset-based sales charges of 0.75% of net asset value for a period of 6 years.

F. Explanations and definitions

- <u>Net asset value (NAV)</u> Net asset value is the approximate value of one share of a fund, and is determined by dividing the fund's net assets by the number of shares outstanding. When you sell your shares, their NAV may differ from the price you paid for the shares.
- <u>Price and NAV</u> Securities that have front-end sales loads are sold at the public offering price. That price includes the sales load and therefore is higher than the NAV.
- <u>Amount of your investment</u> When you buy a share class that has a front-end sales load, the "net amount invested" equals what you paid for the shares minus the sales load. That is the value of the shares.
- <u>Dollar and percentage values</u> This document provides information about what you pay and what your broker-dealer will receive. Some of that information is set forth in dollar amounts and as percentages of "your investment." In general, those percentages are based on the net amount of your investment (which is the current value of the shares you are purchasing). Information about back-end sales loads and first year sales charges and service fees may be based on the value of your investment at some point in the future.
- <u>Timing of sales loads</u> If you buy shares with a front-end sales load, you pay a fee at the time of purchase. If you buy shares with a back-end sales load (sometimes called a deferred sales load), you may pay a fee when you sell your shares, depending on how long you hold them. If these shares have a back-end sales load, the amount of the fee you pay will depend on when you sell the shares and their NAV at the time.
- <u>Asset-based fees</u> Asset-based sales charges and service fees (such as 12b-1 fees) are annual fees that the fund pays out of its assets to market its shares to potential investors or to compensate brokers for maintaining the accounts of current shareholders. By reducing the amount of a fund's assets (that otherwise would be available for investment), the fees may reduce the return on your investment. The amount of future asset-based fees is not predictable because these fees are a percentage of NAV, which can fluctuate over time. Share classes that have a back-end sales load often will have higher asset-based fees than comparable share classes with a front-end sales load. However, share classes with a back-end sales load may, in some later year, convert to a share class with lower asset-based fees.
- <u>Disclosure of revenue sharing and portfolio brokerage commissions</u> This document provides information about revenue sharing that the broker-dealer has received from affiliates of the fund, and portfolio brokerage commissions that the broker-dealer has received from the fund or its affiliates. Those amounts are stated as a percentage of the broker-dealer's sales on behalf of the fund complex consisting of the fund or its affiliates over a recent 12 month period. For example, if a broker-dealer received \$1 million in revenue sharing from a fund complex over that period, and the broker-dealer sold \$50 million worth of shares for the fund complex over that period, then revenue sharing represents 2 percent of total sales. Based on that percentage, this confirmation also states the amount of that compensation that may be associated with this transaction. These are estimates only, and your broker-dealer can provide you with more specific information.
- What is revenue sharing? Revenue sharing occurs when the investment adviser to the fund, or another affiliate of the fund, makes payments to a broker-dealer. In some cases, the investment adviser may describe those payments as reimbursing the broker-dealer for expenses it incurs in selling the shares. Those payments regardless if they are labeled as reimbursements may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- What are portfolio brokerage commissions? Portfolio brokerage commissions are payments that a fund makes to broker-dealers for helping the fund buy or sell securities in the fund's portfolio. Portfolio brokerage commissions may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- <u>Special compensation for proprietary sales</u> This document states whether your broker-dealer pays its salespersons or other associated persons a higher compensation <u>rate</u> for selling securities of affiliated funds (proprietary sales) than the rate that the broker-dealer pays for selling securities of non-affiliated funds. In some cases, a broker-dealer pays its personnel a higher percentage of the broker-dealer's own compensation for the sale of securities of affiliated funds than it pays for the sale of securities of non-affiliated funds. This may give your broker a greater incentive to sell the shares of affiliated funds than non-affiliated funds.
- <u>Special compensation for shares with a back-end sales load</u> This document states whether your broker-dealer pays its salespersons or other associated persons higher compensation, in <u>actual dollars</u>, for selling a security with a back-end sales load than your broker-dealer pays its personnel for the sale of the same dollar amount of shares in a share class with a front-end sales load. Some share classes without front-end sales loads (such as class B shares) may require you to pay higher asset-based fees than share classes with front-end sales loads (typically class A shares). Broker-dealer personnel may earn more when they sell classes with a back-end sales load, and therefore your broker may have a greater incentive to sell shares with a back-end sales load.
- <u>Comparison ranges</u> The "comparison ranges" provide additional information about your purchase. These are expressed as a percentage of NAV. In the case of sales loads, asset-based fees and sales fees received by the broker-dealer, those comparison ranges represent the range of charges and fees associated with 95 percent of comparable securities. For example, a comparison range of "0-4%" means that 95 percent of comparable securities would charge between zero and 4 percent of NAV for a sale of that size. In the case of revenue sharing and portfolio brokerage commissions earned by the broker-dealer, the comparison range represents the range associated with the activity of 95 percent of other firms that distribute comparable securities.

