



LEGISLATIVE POSITION

PROFESSIONAL INSURANCE AGENTS OF CONNECTICUT INC.

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DATE: February 27, 2018
TO: Insurance and Real Estate Committee
FROM: Professional Insurance Agents of Connecticut Inc.
Kenneth A. Distel, PIACT president

**LEGISLATIVE
REPRESENTATIVE**
Connecticut Group LLC

**STATEMENT RE: S.B.202—AN ACT CONCERNING MOTOR VEHICLE
INSURANCE POLICY QUOTES**

**DIRECTOR OF
GOVERNMENT &
INDUSTRY AFFAIRS**
Matthew F. Guilbault, Esq.

Professional Insurance Agents of Connecticut Inc., an association representing independent insurance agents throughout the state and their employees, supports the majority of Raised Bill S.B.202 and respectfully submits suggestions for a modification.

**GOVERNMENT
AFFAIRS COUNSEL**
Sarah Coli, Esq.

There is currently a practice in the insurance community of certain carriers of personal automobile policies binding coverage based on an initial quote and questionnaire with the insured, and then raising the premium following a check of the insured's driving history. Responsible insurance agents and companies utilize all available underwriting resources prior to binding a policy for an insured. The practice of intentionally disregarding driver-history information in order to present a false price to an insurance consumer undermines the credibility of the insurance industry as a whole. Consumers should be able to rely on the quotes for insurance policies to be fair and accurate so they can determine whether the coverage is affordable. This practice detracts from that ability and leaves the consumers bound to policies that are much more expensive than originally represented and in some cases, unaffordable. Requiring all carriers to run motor vehicle reports prior to binding coverage would guarantee the consumer will receive a fair and accurate quote prior to committing to the expense.

**EXECUTIVE
DIRECTOR**
Kelly K. Norris, CAE

PIACT respectfully suggests a modification to change the requirement of running any driver history reports from prior to quoting a policy to prior to binding an insurance policy. Insurance producers have a standard practice of running motor vehicle reports prior to binding a personal automobile policy in order to provide the client with an accurate premium for the policy. Requiring a producer to run these reports prior to quoting would be an extensive cost to the producer, who must pay for each motor vehicle report individually and is not always reimbursed the expense from a carrier.

PIACT is advocating for the passage of S.B.202, which requires that any driving-history reports utilized as underwriting or rating factors of personal automobile policies be disclosed with the modification of requiring these reports be run prior to binding a policy, as mentioned above. PIACT wants to see that both the consumers and producers of Connecticut are protected.

PIACT commends the Legislature for addressing this issue.