



*States, Strength & Speed Aligned*

**TELECONFERENCE MEETING**  
**OF THE MANAGEMENT COMMITTEE OF THE**  
**INTERSTATE INSURANCE PRODUCT REGULATION COMMISSION (IIPRC)**

**Monday, February 25, 2008**  
**1:30 pm ET / 12:30 pm CT / 11:30 am MT / 10:30 am PT**

**AGENDA**

1. Roll Call
2. [Public Hearing on Uniform Standards issued on December 12, Operating Procedures issued on October 5 and Code of Ethics issued on January 28](#)
3. [Consideration of Approval of Uniform Standards from Public Hearing](#)
4. [Consideration of Approval of Operating Procedures from Public Hearing](#)
5. [Consideration of Approval of Code of Ethics from Public Hearing](#)
6. [Operational Update](#)
7. Any Other Matters
8. Adjourn

**Minutes of the Meeting of the Management Committee of  
The Interstate Insurance Product Regulation Commission (IIPRC)  
February 25, 2008**

**Members of the Management Committee in Attendance:**

Commissioner Jane Cline, Chair, West Virginia  
Director Mary Jo Hudson, Vice Chair, Ohio  
Manny Munson-Regala as a designated representative for Commissioner Glenn Wilson, Treasurer, Minnesota  
Margaret Witten as a designated representative for Commissioner John Oxendine, Georgia  
Fran Wallace as a designated representative for Acting Commissioner Kenneth Ross, Michigan  
Stewart Johnson as a designated representative for Commissioner Jim Long, North Carolina  
Commissioner Kim Holland, Oklahoma  
Brad Harker as a designated representative for Acting Commissioner Joel Ario, Pennsylvania  
Nick Hoelscher as a designated representative for Commissioner Mike Geeslin, Texas  
Commissioner Paulette Thabault, Vermont  
Don Beatty as a designated representative for Commissioner Al Gross, Virginia

**Commission Members in attendance:**

Shelley Santo, Hawaii

**Legislative Committee Members in Attendance:**

Susan Nolan, NCOIL  
Mike Humphreys, NCOIL

**Industry Advisory Committee Members in Attendance**

Michael Lovendusky, ACLI  
Miriam Krol, ACLI  
Cande Olsen, Actuarial Resources for ACLI  
Nancy Johnson, UNUM  
Michael Gerber, NAFIA  
Dennis Herchel, Mass Mutual  
Gary Sanders, NAIFA  
Tom English, New York Life

**Consumer Advisory Committee Members in Attendance:**

Ryan Wilson, AARP  
Rod Bordelon, Texas Office of the Public Insurance Counsel  
Brendan Bridgeland, Center for Insurance Research

**Regulator Staff in Attendance:**

Brian Pennington, Minnesota  
Malinda Shepherd, Kentucky  
Chris Doane, Pennsylvania  
Tom Whalen, Kansas  
Betsy Jerome, Utah  
Brian Hoffmeister, Tennessee  
Tomas Serbinowski, Utah  
Christie Brown, Ohio  
John Rink, Nebraska  
Katie Campbell, Alaska  
Michael Ridgeway, Oklahoma  
Carol Cutter, Indiana

**Interested Regulator Staff in Attendance:**

Jerry Smith, Florida  
Mary Kosinski, Arizona  
Susan Ezalarab, Wisconsin  
Gail Keren, New York  
Michael Bell, South Carolina

**Interested Parties in Attendance:**

Amanda Mathisen, AHIP  
Rochelle Letourneau, Ameriprise  
Bonnie Shadid, Combined Insurance  
John McBain, Actuarial Resources  
Joe Muratore, New York Life

**IIPRC Staff in Attendance:**

Frances Arricale, Executive Director  
Sara Bamford, Operations Manager  
David Morris, Product Review Consultant  
Charles Rapacciuolo, Development Consultant  
Alice Fontaine, Fontaine Consulting, Actuarial Contract

**NAIC Staff in Attendance:**

Kay Noonan, General Counsel  
Becky McElduff, Staff Attorney  
Kara Binderup, Staff Attorney

Commissioner Cline called the meeting of the Management Committee to order. Commissioner Cline explained that the first portion of the teleconference was devoted to a Public Hearing on proposed Uniform Standards issued on December 12, 2007, proposed Operating Procedures issued on October 5, 2007 and the proposed Code of Ethics which was issued on January 28, 2008.

Commissioner Cline noted that the Non-Variable Annuity Standard has a pending recommendation memo from the Product Standards Committee to have the non-forfeiture section of this Standards reviewed further by the Product Standards Committee.

Commissioner Cline asked if there were any comments on the remaining Uniform Standards, the Variable Annuity Standards and the Mortality Change Standards. The Industry Advisory Committee provided comments. Miriam Krol, from the ACLI stated that the Committee had provided written comments and there were no other comments. Ms. Krol asked that the comments be considered for approval in the final version of the Variable Annuity Standards. There were no other comments.