| Acme Clearing, Inc. | | | | | _ |
|---|-----------------------------|--|--|--|-------------|
| Fees and Payments Asso | ciated with Your Inv | estment | | | |
| A. General information Customer: Account Number: Date of transaction: Type of transaction: No. shares bought/soid: Security issuer: Class (if applicable): Commission/other compensation: | | Price (NA' Amount pa Amount of Note: even if there is | ecurity: Value (NAV): V plus load): aid/received: f your investment/sale | Mutual fund \$18.17 \$18.17 \$8.000.00 \$8,000.00 | |
| Other charges: | | | Daus of asset-pased fees, | as described below. | |
| B. What you pay (directly an | id indirectly) for purch | ases | | | |
| Front-end sales load | | NA | | | |
| Back-end sales load | | | | | |
| If you sell these shares in one | year, you will pay | \$400.00 | (which equals 5% of you | | |
| If you sell these shares in two years, you will pay | | \$320.00 | (which equals 4% of you | x.xx - x.xx%; median x.xx%. ir investment) x.xx - x.xx%; median x.xx%. | |
| If you sell these shares in three | e years, you will pay | \$240.00 | (which equals 3% of you | | |
| If you sell these shares in four | years, you will pay | \$240.00 | (which equals 3% of you Industry norms: Range | ır investment) x.xx - x.xx%; median x.xx%. | |
| If you sell these shares in five y | years, you will pay | \$160.00 | (which equals 2% of you | | |
| if you sell these shares in six y | ears, you will pay | \$80.00 | (which equals 1% of you | | |
| Estimated first-year asset-based | sales charges | \$60.00 | | 0.75% of your investment x.xx - x.xx%; median x.xx%. | |
| Estimated first-year asset-based | service fees | \$20.00 | | 0.25% of your investment x.xx - x.xx%; median x.xx%. | |
| C. Amounts that your broker | r, AAA Introducing, Inc | ., will receive fro | m the fund or its affilia | ates | |
| Sales fee AAA Introducing receive | d for your purchase: | \$320.00 | | 4.00% of your investment x.xx - x.xx%; median x.xx%. | |
| Revenue sharing AAA Introducing your purchase: | g may receive in connection | with \$32.00 | , | 0.40% of your investment x.xx - x.xx%; median x.xx%. | |
| Portfolio brokerage commission connection with your purchase: | s AAA Introducing may rec | eive in \$16.00 | | 0.20% of your investment x.xx - x.xx%; median x.xx%. | |
| Additional disclosures: | | | | | |
| D. Payment of special compe | ensation to personnel | of your broker, A | AA Introducing, Inc. | | |
| If you bought a security of a fund a pay its personnel more to sell secu | | ng: Does AAA Introd | ducing Yes | No NA | |
| If you bought a share class with a be personnel more to sell this class the fund? | | | • | No NA | |
| E. Breakpoint discount infor | mation | | | | |

Many mutual fund companies offer sales load discounts to customers that have invested over a certain dollar amount. These discounts may be calculated based on your current purchase or on your aggregate holdings, and may also include the holdings of your family or household members. To ensure that you are obtaining all available discounts, you should talk with your broker or financial advisor, or check the fund's prospectus or website. According to the fund's prospectus, the amount you invested (together with any holdings of which we are aware) would have entitled you to a sales load of 4.17% of NAV had you bought a share class that is subject to a front-end sales load. Instead, you bought a share class that is not subject to a front-end sales load, but is subject to annual asset-based sales charges of 0.75% of net asset value for a period of 6 years.

