

The Big "I" PACs

As federal and state governments exercise more and more power over small business, the future of our industry becomes greatly dependent upon our ability to become engaged in the political process. The U. S. Congress and Arizona State Legislature regularly considers legislation that directly affects the livelihood of independent agents – from mandatory auto insurance, taxes, healthcare, and flood insurance to the overhaul of the insurance regulatory system. We're fortunate to have very strong federal and state government affairs teams working for us through our membership in the Independent Insurance Agents and Brokers of America (IIABA) and Independent Insurance Agents and Brokers of Arizona (IIBAZ). However, they can't do it alone. It is vital that we, as small business owners and agents, play an active role in shaping the public policy debate and ultimately the laws that come out of Washington D.C. and the Arizona Legislature.

InsurPac

At the federal level our government affairs team fights for us by getting in front of legislators and their staff, and educating them about legislation that is both detrimental and beneficial to independent insurance agents. For example, as the Dodd-Frank Wall Street Reform Act made its way through Congress, IIABA was successful in maintaining insurance as a state-regulated business. Unlike banking and securities regulation which were drastically changed by Dodd-Frank, the insurance implications of the legislation were modest. IIABA was also actively engaged as Congress passed the Patient Protection and Affordable Care Act (PPACA) and limited some of the bill's negative impact on independent insurance agents. They continue to fight back against some of its negative provisions, including the Medical Loss Ratio (MLR) and its downward pressure on agent commissions. To that end, IIABA has worked with Congress to introduce legislation which would exclude agent commissions from the MLR calculations. IIABA also continues to be at the forefront to extend and reform the National Flood Insurance Program.

Through constant dialogue with Members of Congress and participation in numerous Congressional meetings, hearings and events, our federal government affairs staff has forged an impressive list of achievements this past year. Obviously, they have done an excellent job developing relationships with many influential policymakers in the Nation's Capitol. That has been made possible in large part due to InsurPac, your federal political action committee. It solicits voluntary, personal contributions from agents throughout the country, and then distributes that money to Congressmen, Senators and candidates for federal office who support small business and the independent agency system. It allows our federal advocates to attend fundraising events nearly every day of the week, constantly developing relationships with legislators and their staff and delivering results for agents.

We are fortunate that InsurPac is one of the largest federal PACs in the insurance industry, and is by far the largest PAC for property-casualty agents. Because InsurPac is so large, it is able to carry over a healthy balance each election cycle and "hit the ground running" with each new respective congress. Opinions on issues are being shaped every day and we must continue to have a seat at the table to educate members of congress. That seat at the table is made possible, largely due to InsurPac. It is *the* federal PAC for independent agents.

If you would like more information or to support InsurPac, please contact the IIABA at 1-800-221-7917.

InsurPac — IIABA
412 First Street SE, Suite 300, Washington, DC 20003
Phone: 202-863-7000

AAPAC

In recent years, the insurance industry has become the political target of legislators and political activists, who do not care about the industry's successful future. Several legislative proposals, in a naïve attempt to "fix" the industry, would have virtually destroyed the Arizona insurance marketplace for both insurers and agents/brokers.

The Independent Insurance Agents and Brokers of Arizona's government affairs team diligently works with the state legislators guiding them about legislation that affects the insurance industry.

The IIBAZ has had great success with the Arizona Legislature in protecting the insurance industry's interests and some of the goals that we have attained are:



AAPAC Contribution Form

1. Staving off the repeal of mandatory auto insurance; an issue that resurfaces almost every year.
2. Promoted legislation that requires consumer disclosures and responsible practices of insurance-based credit scoring.
3. Helped secure state regulation of insurance by supporting legislation that establishes reciprocity among state standards.
4. Successfully lobbied to mandate continued commission on private passenger auto post-company termination.
5. Supported legislation that places in statute the ability for a contractor/subcontractor to have an "opportunity to repair" construction defects before a lawsuit is filed.
6. Asked for legislation that placed into statute an exemption from licensing renewal requirements when a licensee is called to active military duty.

The Arizona Agents Political Action Committee (AAPAC) provides financial assistance to candidates and legislators who support our industry and your future in Arizona. Careful consideration is given to each contribution request and funds given to only those candidates for the Arizona State Legislature and statewide positions that share the same regulatory philosophies and goals as the Big "I". AAPAC is funded exclusively by Big "I" members personal contributions and is filed and approved by the State of Arizona.

Programs Sponsored by AAPAC:

Biggrassroots.com — Members register for legislative action alerts impacting key insurance issues at www.biggrassroots.com

Big "I" Day at the Capital — A luncheon providing the opportunity for Big "I" Members to establish a personal relationship with their legislators.

If you would like to support AAPAC, please utilize this contribution form and return to IIABAZ.



AAPAC — IIABAZ
333 East Flower Street, Phoenix, AZ 85012
Phone: 602-956-1851

Arizona state law requires the IIABAZ to collect and report the name, mailing address, occupation, and employer of each individual contributor. Your contribution should be considered strictly voluntary. Contributions from an individual to a state PAC cannot exceed \$6,100 in a calendar year.

Form of Payment—Arizona state Law requires that all forms of payment be made by personal check or personal credit cards paid with personal funds. No corporate or third party payments. Checks should be made payable to AAPAC.

☐ Personal Check ☐ Money Order ☐ Credit Card

Name

Agency Name/Employer

Agency Address

City/State/Zip

Email Address

Phone

- ☐ \$10 Contribution — Copper
☐ \$25 Contribution — Silver
☐ \$50 Contribution — Gold
☐ \$100 Contribution — Platinum
☐ \$250 Contribution — Titanium
☐ Other \$ _____

Auto Payments

☐ Monthly Auto Payment
Amount \$ _____

Start Date: _____

End Date: _____

☐ American Express ☐ Visa ☐ MasterCard

Credit Card Number

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Expiration Date

Security Code

Billing Address with Zip

Thank you for your contribution!

Required Notice: Contributions are not deductible for Federal income tax purposes. Contributions to AAPAC are voluntary and are used for political purposes. No corporate monies are accepted and will be returned.

Please return the completed form above to:

AAPAC—Independent Insurance Agents and Brokers of Arizona
333 East Flower Street — Phoenix, Arizona 85012