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## U.S. House Advances Legislation to Streamline Agent Licensing

The U.S. House of Representatives on September 17 voted to advance legislation aimed at streamlining the licensure process for agents when it passed H.R. 5611, the National Association of Registered Agents and Brokers Reform Act of 2008. The bill had been previously approved by the House Financial Services Subcommittee on Capital Markets, Insurance, and Government Sponsored Enterprises in July. H.R. 5611 bypassed full Committee vote and was sent directly to the House floor today under suspension rules.

The National Association of Registered Agents and Brokers Reform Act of 2008—dubbed NARAB II—would ease the multi state licensing process for insurance producers by allowing agents and brokers the choice to join a licensure clearinghouse known as NARAB. Members of NARAB will be held to single set of non-resident licensing and continuing education standards. For more information and quick facts about NARAB II please go to: <http://www.naifa.org/advocacy/irr/narab.cfm>.

NAIFA worked very closely with the bill’s sponsors Rep. David Scott (D-GA) and Rep. Geoff Davis (R-KY) to bring about NARAB’s passage.

NAIFA supports state and federal efforts to achieve insurance regulatory reform and modernization that helps American families and businesses achieve financial security. NAIFA’s Board of Trustees previously voted to support H.R.5611, and will continue to work to advance this bill through the legislative process. NAIFA will continue to keep members informed of further developments.

**NAIFA Staff Contact:** **NAIFA Staff Contact:** [Jill Edwards](#), Assistant Vice President – Federal Relations, at 703-770-8158; or [Jen Piantedosi](#), Legislative Assistant – Government Relations, at 703-770-8153.

## **NAIC Holds Fall Annual Meeting**

*NAIFA Staff Represents Member Interests*

The National Association of Insurance Commissioners (NAIC) held its National Fall Meeting outside of Washington, DC at National Harbor, MD, a new development across the Potomac River from Alexandria, VA.

The venue for the meeting was the huge Gaylord National Hotel and Convention Center. Bill Anderson, Gary Sanders, Ron Panneton, and NAIFA's CEO John Healy represented NAIFA at the meeting. One of the longest serving commissioners, Jim Long of North Carolina is retiring and was honored and thanked for his many years of service to the NAIC by NAIC President Sandy Praeger.

### **AIG:**

The news surrounding Lehman Brothers, Merrill Lynch and AIG, which broke the week preceding the meeting, resulted in a major rearrangement of the meeting schedule to accommodate special sessions devoted to the takeover of AIG by the Treasury Department. Many of these meetings were closed to all but regulators and legislators, as confidential matters were discussed.

At the public hearing NAIC President Sandy Praeger explained that the NAIC has been working with Treasury and AIG to assist the company in coordinating state regulator response to sales of AIG's subsidiary insurance companies. AIG has insurance subsidiaries in 19 states and any sale would require approval of the state regulator in which the subsidiary is located.

The NAIC formed a new working group to coordinate this effort and the working group is co-chaired by New York Superintendent Eric Dinallo and Pennsylvania Commissioner Joel Ario. Both regulators emphasized their view that the insurance subsidiaries of AIG are sound and the policyholders are protected by state regulation. Superintendent Dinallo noted that the problems that AIG is experiencing are all at the holding company level, while the insurance subsidiaries are solvent and sound. Commissioner Ario stressed that everyone's interests (Treasury's, AIG's, and the insurance subsidiaries) are all aligned around the safety of the policyholders and the NAIC will continue to monitor and assist with the situation. Click on the following links to view press releases from the [NAIC](#), [New York](#) Department of Insurance and the [Wisconsin](#) Department.

For further information, please contact [Bill Anderson](#).

### **National Insurance Producer Registry (NIPR):**

The NIPR Board met on Sunday and Bill Anderson and John Healy were in attendance. The Board has three members who represent the agent community and various agent trade associations rotate to occupy those positions. Having been on the board for three of the previous four years, NAIFA was officially off the Board this past year. At this meeting, Bill Anderson rejoined the Board for a two-year term and was also appointed to be a member of the Audit Committee, a position he has previously held.

