



**PROFESSIONAL
INSURANCE
AGENTS**

25 CHAMBERLAIN ST.
P. O. BOX 997
GLENMONT, NY 12077-0997
(800) 424-4244
FAX: (888) 225-6935
WEB: www.pia.org
E-MAIL: pia@pia.org

DATE: March 7, 2017

TO: Insurance and Real Estate Committee

FROM: Professional Insurance Agents of Connecticut Inc.
Augusto Russell, CIC, PIACT past president

RE: **SUPPORT OF RAISED BILL S.B.928**

Sens. Larson and Scanlon, Rep. Kelly, vice-chairs, ranking member and members of the committee, my name is Augusto Russell and I am here on behalf of the Professional Insurance Agents of Connecticut Inc., an association of professional, independent insurance agents throughout the state and their employees. PIACT is here to support raised bill S.B.928, which seeks to create a task force to study and develop methods of improving the workforce in the insurance industry.

As an association supported by members, we strive to assist our membership with many issues pertaining to their agencies and businesses. The most reoccurring issue our members reach out to PIACT for tips and advice on is recruiting and retaining talented independent insurance agents. Our members continue to express frustration in this area.

PIACT commends the committee for addressing this need in the insurance industry. We strongly urge the committee to consider the experience and insight an active insurance agent could offer in service of such a task force. Our daily experiences with recruitment, familiarity with the requirements and tasks of the insurance workforce and community connections could prove to be invaluable resources to the committee.

Insurance agents provide a wide range of integral services for both individual consumers and the business community. Agents guide consumers through a complicated process, providing quotes and scrutinizing plans while ensuring that consumers consider the best options available to them. The reducing number of agents in the marketplace leaves consumers with dwindling resources to help guide them through their insurance needs.

In an effort to foster the development of future insurance agents, PIACT has already collaborated with Goodwin College to create insurance-specific coursework within its business program that targets the changing world of insurance and provides a pathway for Goodwin students to gain proper Connecticut insurance licensing. PIACT also assists by offering practical experience through paid externships to Goodwin students.

PIACT is advocating for the passage of S.B.928, and looks forward to working further with you as a resource on this issue.