

# **Rule Comments**

# Proposed Rule on Mutual Fund Disclosure Forms

(SEC File No. S7-06-04)

482

RECEIVED

MAR 3 0 2004

OFFICE OF THE SECRETARY

Name: Joyce BRANDL

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

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

Comments:	11 Lemo	TITTA	CHED	 	
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	<u> </u>			 	

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

Dear Sir:

Sorry for the delay.

I am typing this separately instead of writing on your attached form.

Yes, I contacted the SEC about the IRA mutual fund fees, expenses, no prospectus's given and other abnormal practices with my IRA Rollover money that was invested in Putnam funds by the broker("financial planner"). Approximately \$ 179,000. I still have the memo and other documents pertaining to the problem, if you wish copies.

It is a shame that the practices going on a few years ago, that I experienced and was brought to the attention of the SEC, is now being investigated after more dishonesty has been discovered.

I did not pursue any court action as I was discouraged about the cost of attorney fees, the stress and how long it would take to get resolved. Big Guy against the Little Guy syndrome.

I closed my account at Sun America and all of the Putnam funds.. I have had similar experiences with another broker, not disclosing all the "goodies" he would receive. After losing thousands of dollars, to Putnam, Janus and other funds and a decline in the market, I am currently doing my own investing, sometimes difficult because of the manipulation of the market.

# Just a few suggestions:

There should be a Statement that their funds DO NOT permit market timing.

Keep explanations Simple.

There should have been an example of an IRA. Traditional and Roth. Millions of dollars are invested in them.

# **Operating Expenses.**

Clearly list the amount taken out of an account each month and it should be listed on the statement. I have no idea what they are taking out.

Even though the expenses are taken from the funds gross income, I am paying and it should be used as "Investment Expenses" as a deduction on my tax form, when applicable.

**ALL FEES:** All in one place except the Class shares costs separate.

Termination Costs
Exchanges fees (One IRA to Another)
Redemption fees (With or without redemption)
Annual Maintenance or Management fees.
Account transfers out to another Company
12b-1 Fees
There is probably more

I will be pleased to hear the outcome of your investigation and rules.

rand

Sincerely,

Joyce Brandl

541 West Duke Drive Tempe, AZ 85283-1747

480-820-8535

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ttachment	1	- Confirmation	example	for	hypothetical	Aclass

ass A share purchase

Acme Clearing, Inc.		<b>V</b>			
Fees and Payments Asso	ciated with Your	Investme	ent		
A. General information Customer: Account Number: Date of transaction: Type of transaction: No. shares bought/sold: Security issuer: Class (if applicable): Commission/other compensation:	John Doe 1234-5678 1/1/05 You bought 422.610 BBB Equity Fund A \$0.00	Note: eve	Price (NA Amount p Amount o		Mutual fund \$18.17 \$18.93 \$8,000.00 \$7,678.82 you may be paying for
Other charges:	\$0.00			oads or asset-based fees, as de	
B. What you pay (directly an	d indirectly) for pu	rchases			
Front-end sales load			\$321.18	which is equivalent to 4.18% (Industry norms: Range x.xx -	% of your investment
Back-end sales load			NA		N/vse me
Estimated first-year asset-based	i sales charges		NA	,	
Estimated first-year asset-based	l service fees		\$19.20	which is equivalent to 0.25% Industry norms: Range * **	
C. Amounts that your broke	r, AAA Introducing	, Inc., wil	l receive	from the fund or its affiliate	s
Sales fee AAA Introducing receive	ed for your purchase:		\$300.00	which is equivalent to 3.91% Industry norms; Range x.xx	
Revenue sharing AAA Introducin your purchase:	g may receive in conno	ection with	\$30.72	which is equivalent to 0.40% Industry norms: Range x.xx -	
Portfolio brokerage commission in connection with your purchase:	ns AAA Introducing ma	ay receive	\$15.36	which is equivalent to 0.20% Industry norms: Range x.xx -	-
Additional disclosures:					
D. Payment of special comp	ensation to persor	nnel of yo	ur brokei	, AAA Introducing, Inc.	
If you bought a security of a fund a pay its personnel more to sell sec		_	oes AAA In	troducing Yes	No NA
If you bought a share class with a personnel more to sell this class t fund?					No NA X
E. Breakpoint discount info Many mutual fund companies discounts may be calculated be of your family or household me or financial advisor, or check t (together with any holdings of 4.18%, which may vary from the	offer sales load disc pased on your currer embers. To ensure he fund's prospectus which we are aware	nt purchas that you a s or websi e) entitles	e or on youre obtaining the ob	our aggregate holdings, and nong all available discounts, you ding to the fund's prospectus ales load of 4.17%. You were	nay also include the holdings u should talk with your broker , the amount you invested e charged a sales load of

