

Aetna
AIX Group, a member of
Hanover Insurance Group
Anthem Blue Cross/Blue
Shield of CT
Bank of America
Carlton Fields Jordan Burt
Catlin, Inc.
ConnectiCare
Conning
First Niagara Financial
Group
The Hartford Financial
Services Group
Hartford Steam Boiler
Inspection & Insurance
Company/MunichRE
Insurity
KPMG
Lincoln Financial Group
Massachusetts Mutual Life
Insurance Company
The Navigators Group, Inc.
Northwestern Mutual
People's United Bank
The Phoenix Companies
PricewaterhouseCoopers
Prudential Retirement
Travelers Companies
UnitedHealthcare
UHL Holdings
Vantis Life Insurance
Company
Voya Financial, Inc.
Webster Bank
XL Group plc

Connecticut Insurance and Financial Services Cluster

Statement on Behalf of

The Connecticut Insurance and Financial Services Cluster

in support but with modifications of

**Senate Bill 755: An Act Requiring the Insurance Commissioner to
Study and Report on the National Association of Insurance
Commissioners' Interstate Insurance Product Regulation Compact**

Insurance and Real Estate Committee

February 26, 2015

The Connecticut Insurance and Financial Services Cluster [CT IFS], as part of the MetroHartford Alliance, supports legislation that strengthens and advances Connecticut's insurance and financial services industry.

In the interest of maintaining Connecticut's competitive position in the global economy, CT IFS encourages the Committee to amend the proposed study legislation contained in SB 755 in order to adopt the National Association of Insurance Commissioners' Interstate Insurance Product Regulation Compact.

As you know, the Interstate Compact would allow our resident insurers to file their products within a streamlined, centralized system. This speed-to-market approach reduces the administrative burden and cost of marketing and production allowing consumers to get more choices of competitive products sooner. With the enhanced efficiency, insurers can increase their ability to introduce products nationally and to compete globally.

Facts on the Compact itself:

- Forty-three states and Puerto Rico have already adopted the Compact, including every state in New England but Connecticut
- The Compact represents 73% of all written premium in U.S.
- 90 uniform standards have been created since 2007, *not one state* has opted out of the individual life or annuity standards

Facts on state sovereignty and regulation:

- It maintains state regulatory controls within that state's Department of Insurance
- A state can opt-out of the Compact entirely or opt-out of a uniform product standard that doesn't meet its regulatory requirements

*31 Pratt Street
Hartford, Connecticut 06103
860-728-2271*

Connecticut Insurance and Financial Services Cluster

Facts on Governance:

- Each member state is represented on the Commission, has decision-making authority and a vote
- Internal controls consist of 2/3 majority approval; open meetings; published bylaws; and an established advisory committee for consumers and insurance industry representatives.

A case for economic development:

The States that have approved the Compact have sent a *clear message to their resident insurers* that they understand the competitiveness of their business and want to preserve their economic contribution to their states while providing a tangible benefit to consumers. As the “Insurance Capital” with the largest concentration of insurance jobs in the nation [U.S. Rank #1] and one of the strongest contributors to state gross state product [U.S. Rank #2], we should be sending that same message.

I urge you to send the message to one of Connecticut’s largest industry sectors, its global companies and nearly 60,000 employees that Connecticut is ready to compete for business by virtue of our alliance with the Compact.

Thank you for your consideration.



Susan C. Winkler
Executive Director
Connecticut Insurance & Financial Services Cluster

The Connecticut Insurance and Financial Services [IFS] Cluster, formed in 2003, is a strategic initiative of the MetroHartford Alliance that is designed to create a stronger IFS industry that is critical to sustain economic and employment growth in Connecticut. Leaders from business, state government and academia collaborate to foster growth among all of the industry’s segments. The Connecticut IFS Cluster is comprised of 30 corporate sponsors whose shared vision is to create competitive advantages in business attraction and retention, to assist with recruitment and education of a trained workforce, and to increase public awareness through advocacy.

**31 Pratt Street
Hartford, Connecticut 06103
860-728-2271**