



**NATIONAL ASSOCIATION OF
INSURANCE AND FINANCIAL ADVISORS**

November 13, 2017

NAME

U.S. Senate

Washington, D.C. 20510

Dear [NAME],

On behalf of the undersigned organizations we would like to express our serious concerns with certain provisions related to pass-through entities within the Senate Finance Committee's recently released draft of the Tax Cuts and Jobs Act. Collectively we represent millions of insurance agents, insurance brokers, financial advisors, and their employees. Many of our members are subject to pass-through taxation rates as owners and shareholders in small and medium-sized businesses. As such, we believe that any tax code overhaul should provide simplification and certainty for pass-through entities, along with their C Corporation counterparts.

Specifically, the undersigned organizations urge the Senate to make legislative changes within the Tax Cuts and Jobs Act that (1) would not limit the 17.4% tax deduction for pass-through entities based on one's chosen profession and disadvantage service professionals; and (2) help to achieve tax parity for pass-through professional services entities with similar businesses organized as C Corporations. While the undersigned organizations support lowering the corporate tax rate, the unequal treatment of pass-through businesses in the bill will only serve to increase the tax disparity that currently exists between small and medium pass-through businesses and their larger C Corporation counterparts; and create a new tax disparity between different types of pass-through businesses.

The below organizations believe it is essential that any tax reform legislation does not pick winners and losers, and instead creates an environment where insurance services businesses of all sizes can compete more effectively on a level playing field with other businesses. We appreciate your leadership and are committed to continuing to work with Congress on these important issues.

Sincerely,

The Council of Insurance Agents and Brokers
The Independent Insurance Agents and Brokers of America
The National Association of Insurance and Financial Advisors