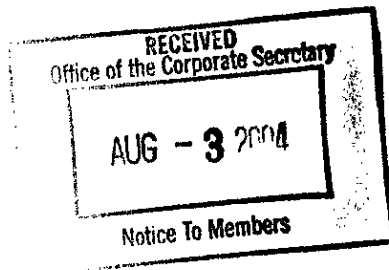


Princor

**Financial
Services
Corporation**

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July 31, 2004

Attn: Barbara Z. Sweeney
NASD
Office of the Corporate Secretary
1735 K Street, N W
Washington D.C. 20006-1500


Re: Proposed Variable Annuity requirements

Good morning Barbara,

I've just read through information about the NASD's proposed disclosure and suitability requirements. I must say that I agree with the opponents to this change. All that I read about it seems to indicate that this would just be duplication of the current regulations.

Sure, there are always some "bad apples" in the barrel that don't follow the rules. This is true in most any business, not just ours. Why aren't these people disciplined and prosecuted under the current regulations already? What is the necessity of making more, and I might say un-necessary regulations and restrictions on the majority of us that are NOT breaking the law? Why is it that it seems like us in the majority are always penalized for the actions of the minority? **JUST PROSECUTE THOSE THAT BREAK THE LAW! QUIT PENALIZING US THAT DON'T!**

Thanks for your attention to this matter. I hope you can see my point.


John G. Kosse