

NAIFA Government Relations: Wins and Accomplishments for 2009

The NAIFA and AHIA Government Relations Teams have been hard at work in 2009 representing your interests in Washington, DC and assisting NAIFA state associations throughout the NAIFA federation facing state level challenges.

Many events of the past year have resulted in an unprecedented level of activity at the state and federal levels on regulatory and legislative policy issues impacting agents and advisors in the life insurance, annuities, health insurance and employee benefits, and financial advising and investments business.

The following is a comprehensive look at our political activity in 2009 and how that activity has resulted in positive outcomes so that you can stay in business and continue to serve your clients. Highlights of our 2009 activities include:

- NAIFA members and lobbyists completed over 750 meetings on Capitol Hill
- NAIFA and the Agent Alliance's grassroots and lobbying efforts show signs of success as the U. S. Senate and House postpone votes on health care legislation until the fall of 2009 so that we can Get Health Reform Right!
- NAIFA and our securefamily.org coalition partners successfully lobbied the House Ways and Means Committee to reject life insurance "pay-fors" in its version of health care reform legislation
- House Energy and Commerce Committee adopted NAIFA initiated and Blue Dog sponsored amendment to include specific authority for a compensated role for licensed health insurance advisors in health care reform
- NAIFA President Cliff Wilson testified before Congress on need to exclude insurance from the scope of a proposed Consumer Financial Protection Agency
- House Financial Services Chairman Barney Frank formally introduced Obama Administration recommended legislation to establish a Consumer Financial Protection Agency. Legislation excludes insurance and securities products and services most critical to NAIFA members from the scope of the bill

- NAIFA President Cliff Wilson participated in high level White House discussion on insurance regulatory reform
- NAIFA instrumental in preventing the NAIC from drastically and unnecessarily amending the NAIC Suitability in Annuity Transactions Model Regulation
- NAIFA-North Carolina played a key role in preventing an increase in the state's premium tax on life insurers from being included in the state's 2010 budget
- NAIFA members attended regional Tax Coalition Grassroots Training Seminars in six U.S. cities around the country
- NAIFA leadership initiated proactive discussions with SEC and FINRA leadership to actively pursue an enhanced level of engagement and scope in our relationship with how their proposed rules and regulations impact NAIFA members
- GR Team represented NAIFA at 125 coalition meetings on federal based issues of health insurance, long-term care insurance, tax reform, regulatory reform, securities regulation, and marketplace standards
- GR Team represented NAIFA at 40 coalition meetings on state based issues of commission disclosure, annuity suitability, annuity disclosure, STOLI, state taxation of the inside buildup, producer licensing, life insurance suitability and the Interstate Compact
- NAIFA state associations were instrumental in three additional states joining the Interstate Compact bringing the total to 36 compacting states
- GR Team organized 13 IFAPAC hosted fundraisers and raised over \$200,000 for the reelection of key members of Congress and the Senate that support the role of agents and advisors and the importance of our products to the American public
- NAIFA state associations were instrumental in passing anti-stranger originated life insurance (STOLI) measures in nine additional states, bringing the total number of states with anti-STOLI measures on the books to 23
- NAIFA-championed legislation—known as “NARAB II—which streamlines agent licensing overwhelmingly passed the House in the fall of 2008, and was reintroduced in the House in 2009 with more than 30 bipartisan cosponsors
- NAIFA-Oregon members successfully defeated legislation to tax the inside buildup and death benefits of life insurance

[Political Activity Report](#)

[GR Wins and Accomplishments Report](#)