NIPR continues to add states to its database and it was reported at this meeting that 98% of the states were included in non-resident licensing and it is expected that by the middle of 2009 that figure will be almost 100%. This means that producers from almost every state can use NIPR to obtain non-resident licenses.

Another important development was the announcement that NIPR has created a warehouse for documents that a producer might be asked to furnish in order to get his license. Instead of having to furnish these documents to every state that asks for them, the producer may now give them to NIPR which will warehouse them and every state can access the warehoused documents. NAIFA and the producer members of the Board had requested this and its existence will greatly facilitate non-resident producer licensing.

NIPR currently has revenue of \$18,397,495 and expenses of \$16,002,381 and 58 full-time employees. NIPR's database contains over 4.3 million producers, but only 2.5 million are actively licensed. The breakdown by license type is as follows:

**Casualty:** 865,490

**Health:** 1,419,495

**Life:** 1,533,613

**Property:** 864,267

**Personal Lines:** 299,216

**Variable:** 894,507

*(Producers that have multiple licenses are included in each line, therefore may be listed multiple times.)*

NIPR is developing an educational video about NIPR and how its use can benefit NAIFA members and it will be posted on NAIFA's web site in the near future.

For further information, please contact [Bill Anderson](#).

#### **Regulatory Framework Task Force:**

The Genetic Information Nondiscrimination Act of 2008 (GINA) became Public Law 110-233 earlier in 2008. GINA prohibits conditioning the issuance of, discriminating in the pricing of, or denying a group or individual health plan based upon genetic information of the applicant/insured. The law also restricts health plans from requesting or requiring genetic testing and prohibits insurers from collecting genetic information for underwriting purposes.

In light of the newly enacted GINA requirements, the NAIC must now to revise various provisions in numerous NAIC model acts and regulations, including those models pertaining to small employer and individual health insurance availability and portability. The Task Force hopes to complete its work on amending these models by winter 2009.

The Task Force also approved a charge to begin the process of developing an informational paper that would set forth a process that could be used to provide for the independent review of an insurer's decisions regarding i) rescission of individual health insurance policies and ii) pre-existing condition exclusions.

The Task Force is looking to complete work on the informational paper by the end of 2009.

For further information, please contact [Gary Sanders](#).

**Anti-Fraud Task Force:**

NAIFA has closely monitored and participated in the activities of the Producer, Company and Unauthorized Entities Working Group of the Anti-Fraud Task Force. Among other issues, the Working Group has adopted a model regulation addressing agent liability for marketing unauthorized health plans (i.e., MEWAs) and has discussed agent activity in selling unregistered securities.

With the retirement of Working Group Chair and Nevada Commissioner Alice Molasky-Armin, the Working Group's activities have been placed on hold pending the appointment of a new chair. The Task Force will hold a conference call during late October to discuss the future activities of the Working Group. One proposal under consideration would have the Working Group focus its future activities on issues pertaining to agent activity and enforcement of existing laws and regulations which address agent issues.

For further information, please contact [Gary Sanders](#).

**Viatical Settlements/STOLI:**

At the meeting of the Life Insurance and Annuities (A) Committee, NAIC staff provided an update of viatical settlement/STOLI legislative activity in the states. Ohio Commissioner Hudson discussed the experience in Ohio earlier in 2008 in enacting amendments to the state's viatical settlement law designed to address STOLI transactions. The Commissioner noted that 19 separate hearings were held before passage of the legislation.

Noting loopholes in both the NAIC and NCOIL models, Commissioner Hudson recommended that the A Committee consider revising the NAIC model act to reflect the terms and provisions found in the NAIC/NCOIL hybrid bill that was ultimately adopted in Ohio. She also recommended establishing a Viatical Settlements Working Group to address possible further amendments to the model as well as other related issues that may arise. She also proposed having the new working group conduct educational sessions to prepare and equip other states to address STOLI legislation in 2009. The A Committee will consider Commissioner Hudson's recommendations during a future conference call meeting.

