



**The Council** of Insurance Agents & Brokers  
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April 19, 2018

Senator Tim Scott  
The United States Senate  
Washington, D.C. 20510

Senator Joe Manchin  
The United States Senate  
Washington, D.C. 20510

Senator Tammy Baldwin  
The United States Senate  
Washington, D.C. 20510

Senator Mike Rounds  
The United States Senate  
Washington, D.C. 20510

Dear Senators Scott, Manchin, Baldwin, and Rounds,

We write today to express our support for S.2702, the Business of Insurance Regulatory Reform Act. This legislation will provide needed clarity recognizing that the business of insurance is regulated by state commissioners and rightly excluded from the purview of the Consumer Financial Protection Bureau. The Council of Insurance Agents and Brokers represents the country's largest commercial insurance brokerage firms which collectively produce 90% of the commercial insurance policies in the United States.

When Congress passed the Dodd-Frank Wall Street Reform and Consumer Protection Act in 2010, it explicitly exempted the business of insurance from the purview of the Consumer Financial Protection Bureau except to the extent the "enumerated consumer laws" (e.g., Fair Credit Reporting Act) already addresses a specific insurance issue. That legislation rightly recognized that insurance is regulated at the state level. However, the CFPB has in recent years demonstrated its willingness to cross this line and create confusion over its regulatory jurisdiction. Council members are increasingly experiencing intervening oversight from the CFPB, creating confusion and undue regulatory burdens on insurance brokerage firms that are already compliant with state regulations.

As you know, state insurance commissioners already have a strong focus on consumer protection. Allowing the Bureau to attempt to expand the federal government's role in regulating insurance products would be counter-productive and ultimately could result in the bureau's regulations conflicting with the directives of the functional state regulators. Rather than allow this issue to build and create unintended consequences, we believe it is better to clarify the issue upfront.

The Council applauds your leadership on The Business of Insurance Regulatory Reform Act and is hopeful this clarifying legislation will make its way to the President's desk.

Best,

Ken Crerar  
President and CEO

Joel Wood  
Senior Vice President  
Government Affairs

Joel Kopperud  
Vice President  
Government Affairs