F. Explanations and definitions

- <u>Net asset value (NAV)</u> Net asset value is the approximate value of one share of a fund, and is determined by dividing the fund's net assets by the number of shares outstanding. When you sell your shares, their NAV may differ from the price you paid for the shares.
- <u>Price and NAV</u> Securities that have front-end sales loads are sold at the public offering price. That price includes the sales load and therefore is higher than the NAV.
- <u>Amount of your investment</u> When you buy a share class that has a front-end sales load, the "net amount invested" equals what you paid for the shares minus the sales load. That is the value of the shares.
- <u>Dollar and percentage values</u> This document provides information about what you pay and what your broker-dealer will receive.
 Some of that information is set forth in dollar amounts and as percentages of "your investment." In general, those percentages are based on the net amount of your investment (which is the current value of the shares you are purchasing). Information about back-end sales loads and first year sales charges and service fees may be based on the value of your investment at some point in the future.
- <u>Timing of sales loads</u> If you buy shares with a front-end sales load, you pay a fee at the time of purchase. If you buy shares with a
 back-end sales load (sometimes called a deferred sales load), you may pay a fee when you sell your shares, depending on how long
 you hold them. If these shares have a back-end sales load, the amount of the fee you pay will depend on when you sell the shares
 and their NAV at the time.
- <u>Asset-based fees</u> Asset-based sales charges and service fees (such as 12b-1 fees) are annual fees that the fund pays out of its assets to market its shares to potential investors or to compensate brokers for maintaining the accounts of current shareholders. By reducing the amount of a fund's assets (that otherwise would be available for investment), the fees may reduce the return on your investment. The amount of future asset-based fees is not predictable because these fees are a percentage of NAV, which can fluctuate over time. Share classes that have a back-end sales load often will have higher asset-based fees than comparable share classes with a front-end sales load. However, share classes with a back-end sales load may, in some later year, convert to a share class with lower asset-based fees.
- <u>Disclosure of revenue sharing and portfolio brokerage commissions</u> This document provides information about revenue sharing that the broker-dealer has received from affiliates of the fund, and portfolio brokerage commissions that the broker-dealer has received from the fund or its affiliates. Those amounts are stated as a percentage of the broker-dealer's sales on behalf of the fund complex consisting of the fund or its affiliates over a recent 12 month period. For example, if a broker-dealer received \$1 million in revenue sharing from a fund complex over that period, and the broker-dealer sold \$50 million worth of shares for the fund complex over that period, then revenue sharing represents 2 percent of total sales. Based on that percentage, this confirmation also states the amount of that compensation that may be associated with this transaction. These are estimates only, and your broker-dealer can provide you with more specific information.
- <u>What is revenue sharing?</u> Revenue sharing occurs when the investment adviser to the fund, or another affiliate of the fund, makes payments to a broker-dealer. In some cases, the investment adviser may describe those payments as reimbursing the broker-dealer for expenses it incurs in selling the shares. Those payments regardless if they are labeled as reimbursements may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- What are portfolio brokerage commissions? Portfolio brokerage commissions are payments that a fund makes to broker-dealers for helping the fund buy or sell securities in the fund's portfolio. Portfolio brokerage commissions may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- <u>Special compensation for proprietary sales</u> This document states whether your broker-dealer pays its salespersons or other associated persons a higher compensation <u>rate</u> for selling securities of affiliated funds (proprietary sales) than the rate that the broker-dealer pays for selling securities of non-affiliated funds. In some cases, a broker-dealer pays its personnel a higher percentage of the broker-dealer's own compensation for the sale of securities of affiliated funds than it pays for the sale of securities of non-affiliated funds. This may give your broker a greater incentive to sell the shares of affiliated funds than non-affiliated funds.
- Special compensation for shares with a back-end sales load This document states whether your broker-dealer pays its salespersons or other associated persons higher compensation, in <u>actual dollars</u>, for selling a security with a back-end sales load than your broker-dealer pays its personnel for the sale of the same dollar amount of shares in a share class with a front-end sales load. Some share classes without front-end sales loads (such as class B shares) may require you to pay higher asset-based fees than share classes with front-end sales loads (typically class A shares). Broker-dealer personnel may earn more when they sell classes with a back-end sales load, and therefore your broker may have a greater incentive to sell shares with a back-end sales load.
- <u>Comparison ranges</u> The "comparison ranges" provide additional information about your purchase. These are expressed as a percentage of NAV. In the case of sales loads, asset-based fees and sales fees received by the broker-dealer, those comparison ranges represent the range of charges and fees associated with 95 percent of comparable securities. For example, a comparison range of "0-4%" means that 95 percent of comparable securities would charge between zero and 4 percent of NAV for a sale of that size. In the case of revenue sharing and portfolio brokerage commissions earned by the broker-dealer, the comparison range represents the range associated with the activity of 95 percent of other firms that distribute comparable securities.