For further information, please contact [Gary Sanders](#).

**NAIC Annuity Disclosure Model Regulation:**

The NAIC's Executive Committee and Plenary formally approved a request from the Life Insurance and Annuities (A) Committee to begin work on amending the Annuity Disclosure Model Regulation. The model is 10-years-old and was developed in lieu of an annuity illustration model. The NAIC A Committee believes annuity illustration use will continue to increase with the potential to become misleading and a consumer complaint source. The Committee also feels the market for these products will increase with new and more complex products and improvement to the Disclosure Model need to be made to ensure the necessary information will be disclosed properly to the consumer.

For further information, please contact [Ron Panneton](#).

**Suitability in Annuity Transactions Model Regulation:**

The NAIC Suitability in Annuity Sales Working Group continued its work to consider and make necessary changes to the Suitability in Annuity Transactions Model Regulation. The focus of the review is to amend the model in such a way as to enhance the insurer's understanding of

appropriate and expected monitoring and supervision requirements in the model as well as provide more guidance to producers concerning those items of information about the consumers' financial situation which will be required to be gathered and considered before a recommendation for an annuity purchase is made.

At the meeting, NAIFA Senior Counsel Ron Panneton testified that NAIFA would endorse changes in the types of financial information that would be asked of consumers in the sales process. He also indicated that proper producer training on the annuity products offered is essential, but should be the responsibility of the insurer and be coordinated to make sure any additional educational requirements are compatible with the existing requirements in the Producer Licensing Model Act. Ron also stated that monitoring and supervision enhancements to the Model should not be too proscriptive since there are numerous distribution channels that need to have the flexibility to design their own supervision and monitoring systems as long as they meet the new more specific requirements anticipated to be made to the Model. Ron also suggested that an in-person meeting would be very helpful in dealing with the many possible changes to the Model that will be up for consideration. Later during the meeting, the Chair of this Working Group indicated that an in-person meeting would likely be scheduled prior to the NAIC's winter meeting in December.

For further information, please contact [Ron Panneton](#).

**Military Sales Practices Model Regulation:**

The Military Sales Working Group reported that as of September 1, 2008 42 states had adopted the Model Regulation which represents over 1,100,000 active duty military personnel or 92% of CONUS (Continental United States) components. The Model Regulation seeks to address certain acts and practices which until now have not specifically been declared to be false, misleading, deceptive or unfair under state unfair trade practice statutes. NAIFA supports this Model and our state affiliates have supported the adoption of this Model in those states where it has been considered. Our state associations have done an excellent job supporting the quick adoption of this necessary measure in the states.

For further information, please contact [Ron Panneton](#).

**Fixed, Indexed and Variable Annuities Buyer's Guides:**

For the better part of 2008, a Consumer Guides Working Group has been making improvements to the Buyer's Guides appended to the NAIC's Annuity Disclosure Model Regulation. NAIFA has been participating in this work and the Fixed Annuity Buyer's Guide is substantially finished. The Working Group indicated that it will now commence work on the two remaining Buyer's Guides in the Model, for Indexed Annuities and Variable Annuities. NAIFA will continue to assist in this effort which is anticipated to be completed in the first quarter of 2009.

For further information, please contact [Ron Panneton](#).

**Loans in Excess of a Policy's Cash Value:**

In 2007 the NAIC's Life and Health Actuarial Task Force (LHATF) was asked to consider model legislation concerning policy loan programs that exceed policy cash surrender values. The LHATF was asked to evaluate the merits of such programs and to examine potential underwriting, risk-based capital and statutory accounting issues. It was reported at this week's meeting that this charge remains on the task force's "to do" list. When complete, the LHATF recommendations in this area may impact the life settlement market by permitting

policyholders to gain access to increased levels of policy cash values when their health status changes. To the extent policyholders can gain greater access to needed cash and still retain policy ownership, life settlements could be impacted.

