

From: Pam Phillips [pkp@edelsteinfinancial.com]
Sent: Monday, June 29, 2009 12:56 PM
To: Comments, Public
Subject: A MESSAGE FROM HOWARD EDELSTEIN

Dear Ms. Asquith,

I am a life insurance agent in Cleveland and have represented Northwestern Mutual Life for over 40 years. We have a large clientele who we serve with various risk management products including both variable and non-variable products. I and my company have long supported the notion of careful regulation and oversight in our industry, but I strongly oppose the ideas under consideration to expand the scope of FINRA's suitability rules to include products that don't involve securities.

I also serve on the Federal Legislative Task Force for The Association for Advanced Life Underwriting (AALU) and spend a considerable amount of my time each year in dialogue with members of Congress, particularly members of the Ways and Means and Senate Finance Committees as we discuss our issues of common interest, and I worry that the regulatory bodies are on the verge of going overboard through the application of much too rigorous standards for a risk product industry that is already regulated up to its ears. We really don't need more regulation to guarantee that the insuring public will be well served. I hope you will consider my input when you and your associates get down to making decisions on the expansion of suitability rules.

Very truly yours,

Howard

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