#### F. Explanations and definitions

reading of the

- <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 brokerdealer 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.
- 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 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 or other associated persons higher compensation, in actual dollars, 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.

Attachment 2 - Confirmation example for hypothetical class B share purchase (back-end load as minimum of present or future NAV)

Acme Clearing, Inc.					
Fees and Payments Asso	ciated with Your Inves	tment			
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 pa		Mutual fund \$18.17 \$18.17 \$8,000.00 \$8,000.00	
Commission/other compensation: Other charges:			no commission or other cloads or asset-based fees,	harge, you may be paying for as described below.	
B. What you pay (directly ar	id indirectly) for purchas	es			
Back-end sales load YOU L	year, you will pay I VE N	NA P \$400.00 A R \$320.00	or 5% of your investment Industry norms: Range or 4% of your investment	x.xx - x.xx%; median x.xx%.	ر 0
If you sell-these shares in three	e years, you will pay	\$240.00	or 3% of your investmen		r
If you sell these shares in four	years, you will pay	\$240.00	or 3% of your investmen	2 111	
If you sell these shares in five	ycers, you will bey 💍 🕆	\$160.00	or 2% of your investmen	nt, whichever is less	
Al you sell mese strange in eix	ears, you will y	\$80.00	or 1% of your investmen	x.xx - x.xx%; median x.xx%.  nt, whichever is less x.xx - x.xx%; median x.xx%.	
Estimated first-year asset-based	d sales charges	\$60.00		0.75% of your investment x.xx - x.xx%; median x.xx%.	
Estimated first-year asset-base	d service fees	\$20.00	which is equivalent to Industry norms: Range	0.25% of your investment x.xx - x.xx%; median x.xx%.	
C. Amounts that your broke	r, AAA Introducing, Inc.,	will receive fro	m the fund or its affili	ates Ves	
Sales fee AAA Introducing receive	ed for your purchase:	\$320.00	which is equivalent to Industry norms: Range	4.00% of you investment x.xx - x.xx%; median x.xx%.	
Revenue sharing AAA Introducing your purchase:	g may receive in connection v	with <b>\$32.00</b>	•	0.40% of your investment x.xx - x.xx%; median x.xx%.	
Portfolio brokerage commissio connection with your purchase:	ns AAA Introducing may recei	ive in <b>\$16.00</b>	•	0.20% of your investment x.xx - x.xx%; median x.xx%.	
Additional disclosures:					
D. Payment of special comp	pensation to personnel o	f vour broker. A	AAA Introducing, Inc.		
If you bought a security of a fund pay its personnel more to sell sec	affiliated with AAA Introducing	•	•	No NA	
If you bought a share class with a personnel more to sell this class t fund?		• ,	•	No NA	
your family or household mem financial advisor, or check the (together with any holdings of	offer sales load discounts based on your current purchers. To ensure that you fund's prospectus or webs which we are aware) would front-end sales load. Ins	chase or on your are obtaining all site. According Id have entitled y tead, you bough	aggregate holdings, ar available discounts, yo to the fund's prospectus you to a sales load of 4. It a share class that is n	nd may also include the holdings of bu should talk with your broker or s, the amount you invested .17% of NAV had you bought a not subject to a front-end sales	