For further information, please contact [Ron Panneton](#).

### **New York Broker Commission Hearings:**

The A Committee received a report on recent hearings in New York concerning broker commissions. The hearings examined the extent to which contingent, supplemental and flat percentage commissions may cause steering and other deceptive or anti-competitive practices in the marketplace and considered mechanisms to curb such practices. (As reported in the August 1 edition of [GovTalk](#), NAIFA-New York State and NAIFA testified at one of these hearings last summer.)

As reported in the aforementioned GovTalk, NAIFA-New York State and NAIFA submitted joint written testimony and NAIFA-NYS President J. Sadler Hayes II, CLU and NAIFA Trustee and NAIFA-NYS Past President Robert A. Miller, M.S., M.A., delivered oral testimony at the July 23 hearing in Albany. A representative of the New York Insurance Department reported that the hearings revealed that the issue is more complicated than the Department anticipated. As a result, more working groups from the industry will be formed to gather information and recommendations on what, if any, action should be taken by the New York Department in this area. Further hearings will be held, and input from other state insurance departments will be requested, before the New York Department proposes any regulations on this topic.

For further information, please contact [Ron Panneton](#).

The next NAIC meeting will be held on December 5-8, 2008 in Grapevine, Texas and we will report on it immediately following the meeting.

**NAIFA Staff Contact:** [William Anderson](#), Senior Vice President – State Government Relations at 703-770-8193 or; [Gary Sanders](#), Vice President – Securities and State Government Relations at 703-770-8192 or; [Ron Panneton](#), Senior Counsel – State Government Relations at 703-770-8187.

## **Fortis Partially Nationalized**

On September 28, 2008, the European banking and insurance giant Fortis NV reached a deal to be partially nationalized. The Belgian, Dutch and Luxembourg governments will pour 11.2 billion euro (\$16.4 billion) into the bank.

Fortis NV no longer provides health insurance in the United States. Assurant, Inc. (formerly Fortis) does provide health and employee benefits in the US. Assurant, Inc. was created through an initial public offering by Fortis on February 5, 2004.

As of this year, Fortis NV no longer has a controlling ownership interest in Assurant, Inc., nor does it maintain ties to any of Assurant's business operations. On January 28, 2008, Fortis distributed 18.8 million shares of Assurant stock to the holders of the exchangeable bonds, reducing Fortis' stake in Assurant to about 3.5% (4.1 million shares). In connection with this

transaction, Fortis also relinquished its remaining seat on Assurant's board of directors. On Aug. 7, 2008, Assurant purchased 1 million of its common shares from Fortis Insurance NV.

Assurant, a Fortune 500 company and a member of the S&P 500, is traded on the New York Stock Exchange under the symbol AIZ. Assurant has more than \$26 billion in assets and \$8 billion in annual revenue.

**NAIFA/AHIA Staff Contact:** Diane Boyle, Executive Vice President, Association of Health Insurance Advisors, 703-770-8252.

## **NAIFA, AALU and ACLI Co-Host STOLI "Fly-In" Meeting in Washington, DC**

On September 24-25 NAIFA, AALU and the ACLI joined forces to host a meeting in Washington, DC designed to help NAIFA state associations and insurance carriers prepare for the upcoming battles on stranger-originated life insurance (STOLI) in their 2009 state legislative sessions.

This first-of-its-kind cooperative effort among NAIFA, AALU and the ACLI was designed to help government relations leaders from NAIFA, AALU and the ACLI gain valuable knowledge and know-how about STOLI and our efforts to stop STOLI transactions. The meeting focused on lessons learned from 2008, expectations for 2009, the strengths and weaknesses of the STOLI proponents' arguments, our preferred solution to the STOLI problem and media campaigns and effective messaging. Over 100 people attended, demonstrating the high level of interest in this issue.

