

Lawrence Kosciulek is the Director of FINRA Investment Companies Regulation. He served in the same capacities at NASD before its 2007 consolidation with NYSE Member Regulation, which resulted in the formation of FINRA. He is responsible for administering and interpreting the rules relating to investment companies and variable contracts, and working with FINRA Board Committees in developing policies and procedures regarding investment companies regulations. The Board Committees include the Investment Companies Committee, the Variable Insurance Products Committee and the Independent Dealer/Insurance Affiliate Committee. He has also assisted in the creation of various publications, including *Notice to Members (NtM) 95-80* (Mutual Fund Sales Practices), *NtM 99-35* (Variable Annuity Guidelines), *NtM 99-55* (Q&A – Non-Cash Compensation) and *NtM 00-44* (Variable Life Insurance Guidelines). He began his career in 1976 in the Chicago District Office of NASD. In November 1994 he transferred to NASD's home office in Washington, DC. Mr. Kosciulek received a degree in Finance from Northern Illinois University.