

The Approaching Storm



The clouds are looming and life insurance agents and the life insurance industry must be prepared to withstand the coming storm or be swept away.

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In **Washington** we face the possibility that after the November election the **tax preferences for our industries products will come under attack.**

The tax benefits of life, health, disability income and long-term care insurance, as well as annuities and qualified and nonqualified retirement plans, will most assuredly be under scrutiny by the tax-writing committees of Congress, since they represent one third of the tax preferences in the US Tax Code and therefore a substantial amount of **potential revenue loss** for the government.

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The Department of Insurance was serious about implementing commission disclosure. **NAIFA-California** and allied organizations were successful in stopping full and complete commission disclosure.

In **Sacramento**, the California Department of Insurance is contemplating regulations that would deem the sale of an annuity to an individual over the age of 65 as unsuitable.

In the **Legislature**, the life settlement industry is attempting to legitimize Stranger-Originated Life Insurance (STOLI) transactions, which would be devastating to the life insurance industry. **NAIFA-California** has already testified at multiple Senate hearings and continues to be in the middle of this fight.

Where is our Safe Harbor?



The National Association of Insurance and Financial Advisors-California (NAIFA-California) is providing protection on a daily basis for all life insurance agents in California.

For many years, NAIFA-California's advocacy team has been **battling an effort to essentially shut down the annuity marketplace.**

With **NAIFA's support**, the life insurance industry has been working diligently with the Legislature in an effort to remove Stranger-Originated Life Insurance (STOLI) from the marketplace.

NAIFA-California's ability to protect insurance agents from the legislative and regulatory storms will remain only as strong as its membership.

We need to maintain the force that comes with numbers and dues dollars.

If you are a member, RENEW & if you are not a member, JOIN TODAY

Please visit www.naifacalifornia.org or call (916) 646-8600