



Financial Industry Regulatory Authority

October 12, 2007

Lisa Mays
FINANCIAL TELESIS INC
4340 Redwood Highway Suite #A23
San Rafael CA 94903

Reference: **FR2007-1010-0149/H**

Org Id :00031012

REVIEW LETTER

1. Newsletter

Articles:

- Know the basics for long term care?
- Should you invest in long term care insurance?
- Minimum Required Distribution for IRA owners - getting it right!
- Do you really know who gets what under your current will?
- Qualified vs. nonqualified annuities- which suits you?

Rules: 2210, VARIABLE

8 pages

Fee: \$100

Total Fee: \$100

Attention: Lisa Mays

Although the above-referenced newsletter appears consistent with applicable standards, we offer the following specific comments:

It is our understanding based on your October 8, 2007 E-mail to Brian L. Finnell, of the Advertising Regulation Department, that the filing cover sheet included in this submission consists of 5 articles that will be presented in the above-referenced newsletter.

In addition, please be advised that we have reviewed the newsletter with the assumption that the final version of the material will prominently identify the member firm name, Financial Telesis, Inc., in accordance with Rule 2210(d)(2)(C)(i). If our assumption is inaccurate, please advise us, as additional comments will be necessary.

We also take this opportunity to remind the firm of its responsibility to ensure the accuracy of the information contained in the newsletter including, but not limited to, qualification for Medicaid and minimum distributions associated with IRAs.



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If you have any questions regarding these comments, please contact me at (240) 386-4500.

Sincerely,

A handwritten signature in black ink that reads "Derek A. Ashworth".

Derek A. Ashworth
Associate Supervisor

daa

***NOTE:** As a FINRA member, you are responsible for determining whether any communication with the public, including material filed with the Department, complies with all applicable requirements. The views expressed herein are solely advisory and do not constitute findings of compliance with, or violations of FINRA or SEC rules. It is assumed that the material does not omit material facts, contain statements that are not factual, or offer opinions that do not have a reasonable basis.*