Commissioner Cline proceeded to the Operating Procedures which were issued on October 5, 2007. Commissioner Cline asked if there were any comments on the proposed Operating Procedures. There were no comments.

Commissioner Cline proceeded to the proposed Code of Ethics. Commissioner Cline noted that a redlined version was circulated and that it would be best to go through each of the sections and have the interested parties who have submitted comments to explain their comments. (*Attached*

*is a copy of the proposed Ethics Code with the detailed comments from each commenter.)*



C:\Data\  
Management Commit

Chris Doane spoke on behalf of Pennsylvania. Don Beatty spoke on behalf of Virginia. Brendan Bridgeland and Rod Bordelon of the Consumer Advisory Committee each provided comments. As each section was detailed, Frances Arricale, IIPRC Executive Director, responded to any questions and further explained the intent of the Code.

Commissioner Cline concluded the Public Hearing portion of the teleconference. Commissioner Cline proceeded to the next item on the Agenda, the consideration of approval of Uniform Standards from the Public Hearing. Commissioner Cline asked the Product Standards Committee to make their recommendation regarding the Non-Variable Annuity Standards. Nick Hoelscher, from Texas, spoke on behalf of the Product Standards Committee as Vice Chair. Mr. Hoelscher recommended that the Annuity Standards be sent back to the Product Standards Committee for further discussion of the concerns that were raised by Alaska regarding the non-forfeiture value prospective test. It was noted that all interested parties, including all the members of the NAIC National Standards Working Group would receive a call notice. Commissioner Cline asked if there was a motion to adopt the recommendation of the Product Standards Committee. Mr. Hoelscher made the motion and Mr. Beatty of Virginia seconded the motion. Commissioner Cline asked Ms. Arricale to take a roll call vote. The motion was approved by a unanimous vote.

Commissioner Cline asked if there was a motion to adopt the Variable Annuity Contract Standards. Director Hudson, from Ohio, made the motion and Fran Wallace, from Michigan, seconded the motion. Commissioner Cline asked Ms. Arricale to take a roll call vote. The motion was approved by a unanimous vote. The Uniform Standards were approved as revised to include the comments submitted by the Industry Advisory Committee.

Commissioner Cline asked if there was a motion to adopt the Mortality Change Standards. Mr. Hoelscher made the motion and Mr. Beatty seconded the motion. Ms. Krol asked if their comments were going to be incorporated in the Mortality Change Standards. Becky McElduff, from the NAIC, replied that the Product Standards Committee did not want to incorporate them. Ms. McElduff noted that the Standards would not be available for use with the so-called "Mix and Match" system. Commissioner Cline asked Ms. Arricale to take a roll call vote. The motion was approved by a unanimous vote.

Commissioner Cline proceeded to the next item on the Agenda, the consideration of approval of the Operating Procedures from the Public Hearing. Commissioner Cline asked Commissioner Thabault to provide a brief report on the two (2) Operating Procedures before the Committee. Commissioner Thabault provided a brief summary of the Operating Procedures. Commissioner Cline asked if there was a motion to approve the Operating Procedures. Mr. Doane made the motion and there was a second. Commissioner Cline asked Ms. Arricale to take a roll call vote. The motion was approved by a unanimous vote.

Commissioner Cline proceeded to the consideration of approval of the Code of Ethics. Ms. Arricale asked Commissioner Cline and the Members of the Management Committee if it would

be preferred that she take the comments received during the Public Hearing, and create another draft of the Code of Ethics. Ms. Arricale noted that the draft would be circulated in time to be considered during the March meeting of the Management Committee and Commission in Orlando. Commissioner Cline agreed that, due to the nature of the comments received, that would be ideal.

Commissioner Cline proceeded to the next item on the Agenda, an Operational Update. Ms. Arricale provided the update. Ms. Arricale highlighted the upcoming meetings and their potential time frames. Ms. Arricale also noted that the IIPRC has entered into contractual services with Alice Fontaine, of Fontaine Consulting, LLC in Texas. Ms. Arricale explained that Ms. Fontaine would be responsible for the actuarial portion of the IIPRC review process.

Commissioner Cline asked if there were any other matters to be considered during the teleconference. Mr. Hoelscher provided a Report and Recommendation of the Product Standards Committee. Mr. Hoelscher reported that the Product Standards Committee would like to recommend that the Management Committee initiate the 60-day public comment period for the Individual Immediate Non-Variable Annuity Contract Standards. In his report, Mr. Hoelscher noted that these Annuity Standards are the fourth and final “core” annuity standards. Commissioner Cline asked if there was a motion to adopt the report and initiate the rulemaking process. Mr. Doane of Pennsylvania made the motion and Ms. Wallace of Michigan seconded the motion. Commissioner Cline asked Ms. Arricale to take a roll call vote. The motion was approved by a unanimous vote. There was no other business.

Commissioner Cline asked if there was a motion to adjourn. Mr. Beatty made the motion and Director Hudson seconded the motion. The meeting was adjourned.

*Drafting Note:* Due to technical issues, there is not an audio recording of this teleconference.