



PIANJ 2014 legislative initiatives

Resource kit 29237

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With a New Year and new legislative session kicking off in New Jersey, PIANJ's Government Affairs Committee met to identify some of its legislative priorities for the coming year:

Certificates of insurance

As one of PIANJ's signature issues for the past few years, PIANJ continues to work for passage of a bill to assist insurance producers who are faced with impossible certificate of insurance requests—requests that a producer create a certificate that purports to amend, expand or alter the underlying policy. PIANJ supports measures to make it illegal to prepare, issue, request or require the issuance of a certificate of insurance that contains any false or misleading information concerning the referenced policy of insurance.

Charging fees on health policies

Under current New Jersey regulation an insurance producer cannot charge a fee on the sale and service of a group health policy. In a post-Affordable Care Act world, sophisticated consumers are in desperate need of additional services. Many producers are unable to provide these services without charge due to additional staff expenses. Despite client requests and producers' willingness to document and memorialize all fees and services provided, producers are barred from providing these services for a fee. PIANJ believes that just as in the commercial marketplace, producers should be permitted to charge fees on group health policies to ensure they can assist their clients in all the ways their clients demand. New Jersey is one of only four states that currently prohibit producers from charging fees on group health policies.

Producer commission disclosure

Currently, insurance producers are required by law to disclose their commissions on the sale of health insurance policies. While PIANJ supports transparency in insurance transactions, we do not believe that this disclosure procedure is necessary. Requiring a written, proactive disclosure of the amount of commission an insurance producer receives for placing a health policy is a disproportionate and burdensome imposition. Furthermore, agents and brokers are already governed by ethical standards; should a potential purchaser seek information regarding compensation received, they can receive such information simply by asking. As such, PIANJ will continue to advocate for the removal of this onerous disclosure requirement. 3/14

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