

NCOIL

National Conference of Insurance Legislators

...for the states

PRESIDENT: SEN. CARROLL LEAVELL, NM
PRESIDENT-ELECT: SEN. VI SIMPSON, IN
VICE PRESIDENT: REP. CHARLES CURTISS, TN
SECRETARY: REP. GREG WREN, AL
TREASURER: SEN. NEIL BRESLIN, NY

FOR IMMEDIATE RELEASE

CONTACT:

Susan Nolan
NCOIL National Office
518-687-0178

Mike Humphreys
NCOIL Washington, DC Office
202-220-3014

NCOIL WORKS TO PROTECT SENIORS—BACKS NASAA/NAIC MODEL REGS

Biloxi, MS, February 26, 2012—NCOIL today endorsed two model regs—developed by the North American Securities Administrators Association (NASAA) and National Association of Insurance Commissioners (NAIC)—designed to advance life insurance and annuity consumer protections by curbing the use of misleading senior-specific sales titles. Unanimous approval of a *Resolution in Support of Regulating the Use of Senior-Specific Certifications and Professional Designations* builds on lawmakers' goal of accountability, transparency, and disclosure in insurance markets.

NCOIL President Sen. Carroll Leavell (NM), resolution sponsor, said: "NCOIL is proud to join our securities and insurance regulator colleagues in advocating for these important consumer protections. Eradicating misleading sales titles is a goal we all share and our resolution encourages states to take appropriate actions to protect consumers."

The NCOIL President went on to add, "Implementation of these models and an NCOIL-backed NAIC *Suitability in Annuity Transactions Model Regulation* would also put states in prime positions to use federal dollars to beef up state protections. Consumer Financial Protection Bureau (CFPB) grant monies for these efforts would be especially helpful now as states navigate through tough budget times."

The NCOIL resolution—which was overwhelmingly approved by the Life Insurance & Financial Planning Committee yesterday morning—supports the NAIC *Model Regulation on the Use of Senior-Specific Certifications and Professional Designations in the Sale of Life Insurance and Annuities* and the NASAA *Model Rule on the Use of Senior-Specific Certifications and Professional Designations*.

The resolution also urges the CFPB to implement a program authorized by Dodd-Frank to provide state grants to implement the three models and strengthen senior protections. Under Dodd-Frank, a state could take in up to \$500,000 for three consecutive years if the state adopted all three models or up to \$100,000 for three years if the state adopted either the NAIC model or NASAA rule.

Before voting, NCOIL Committee members dialogued with NASAA and NAIC representatives. Representatives of the National Association of Insurance and Financial Advisors (NAIFA), American Council of Life Insurers (ACLI), and the AARP expressed support for the NCOIL resolution.

The 2012 Spring Meeting took place from February 24 through 26 at the Beau Rivage Hotel.

For further details, please contact the NCOIL Washington, DC Office at 202-220-3014 or by e-mail at mhumphreys@ncoil.org.

K/NCOIL/2012/2007643a