Catherine Ernsky

President of The Ernsky Group, LLC & Connecticut State President for the National Association of Insurance and Financial Advisors

March 11,2014

Members of the Labor Committee

Thank you for this opportunity to provide testimony on behalf of the National Association of Insurance and Financial advisors but also as a Financial representative myself regarding revised bill SB249, An Act Promoting Retirement Savings, which would create a retirement plan for low income, private-sector workers who do not currently have access to an employer-sponsored retirement plan.

NAIFA and I are not in support of such a bill. While we agree in expansion of retirement plan access especially for those who do not have an employer- sponsored plan and in encouraging those who currently have access to save enough to create a more secure retirement, we strongly oppose legislation that would establish a state-run retirement plan for private- sector employees. We believe such a bill presents numerous legal, financial and practical hurdles for the state, its businesses and citizens that cannot be overcome, especially to provide an opportunity which for the most part already exists and is available for low income private-sector employees.

Currently there are thousands of agents who are able to work with individuals on retirement planning. Many, like myself, specialize in the business marketplace. It allows us to work directly with the business owner in creating retirement plans for their companies but in addition offer personal planning to both the executives and their employees, regardless of their job title or wages earned. This personalized approach allows us to tailor each retirement solution to the individual's needs and goals.

Rather than creating legislation such as SB 249 I would recommend that the state of Connecticut partner the public and private- sector. They could create a marketing initiative highlighting the importance of saving for retirement and partner with agents and companies to maximize your outreach. In addition the state could embrace the new federal MyRa program. When saving for a truly secure retirement it is not just a matter of offering a formal retirement plan to clients but it's about educating them about the importance of saving and how to choose the right path for them in order to reach their goals. The state could offer several options and programs to help individuals save for retirement and it would only be successful with a strong educational component. This would enable the state of Connecticut to be at the forefront of helping low income private-sector workers so they could understand the value of saving today so they may benefit tomorrow.

This is a good place for the state to continue its efforts. This is how NAIFA CT, its agents, its clients and your constituents will see you succeed in making a difference. Thank you for your time today.