



DATE: April 10, 2014
TO: Senate Commerce Committee
FROM: Professional Insurance Agents of New Hampshire Inc.
Jeffrey Foy, past president

**PROFESSIONAL
INSURANCE
AGENTS**

STATEMENT RE: H.B.1177
AN ACT relative to anti-rebating law

Professional Insurance Agents of New Hampshire Inc., an association of professional, independent insurance agents throughout the state and their employees, oppose raised bill H.B.1177 in its present form.

Under current New Hampshire law, it is impermissible for an insurer or insurance producer to hold contests, sweepstakes, raffles or drawings where the prize values cumulatively exceed \$1,000 during a 12-month period. In its present form, H.B.1177 would amend the existing anti-rebating law to exclude insurers from the \$1,000 cumulative cap on contests, sweepstakes, raffles or drawings. If passed, this amendment would create an uneven playing field in the New Hampshire insurance market. Insurers would be able to offer and entice customers with prizes that the professional, independent insurance producer could not. In other words, H.B.1177 creates a situation where insurers and producers would be playing the same game but by different rules.

While PIANH opposes the current version of H.B.1177, PIANH does not oppose raising or eliminating the cap on contests, sweepstakes, raffles or drawings if done so in a way that is uniform and universal. In keeping with the intent of H.B.1177, PIANH would propose an amendment to the bill that ensures New Hampshire's Insurance Law is enforced in a fair and equitable manner. PIANH suggests an amendment that would remove the \$1,000 cap across the board for insurer and producer alike. This proposed amendment not only preserves the intent of the original amendment, but would allow the professional, independent insurance producer to compete on an even playing field with insurers. The game and rules would be the same for all participants in the market.

PIANH commends the Legislature for addressing this issue. While PIANH opposes H.B.1177 in its current form, PIANH would support H.B.1177 with the addition of the amendment suggested above. PIANH welcomes the opportunity to work with the committee on this issue going forward.

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