



**PROFESSIONAL  
INSURANCE  
AGENTS**

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DATE: January 28, 2015,  
TO: Connecticut Joint Insurance Committee  
FROM: Peter Frascarelli, CIC  
President, Professional Insurance Agents of Connecticut Inc.  
RE: REGARDING HOUSE BILL 5064

I am writing on behalf of the Professional Insurance Agents of Connecticut Inc., an association representing more than 400-member professional, independent insurance agents who employ thousands of people throughout the state.

We write to express concern with the concept embodied in proposed H.B. 5064.

The Professional Insurance Agents of Connecticut represent agency owners and their sales, customer support, technical and administrative staffers, all across the state. In this role, our members interact with a wide variety of purchasers seeking to protect a range of properties and businesses from a number of perils. A given PIACT member in a given town is likely to see a very diverse client base, with purchasers exhibiting very different insurance preferences.

Member agency customers, even among those who may have comparable demographic backgrounds and live in a similar area, may still express substantially different interests in coverage factors such as deductibles, limits, covered perils, umbrella policies, etc. As professional insurance agents, it is fundamental that we leverage our status as independent agents to present our clients with a range of appropriate products from different carriers, and respect our client's ultimate decision regarding their coverage choice.

PIACT supports measures to remove policy terms that can cause purchasers confusion and coverage uncertainty at the worst times. For example, the state has adopted a clear and uniform hurricane deductible trigger, a concept strongly supported by PIACT.

However, by making the size of a deductible standard across all policies, and capping it at no more than 1% of the policy value, this bill would preclude the State's insurers from offering an appropriate variety of products and will impair the ability of an insurance purchaser and his or her agent to work together to design the most appropriate coverage package for the insured.

Furthermore, by limiting the manner in which insurers may design products for different market segments, many insurers, particularly smaller Connecticut-domiciled carriers may be forced to conclude that they cannot safely serve certain market segments. This restriction may cause insurers to limit access to coverage or eventually withdraw from the marketplace, with the ultimate effect of making coverage more expensive and less accessible.

Respectfully, we urge the reconsideration of this proposed bill.