Meeting attendees were from states that have in place the elements for a potentially successful effort on STOLI in 2009, which include an insurance commissioner committed to promoting the bill, legislative champions and strong agent and insurer groups who are prepared to move the legislation along. Government relations leaders from NAIFA's state associations in Texas, Minnesota, North Carolina, Illinois, New York, Wisconsin, Wyoming, Michigan, Pennsylvania, Florida and Washington state flew in for the meeting, and several members of NAIFA's Executive Committee and senior staff also attended. NAIFA-Ohio Executive Vice President David Field participated in a panel discussion which analyzed Ohio's experience in passing a strong anti-STOLI bill in 2008. Field gave an informative and entertaining presentation on the extensive grassroots efforts carried out by NAIFA-Ohio and its members, who played a critical role in having the anti-STOLI bill enacted.

The resounding opinion from NAIFA's representatives was that the program was a successful one which provided attendees with the knowledge and tools needed to succeed in upcoming STOLI battles. "The detailed, unhurried explanations of the components of the STOLI transaction as well as the detailed ramifications for the insured were very helpful" said NAIFA-Wisconsin Executive Vice President Susan Linck. "I am now more comfortable about my understanding of the topic...and confident enough to speak about it with legislators as well as producers. And, I feel confident enough to dispute the opposition's arguments."

Acting in cooperation with our coalition partners at the ACLI and AALU, NAIFA has aggressively pursued legislation in numerous states designed to stop the proliferation of STOLI transactions. Despite the fierce opposition and large amount of resources devoted by STOLI proponents to stopping anti-STOLI bills, in 2008 we were successful in getting

legislation enacted into law in 13 states that will “move the ball forward” towards restricting and ultimately putting an end to STOLI. We are expecting an equally busy year for 2009, as legislator and regulator interest in putting an end to STOLI continues to be very strong.

**NAIFA Staff Contact:** [Gary Sanders](#), Vice President – Securities and State Government Relations at 703-770-8192.

## **Update: NAIFA Members Respond to SEC Proposed Rule 151A**

The SEC recently issued a proposed rule that would result in most indexed annuities being classified as securities. The proposal would accomplish this by creating a new Rule 151A that would change the treatment of indexed annuities under the insurance products exemption found in Section 3(a)(8) of the Securities Act of 1933. If the proposed rule is adopted, the SEC and FINRA would have authority over indexed annuity sales, and someone who wishes to market/sell indexed annuities will need a series 6 or 7 securities license. An insurance producer license, by itself, would no longer be sufficient.

Although NAIFA strongly believes that people who engage in unscrupulous or misleading sales practices should be aggressively prosecuted and subject to appropriate and meaningful sanctions, NAIFA has taken the position that indexed annuities should not be classified as securities and therefore opposes proposed Rule 151A. NAIFA is also concerned that the specific language used in the proposed rule is not limited to indexed annuities and could extend the rule’s coverage to other annuities and insurance products.

NAIFA’s position is based in part on the fact that, while issues of suitability and marketing practices are legitimate areas of concern, these concerns are not the criteria that should determine whether a financial product is or is not a security. In NAIFA’s view, indexed annuities do not meet the established test for determining that a product is a “security.” An insurance product that does not meet this test should be regulated by state insurance departments and should not be under the jurisdiction of the SEC or FINRA. This is an important principle which must be preserved in order to protect the appropriate regulation of all insurance products.

NAIFA members have responded in force to the GovAlert issued by NAIFA on August 27, 2008 asking members to submit comments to the SEC on this issue. Of the more than 2,500 comment letters received by the SEC, over 1,000 were from NAIFA members, equal to approximately 40% of the comments submitted and the largest single source of comments sent on this issue. Once again this demonstrates NAIFA’s power and potential impact as *the* organization representing the interests of agents and advisors. NAIFA also expressed its organizational views to the SEC in a comment letter submitted on September 10, 2008. NAIFA’s letter can be reviewed under the “What’s New” section of NAIFA’s web site at [www.naifa.org](http://www.naifa.org).

