



Advocacy >>

Summer In-District Talking Points

Your Meeting at a Glance

Introduce yourself, where you are from, and describe your practice. Share why you are in this industry and common concerns for your clients. Tell a story.

Today's meeting will focus on Americans' economic security:

- > Support SECURE 2.0 technical corrections, a deferred effective date for catch-up contributions changes, and improvements to catch-up contributions.
- > Monitor Department of Labor (DOL) efforts to reclassify workers and revise its Standard of Care regulation. Oppose the PRO Act in Congress and the usage of an "ABC" test to determine independent contractor status. Caution against misclassifying workers and a Fiduciary-only standard.
- > Ensure that public policy preserves Americans' access to reliable advice and affordable products to reduce risks and protect assets.
 - **House:** Co-sponsor the Main Street Tax Certainty Act (H.R. 4721) to permanently extend Section 199A, allowing a 20% deduction of qualified income for pass-through businesses.
 - **Senate:** Co-sponsor Secure Notarization (S. 1212) and Main Street Certainty Act (S. 1706).
 - **Congress:** Oppose the Biden Administration's proposed rule to eliminate or restrict "short-term limited duration insurance" health plans (STLDI).

Quick Facts – The National Association of Insurance and Financial Advisors (NAIFA):

- > The nation's oldest and largest insurance and financial services association with members in every Congressional District.
- > 90 percent of NAIFA members service middle-income families; 69 percent of clients' household income falls below \$150,000.
- > September is life insurance awareness month in the United States. Please let lawmakers know that you are happy to assist their office with any questions they may have about insurance and how we protect our community.

Quick Facts – The Life Insurance Industry:

- > Pays out **\$2.5 billion** every day.
- > Protects **90 million** American families.
- > Generates **2.8 million** jobs.
- > **Invests \$7.9 trillion** in the U.S. economy.
- > *Share your state-specific data.*

Retirement Security

- Thank you for passing SECURE 2.0 to make it easier for employers to sponsor retirement plans, increase employee participation, and improve overall retirement readiness.
- A drafting error in SECURE 2.0 may put catch-up contributions at risk in 2024. The problem is an inadvertently dropped paragraph of the statutory language. In addition, the catch-up provisions' effective dates are proving problematic for retirement plans to meet. We ask you to support legislative and regulatory efforts to correct the error and delay the new provisions' effective date.
- Should there be a legislative opportunity beyond technical corrections, catch-up contribution rules could be further improved by allowing caregivers who leave the workforce to make catch-up contributions to retirement accounts when they rejoin the workforce.

We are asking you to:

- › **Support SECURE 2.0 technical corrections to preserve catch-up contributions, efforts to delay the effective date of catch-up contribution changes, and any additional proposals to enhance caregivers' ability to make them.**

Worker Classification and Standard of Care

- NAIFA members abide by the NAIFA Code of Ethics, requiring us to work in the best interests of our clients and support new rules that protect while preserving, product and guidance access. Most insurance companies and producers adhere to the independent contractor/statutory employee model within the insurance industry. We are small business owners, not misclassified workers. Proposed DOL regulations put this model at risk.
- The National Association of Insurance Commissioners (NAIC) revised model regulation on annuity transactions (adopted by 40 states so far) together with the Securities and Exchange Commission's (SEC's) Regulation Best Interest (Reg BI) and the new DOL PTE 2020-02 provide a robust framework that protects Americans as they plan and save for the future and manage their retirement savings.
- The DOL has announced plans for additional rulemaking on rules defining fiduciaries. Now is not the time to restrict worker choice or resurrect failed policies like a fiduciary-only approach proven to limit access to financial guidance for those with smaller retirement accounts and widen the racial wealth gap.
- Congress has reintroduced the Protecting the Right to Organize Act (PRO Act) which could create a misclassification of independent insurance and investment professionals while causing significant industry disruption that would affect consumers' access to insurance, investment, and retirement security solutions.

We are asking you to:

- › **Support worker choice and the best interest standard. Discourage the Department of Labor (DOL) from pursuing additional rulemaking.**

Financial Protection

- There has been a 15 percent increase in death claims due to the pandemic, but the industry was positioned to meet this challenge without asking for assistance from the government.
- Tax policy should encourage Americans to plan for financial and retirement security for themselves, their families, and their employees.
 - **House:** Co-sponsor the bipartisan Main Street Tax Certainty Act (H.R. 4721) to permanently extend Section 199A, allowing a 20% deduction of qualified income for pass-through businesses. Contact Rep. Smucker (R-PA).
 - **Senate:** Co-sponsor Secure Notarization (S. 1212), a bill to authorize electronic and remote notarizations. Contact Sens. Warner (D-VA) and Cramer (R-ND). Co-Sponsor Main Street Certainty Act (S. 1706). Contact Sen. Daines (R-MT).
 - **Congress:** Oppose the Biden Administration proposed rule to roll back short-term health insurance plans. The existing rule ensures that consumers have access to STDLI policies that provide health insurance coverage for up to approximately one year.

We are asking you to:

- › **Preserve Americans' access to reliable advice and affordable products to reduce risks and protect assets. Co-sponsor Main Street Tax Certainty (H.R. 4721/S. 1706) and Secure Notarization (S. 1212). Support measures that aim to increase consumer choice, lower premiums, and foster greater competition in the health insurance market for both individuals as well as large and small groups.**