

November 15, 2016

The Honorable Michael Pence
Vice President Elect and Transition Chairman
1717 Pennsylvania Ave. NW
Washington, DC 20006

Dear Mr. Pence:

I am writing to you on behalf of the Investment Program Association (IPA), its diverse membership and the millions of investors who use Direct Investment products to strengthen and diversify their retirement savings. As you begin planning for the initial days of the Trump presidency, we ask that you consider delaying the April 10, 2017 applicability date of the Department of Labor's (DOL) fiduciary duty rule immediately after you take office. We also believe that a prudent course of action is to suspend any enforcement of the rule until the incoming Labor Secretary can review its impact on American investors.

For over 30 years, the IPA has provided effective national leadership for the Direct Investment industry. Our membership includes more than 160 Direct Investment product sponsors, broker-dealers, investment banks and service providers. The IPA supports individual investor access to a variety of asset classes not correlated to the traded markets and historically available only to institutional investors, including: public non-listed real estate investment trusts (REITs), public non-listed business development companies (BDCs), interval funds, energy and equipment leasing programs, and private equity offerings. Direct Investments are held in the accounts of nearly 3 million individual investors, and the IPA's member firms currently have over \$110 billion in assets under management in all 50 states. Today these investment products function as a critical component of effectively diversified investment portfolios and serve an essential capital formation function for the U.S. economy.

On April 6, 2016, the DOL issued its final fiduciary duty rule. This burdensome new regulation totals over 1,000 pages and completely reshapes financial advice for working Americans and the professionals who help them plan for retirement. The rule generally takes effect on April 10, 2017 with a few provisions not taking effect until January 1, 2018. This rule threatens to not only make retirement advice costlier and more complex for working Americans who are trying to make sure they can afford to retire, but it has created significant implementation costs and compliance concerns for the companies that provide financial advice to millions of Americans.

The IPA is asking that after President Trump takes office that the applicability date and enforcement of the fiduciary duty rule be indefinitely postponed until a comprehensive review of its cost, and more importantly the impact on the provision of financial advice to millions of investors, be completed. Additionally, the impact of the rule should be reviewed in concert with ongoing efforts to create a uniform fiduciary duty by the Securities and Exchange Commission. Hard working Americans trying to save for their retirement deserve this effort and access to sound financial advice, and we are asking that the Trump Administration make it one of their top priorities.

Thank you for your time and attention to this matter. The IPA stands ready to work with the transition team and the Trump Administration to meet the investing needs of all Americans.

Sincerely,



Tony Chereso
President & CEO
Investment Program Association