



June 21, 2013

**TO:** Assemblyman Henry Perea, Chairman, Assembly Insurance Committee  
Members, Assembly Insurance Committee  
Mark Rakich, Chief Consultant, Assembly Insurance Committee  
Kevin Hanley, Consultant, Assembly Republican Caucus

**FR:** Shari McHugh, NAIFA-California  
Julianne Broyles, CAHU

**RE: SB 476 (Steinberg) -- Support**

The National Association of Insurance and Financial Advisors of California (NAIFA-California) and the California Association of Health Underwriters (CAHU) are pleased to support SB 476 (Steinberg) relating to the Life and Annuity Consumer Fund.

As insurance and financial advisors, NAIFA-California and CAHU members are well aware of the unfortunate reality that rogue agents and advisors continue to do business in California – a reality that regrettably results in giving all insurance agents and the industry as a whole a bad name. For many years, in an effort to help improve the annuity and life insurance marketplace in California, NAIFA-California and CAHU have strongly supported efforts to provide appropriate product disclosures, enhance consumer protections, improve agent education, increase fines and penalties and fund enforcement actions.

SB 476 is another example of legislation NAIFA-California and CAHU supports because it would help to provide additional monies for the Life and Annuity Consumer Protection Fund within the Department of Insurance by expanding the types of policies that would be subject to the \$1 fee. The data that was required to be provided by AB 76 (Yamada) in 2009 has shown that the Life and Annuity Consumer Fund has been used successfully since its inception by the Department of Insurance and local district attorneys in an effort to protect individuals from bad actors doing business in California.

For these reasons, NAIFA-California and CAHU are pleased to support SB 476 (Steinberg). If you have any questions or concerns regarding our position, please contact Shari McHugh at (916) 930-1993 or Julianne Broyles at (916) 441-5050.