**NAIFA Staff Contact:** [Gary Sanders](#), Vice President – Securities and State Government Relations at 703-770-8192.

## **Congress Passes Sick Student Medical Leave Coverage**

In the midst of the Wall Street turmoil, the Senate passed, by unanimous consent, H.R. 2851, which will affect virtually all group health insurance policies that include family/dependent coverage. The bill will require group health plans to continue dependent health coverage for children whose coverage is dependent on their full-time student status, when those children are forced to leave school for medical reasons. The extended coverage would have to last for one year after the first day of the medically necessary leave of absence from school, or until the date that the health insurance coverage would otherwise end under the terms of the plan.

H.R.2851 would add a new section 9813 to the tax code. It also modifies penalty tax rules in section 4980D to impose an excise tax of \$100 per day per individual for failure to comply with the new requirement.

The bill, which the House passed July 30, now goes to the president. The effective date is one year after the date of enactment for plan years beginning on or after that date.

If President Bush signs the bill into law, essentially all group health insurance policies will have to be modified to comply with this new rule. This could affect policy pricing. It will also require health insurance advisors to work with their clients to bring their group health plans into compliance with the new law.

**NAIFA/AHIA Staff Contact:** [Diane Boyle](#), Executive Vice President, Association of Health Insurance Advisors, 703-770-8252.

## **Identity Theft “Red Flag” Regulations Effective November 1, 2008**

New regulations aimed at identifying and responding to possible identity theft activities go into effect on November 1, 2008. These regulations, issued under the Fair and Accurate Credit Transactions Act of 2003 (FACTA), require certain financial institutions and creditors to develop and implement written identity theft prevention programs. Such programs must provide for the identification, detection and response to activities – known as “Red Flags” – that could indicate identity theft.

While the application of these new Red Flag rules is unclear, it appears that they may apply only to financial institutions and creditors who maintain covered accounts for their clients. The regulations were issued by the Federal Trade Commission (FTC), several federal bank regulatory agencies, and the National Credit Union Administration.

The Red Flag rules require financial institutions and creditors to adopt written programs to detect, prevent and mitigate identity theft in connection with the creation or maintenance of covered accounts. Each program must be tailored to the entity’s size and complexity, and the nature of its operations, and must contain reasonable policies and procedures that are designed to:

- identify relevant Red Flags for covered accounts and incorporate those Red Flags into the program;
- detect Red Flags that have been incorporated into the program;
- respond appropriately to any Red Flags that are detected to prevent and mitigate identity theft; and

- ensure that the program is updated periodically, to reflect changes in risks to customers or to the safety and soundness of the financial institution or creditor from identity theft.

Red Flags of identify theft may include, for example, unusual account activity, fraud alerts on a consumer report, or attempted use suspicious account application documents.

Each financial institution or creditor implementing a Red Flag program must provide for its continued administration and: (1) obtain approval of the initial written program from its board of directors, or appropriate committee of its board of directors; (2) involve the board of directors, or senior management in the oversight, development, implementation, and administration of the program; (3) train staff, as needed, to implement the program; and (4) exercise appropriate and effective oversight of service provider arrangements.

More information about the Red Flag rules is available at the FTC website, here: <http://www.ftc.gov/bcp/edu/pubs/business/alerts/alt050.shtm>

Since this summary contains only general information and not legal advice, NAIFA members with questions about the potential applicability of the Red Flag rules to their individual practice should check with their company, broker-dealer or counsel.

**NAIFA Staff Contact:** [Michael Gerber](#), Vice President & General Counsel, at 703-770-8190.

## **NAIFA/AHIA Represent Agents at Interstate Compact Annual Meeting**

On September 21, 2008, Michael Gerber and Gary Sanders represented NAIFA and AHIA, respectively, at the third annual meeting of the Interstate Insurance Product Regulation Commission, the body that oversees the interstate compact. NAIFA supports the compact as a key component of its dual-track approach to insurance regulatory reform. The compact improves speed-to-market conditions for insurance products by creating a single state-based point-of-filing for the review of life insurance, annuity, disability income and long-term care products.