AAA Introducing, Inc.

Name

John Doe

Account number

1234-5678

Date

1/1/05

Security under consideration

BBB Equity Fund

Class

Λ

Amount of contemplated transaction

\$8,000.00

Sales load and what we will be paid up front

| Front-end sales load | \$321.18 |
|--|----------|
| Back-end sales load - maximum first year | NA |
| Amount of sales fee we will receive from the fund | \$300.00 |
| Estimated first year asset-based distribution or service fees that we will receive from the fund | \$19.20 |

Potential conflicts of interest

| Do the fund or its affiliates pay us brokerage commissions for buying or selling fund assets, such as stocks and bonds? | Yes |
|---|-----|
| Do the fund's affiliates make additional payments to us, such as revenue sharing? | Yes |

Special compensation for our personnel - potential conflicts of interest

| If this is a "proprietary" security issued by an affiliate, would we pay more to our personnel for selling it to you? | No |
|---|----|
| If this security carries a back-end sales load, would we pay more to our personnel for selling it to you? | NA |

ASK BEFORE YOU BUY! This document contains information that your broker-dealer is required to provide you about potential transactions in certain investments, such as mutual funds, variable annuities or "529 plans." It tells you about the investment's sales-related costs, and about the incentives your broker-dealer and its personnel have to sell you this investment. YOU HAVE A RIGHT TO CONSIDER THE COSTS OF THE INVESTMENT AND YOUR BROKER-DEALER'S INCENTIVES BEFORE YOU DECIDE WHETHER TO MAKE THE INVESTMENT.

SOME THINGS TO KNOW ABOUT LOADS: Sometimes shares that do not have a front-end load have high fees -- which makes them more expensive for the long-term investor. Also, many mutual fund companies offer sales load discounts to investors over a certain level. Sometimes family or household holdings can count toward these discounts. To find out more, talk with your broker or financial adviser, or check the fund's prospectus or website.

Explanations and Definitions

- <u>Net asset value (NAV)</u> Net asset value is the approximate value of one share of a fund, and is determined by dividing the fund's net assets by the number of shares outstanding. When you sell your shares, their NAV may differ from the price you paid for the shares.
- <u>Price and NAV</u> Securities that have front-end sales loads are sold at the public offering price. That price includes the sales load and therefore is higher than the NAV.
- <u>Timing of sales loads</u> If you buy shares with a front-end sales load, you pay a fee at the time of purchase. If you buy shares with a back-end sales load (sometimes called a deferred sales load), you may pay a fee when you sell your shares, depending on how long you hold them. If the shares have a back-end sales load, the amount of the fee you pay will depend on when you sell the shares and their NAV at the time.
- <u>Asset-based fees</u> Asset-based sales charges and service fees (such as 12b-1 fees) are annual fees that the fund pays out of its assets to market its shares to potential investors or to compensate brokers for maintaining the accounts of current shareholders. By reducing the amount of a fund's assets (that would otherwise be available for investment), the fees may reduce the return on your investment. The amount of future asset-based fees generally is not predictable because these fees are a percentage of NAV, which can fluctuate over time. Share classes that have a back-end sales load often have higher asset-based fees than comparable share classes with a front-end sales load. However, share classes with a back-end sales load may, in some later year, convert to a share class with lower asset-based fees.
- <u>What is revenue sharing?</u> Revenue sharing occurs when the investment adviser to a fund, or another affiliate of a fund, makes payments to a broker-dealer. In some cases, the investment adviser may describe those payments as reimbursing the broker-dealer for expenses it incurs in selling the shares. Those payments -- regardless if they are labeled as reimbursements -- may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- What are portfolio brokerage commissions? Portfolio brokerage commissions are payments that a fund makes to broker-dealers for helping the fund buy or sell securities in the fund's portfolio. Portfolio brokerage commissions may give the broker-dealer a higher incentive to sell the shares of that fund or affiliated funds.
- <u>Special compensation</u> This document states whether your broker-dealer would pay its salespersons or other associated persons higher compensation if you decide to buy the security you are considering. Some broker-dealers pay their personnel higher compensation, as a percentage of the broker-dealers' own compensation, for selling their affiliates' securities. In addition, some broker-dealers pay their personnel higher compensation, in actual dollars, for selling a security that has a back-end sales load, because broker-dealers themselves may earn more when they sell those share classes.

