
**6/75 C Solicitation of clients for retirement plan
salesman**

It would be improper as disclosure of client confidence, indirect solicitation, and a violation of a lawyer's obligation to exercise independent professional judgment on behalf of a client, for an attorney to participate in the following scheme: The attorney would furnish a retirement plan salesman with a list of clients from his/her files who may be interested in the retirement plan being sold. If those whom the salesman contacted showed interest, the attorney would send them a letter on his/her letterhead indicating the tax savings available to them under the plan. The letter would also serve to add credibility to the sales program. The attorney would be paid a flat fee for each successful sale made.