#### F. Explanations and definitions

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   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.
- 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
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Acme Clearing, Inc.				
Fees and Payments Asso	ciated with Your Inve	stment		
A. General information				
Customer:	John Doe	Symbol:		
Account Number:	1234-5678	CUSIP nu		
Date of transaction:	1/1/05	Type of se		Mutual fund
Type of transaction:	You bought		Value (NAV):	\$18.17
No. shares bought/sold:	440.286		V plus load):	\$18.17 \$8.000.00
Security issuer:	BBB Equity Fund	•	aid/received:	\$8,000.00 \$8,000.00
Class (if applicable):	В	- Amount o	f your investment/sale:	φυ,ουυ.ου
Commission/other compensation: Other charges:			s no commission or other chooses or asset-based fees, a	narge, you may be paying for as described below.
B. What you pay (directly a	nd indirectly) for purcha	ises		
Front-end sales load	Macelia	, NA 9	,	
Back-end sales load	ce ATACHA	MENT J		
If you sell these shares in one	year, you will pay	FIC \$400.00	(which equals 5% of you	
If you sell these shares in two		\$320.00	(which equals 4% of you	<u>-</u>
If you sell these shares in Mre	oran .	\$240.00	Industry norms: Range (which equals 3% of you	x.xx - x.xx%; median x.xx%. ir investment)
If you sell these shares in four		\$240.00		x.xx - x.xx%, median x.xx%.
	1		Industry norms: Range	x.xx - x.xx%; median x.xx%.
If you sell these shares in five		\$160.00		x.xx - x.xx%; median x.xx%.
If you sell these shares in six	years, you will pay	\$80.00	(which equals 1% of you Industry norms: Range	ır investment) x.xx - x.xx%; median x.xx%.
Estimated first-year asset-base	d sales charges	\$60.00	•	0.75% of your investment x.xx - x.xx%; median x.xx%.
Estimated first-year asset-base	d service fees	\$20.00	•	0.25% of your investment x.xx - x.xx%; median x.xx%.
C. Amounts that your broke	er, AAA Introducing, Inc	., will receive fr	om the fund or its affili	ates
_	_	\$320.00		
Sales fee AAA Introducing receiv	ed for your purchase.	<b>∓3∠U.U</b> U	•	4.00% of your investment x.xx - x.xx%; median x.xx%.
Revenue sharing AAA Introducing	ng may receive in connection	n with		
your purchase:	· · · · · · · · · · · · · · · · · · ·	\$32.00	which is equivalent to	0.40% of your investment
-			•	x.xx - x.xx%; median x.xx%.
Portfolio brokerage commissio	ns AAA Introducing may red	ceive in		•
connection with your purchase:	a v t introducing may let	\$16.00	which is equivalent to	0.20% of your investment
,		• • • •		x.xx - x.xx%; median x.xx%.
Additional disclosures:			•	
,				
D. Payment of special com	pensation to personnel	of your broker	AAA Introducing Inc	······································
•	•	·	<b>.</b>	
If you bought a security of a fund pay its personnel more to sell sec		ng: Does AAA Intr	oducing Yes	No NA
If you bought a share class with a	back-end sales load. Does	AAA Introducing n	av its	
personnel more to sell this class fund?			•	No NA
P. Desalvation III				
E. Breakpoint discount info				and a dallar analysis There
Many mutual fund companies				
				nd may also include the holdings of
				ou should talk with your broker or
financial advisor, or check the				
				17% of NAV had you bought a ot subject to a front-end sales
load, but is subject to annual				
				•

#### F. Explanations and definitions

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# AAA Introducing, Inc.

Name Account number John Doe 1234-5678 1/1/05

Security under consideration

BBB Equity Fund

Class

Date

.

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.
- What is revenue sharing? 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.
- <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 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

В

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

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