



March 7, 2016

House Bill 5051 - An Act Adopting the National Association of Insurance Commissioners'
Interstate Insurance Product Regulation Compact.

Position: Support

Chairmen Crisco and Megna, Ranking Members Kelly and Sampson, and members of the Committee: Thank you for the opportunity to provide MassMutual's views on Governor's HB 5051 - An Act Adopting the National Association of Insurance Commissioners' Interstate Insurance Product Regulation Compact.

We applaud the committee's consideration of the Governor's Bill. As MassMutual testified last week on the similar HB 5343, the language in HB 5051 does not include modification of the Model Compact. We believe HB 5051 will ensure Connecticut's entry into the Compact will go smoothly.

The Interstate Insurance Compact is a state-based organization driven by member states through the involvement of knowledgeable and experienced state insurance regulators who come together to develop comprehensive uniform standards that reflect stringent consumer protections and best practices. The Compact provides speed-to-market for life insurance products while the states maintain their sovereign authority to regulate the activities of companies engaging in the business of insurance in their respective states.

MassMutual will celebrate its 165th anniversary next month. But it is hard to imagine another time in our history when the ability to quickly adapt and respond to customer demand has been more important. In the last year, MassMutual introduced the first quality term life insurance policy that you can purchase entirely online. We introduced an integrated private exchange featuring a guidance tool that helps employees prioritize their retirement savings, healthcare, and insurance protection benefits based on their individual life stages and then take action. The "MapMyBenefitsSM" application enables employees to prioritize their benefits choices, helping to make the most of each benefit dollar based on their life stages, financial goals, and personal finances. This all-inclusive approach to workplace benefits combines retirement readiness, healthcare coverage, and preparation for life's unforeseen events.

The Compact helps support innovative solutions to customer needs because we can design one product that can be purchased via these industry leading tools nationwide. Right now, we must design one product for the Compact states, and other variations for each non-compacting state. This slows down the introduction of the new products and delivery methods that our customer's want.

Connecticut has long held leadership positions in insurance – Connecticut has the highest percentage of insurance employment in the nation, it has the highest concentration of actuaries, the life insurance industry alone generates 82,000 direct and indirect jobs, and in 2014, the industry paid out \$19 billion dollars of life and annuity benefits to Connecticut residents.

The insurance industry in Connecticut is one of the state's key economic drivers. It would send a powerful signal that the Connecticut General Assembly supports the jobs and economic development the industry provides to adopt this national model for insurance product approval.

Thank you for your time and consideration.

Sincerely,

A handwritten signature in cursive script, appearing to read "Hugh Barrett".

Hugh Barrett
Assistant Vice President, Government Relations
MassMutual