As the only agent representatives on the Commission's Insurance Industry Advisory Committee, Gerber and Sanders participated in the public hearing, management committee meeting and the full Commission meeting held throughout the day, which was attended by most of the insurance commissioners from the 33 states in the compact.

The meeting's agenda included approval of an aggressive 2009 annual budget for the compact commission, which projects a significant increase in product filings next year and the addition of more compacting states. The compact's \$1.5 million budget includes three full-time staff and three product review consultants. West Virginia Insurance Commissioner Jane Cline was re-elected as the Commission's Chair; Ohio Insurance Director Mary Jo Hudson was re-elected as Vice-Chair; and Wisconsin Insurance Commissioner Sean Dilweg was elected Treasurer.

The meeting was also an opportunity for the Commission to re-appoint Sanders to represent AHIA on the industry advisory committee for another two years. The other members of the industry committee are representatives from NAIFA, ACLI, AHIP, AEGON, MassMutual, New York Life and Prudential.

Most importantly, after a spirited public hearing, the Commission agreed with NAIFA's position that the rule governing public access to pending, withdrawn and disapproved product filings at the Commission should remain unchanged. Proposed amendments to this aspect of the Commission's existing public access rule threatened the continued viability of the compact because companies expressed reluctance to utilize the compact if filings became accessible prior to approval. The industry committee's view – that the current rule strikes the right balance between protecting competitively sensitive product information with the public's right to access – carried the day. With the continued use of the current sound public access rule, it is hoped that company participation in the compact will increase in the coming year.

The interstate compact effort received a boost in 2008 as NAIFA members in Louisiana, South Carolina and Wisconsin aided passage of the compact in their states. With the compact already accounting for over half the national premium volume for the covered products, NAIFA hopes to see the compact adopted in more states this year, and compact legislation is pending in California, D.C., Illinois, New Jersey and New York.

**NAIFA Staff Contact:** [Michael Gerber](#), Vice President & General Counsel, at 703-770-8190.

## **NIPR Moves Ahead to Streamline Agent Licensing**

The National Insurance Producer Registry (NIPR) has announced another innovation to help streamline the agent licensing process. Its new Attachments Warehouse enables documents submitted in conjunction with license applications to be electronically stored in a single location so they are easily accessible by multiple insurance departments.

NIPR, a non-profit affiliate of the National Association of Insurance Commissioners, created the producer database, which links state insurance departments to a common electronic repository of agent licensing information, and maintains an online system to handle non-resident agent and several other producer licensing processes.

With the introduction of Attachments Warehouse, an insurance department in any state seeking documents relating to a license application can now simply download the material from the Warehouse rather than requesting and waiting for faxed or mailed versions of the documentation. The existence of this central electronic repository for application attachments – such as documents responding to background questions or regarding regulatory and other actions – provides improved efficiency to the multi-state licensing system by reducing reliance on time-wasting hard copy documents.

NIPR's modernized licensing initiatives help further NAIFA's goal of a more efficient, streamlined and uniform producer licensing system for agents nationwide. NAIFA supports and assists NIPR's efforts to streamline the agent licensing process and NAIFA's Senior Vice President of State Government Relations, Bill Anderson, is a member of the NIPR Board of Directors.

Visit [www.nipr.com](http://www.nipr.com) for more information about NIPR's online agent licensing systems and learn more about NAIFA's support for NIPR at <http://www.naifa.org/advocacy/irr/producer.cfm>

**NAIFA Staff Contact:** [William Anderson](#), Senior Vice President – State Government Relations, at 703-770-8193 or; [Michael Gerber](#), Vice President & General Counsel, at 703-770-8190.

## Did You Know?

Did you know that AHIA-NAIFA Health & Employee Benefits has a [War Chest](#) dedicated to preserving the role of the agent in the delivery of health insurance?