AAA Introducing, Inc.

Name John Doe Account number 1234-5678

Date 1/1/05

Security under consideration BBB Equity Fund

Class

Amount of contemplated transaction \$8,000.00

Sales load and what we will be paid up front

| Front-end sales load | NA |
|--|----------|
| Back-end sales load - maximum first year - back-end sales loads terminate after six years | \$400.00 |
| Amount of sales fee we will receive from the fund | \$320.00 |
| Estimated first year asset-based distribution or service fees that we will receive from the fund | \$80.00 |

Potential conflicts of interest

| Do the fund or its affiliates pay us brokerage commissions for buying or selling fund assets, such as stocks and bonds? | Yes |
|---|-----|
| Do the fund's affiliates make additional payments to us, such as revenue sharing? | Yes |

Special compensation for our personnel - potential conflicts of interest

| If this is a "proprietary" security issued by an affiliate, would we pay more to our personnel for selling it to you? | No |
|---|-----|
| If this security carries a back-end sales load, would we pay more to our personnel for selling it to you? | Yes |

ASK BEFORE YOU BUY! This document contains information that your broker-dealer is required to provide you about potential transactions in certain investments, such as mutual funds, variable annuities or "529 plans." It tells you about the investment's sales-related costs, and about the incentives your broker-dealer and its personnel have to sell you this investment. YOU HAVE A RIGHT TO CONSIDER THE COSTS OF THE INVESTMENT AND YOUR BROKER-DEALER'S INCENTIVES BEFORE YOU DECIDE WHETHER TO MAKE THE INVESTMENT.

SOME THINGS TO KNOW ABOUT LOADS: Sometimes shares that do not have a front-end load have high fees — which makes them more expensive for the long-term investor. Also, many mutual fund companies offer sales load discounts to investors over a certain level. Sometimes family or household holdings can count toward these discounts. To find out more, talk with your broker or financial adviser, or check the fund's prospectus or website.

Explanations and Definitions

- <u>Net asset value (NAV)</u> Net asset value is the approximate value of one share of a fund, and is determined by dividing the fund's net assets by the number of shares outstanding. When you sell your shares, their NAV may differ from the price you paid for the shares.
- <u>Price and NAV</u> Securities that have front-end sales loads are sold at the public offering price. That price includes the sales load and therefore is higher than the NAV.
- <u>Timing of sales loads</u> If you buy shares with a front-end sales load, you pay a fee at the time of purchase. If you buy shares with a back-end sales load (sometimes called a deferred sales load), you may pay a fee when you sell your shares, depending on how long you hold them. If the shares have a back-end sales load, the amount of the fee you pay will depend on when you sell the shares and their NAV at the time.
- <u>Asset-based fees</u> Asset-based sales charges and service fees (such as 12b-1 fees) are annual fees that the fund pays out of its assets to market its shares to potential investors or to compensate brokers for maintaining the accounts of current shareholders. By reducing the amount of a fund's assets (that would otherwise be available for investment), the fees may reduce the return on your investment. The amount of future asset-based fees generally is not predictable because these fees are a percentage of NAV, which can fluctuate over time. Share classes that have a back-end sales load often have higher asset-based fees than comparable share classes with a front-end sales load. However, share classes with a back-end sales load may, in some later year, convert to a share class with lower asset-based fees.
- <u>What is revenue sharing?</u> Revenue sharing occurs when the investment adviser to a fund, or another affiliate of a fund, makes payments to a broker-dealer. In some cases, the investment adviser may describe those payments as reimbursing the broker-dealer for expenses it incurs in selling the shares. Those payments -- regardless if they are labeled as reimbursements -- may give the broker-dealer a greater incentive to sell the shares of that fund or affiliated funds.
- What are portfolio brokerage commissions? Portfolio brokerage commissions are payments that a fund makes to broker-dealers for helping the fund buy or sell securities in the fund's portfolio. Portfolio brokerage commissions may give the broker-dealer a higher incentive to sell the shares of that fund or affiliated funds.
- <u>Special compensation</u> This document states whether your broker-dealer would pay its salespersons or other associated persons higher compensation if you decide to buy the security you are considering. Some broker-dealers pay their personnel higher compensation, as a percentage of the broker-dealers' own compensation, for selling their affiliates' securities. In addition, some broker-dealers pay their personnel higher compensation, in actual dollars, for selling a security that has a back-end sales load, because broker-dealers themselves may earn more when they sell those share classes.