



LEGISLATIVE POSITION

PROFESSIONAL INSURANCE AGENTS OF NEW JERSEY

25 Chamberlain St.
PO Box 997
Glenmont, NY
12077-0997
(800) 424-4244

**LEGISLATIVE
REPRESENTATIVE**
Katz Government
Affairs LLC

**DIRECTOR OF
GOVERNMENT &
INDUSTRY AFFAIRS**
Bradford J. Lachut, Esq.

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

STATEMENT TO THE SENATE MILITARY AND VETERANS AFFAIRS COMMITTEE IN SUPPORT OF S-2930

The Professional Insurance Agents of New Jersey, or PIANJ, is pleased to support S-2930 sponsored by Senator Anthony Bucco.

PIANJ is a voluntary, membership-based trade association representing professional, independent property/casualty insurance agents. Our approximately 3,300 members and employees doing business in New Jersey provide property/casualty insurance to tens of thousands of businesses and individual clients.

The bill would require the commissioner of the Department of Banking and Insurance to waive the initial insurance producer licensing fee for any veteran who has received an honorable discharge from a branch of the active or reserve component of the Armed Forces of the United States or the National Guard of any state. The veteran still would be required to pass the licensing examination and fulfill any other requirements for licensure. In addition the veteran-licensee would need to comply with all other licensing fees imposed by law or regulation. The bill also would allow the commissioner, at her discretion, to waive other fees imposed by the department for disabled war veterans.

Facilitating a veteran's path into the civilian workforce is a noble goal and one that PIANJ fully supports. Currently, PIANJ offers a free year of PIANJ membership for U.S. military veterans who earned their insurance licenses recently and who are starting their own agency in the state of New Jersey. PIANJ views this benefit as a small "thank you" for the sacrifices veterans have made through their service.

PIANJ is grateful to those who serve our country and it is honored to have former military men and women join the ranks of the professional, independent agency system. PIANJ feels it is important to support military veterans as they embark on the next phase of their careers. We hope that giving veterans ready access to the resources of PIANJ will lead them to successful careers in an important industry.

PIANJ supports S-2930 because it will make it easier for veterans who want to become insurance producers to transition into the next phase of their careers. Then, PIANJ will be there to help them develop and grow their independent agencies, which will help them become knowledgeable about the insurance industry and a valuable resource for the insurance-buying community.

We urge members of the Senate Military and Veterans Affairs Committee to vote **yes** on S-2930 and thank you for your consideration of our views.