

INTERSTATE INSURANCE
PRODUCT REGULATION COMMISSION



States, Strength & Speed Aligned

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

Monday, January 26, 2009
1:30pm ET / 12:30pm CT / 11:30pm MT / 10:30pm PT

AGENDA

Jane Cline, Chair	West Virginia
Mary Jo Hudson, Vice Chair	Ohio
Sean Dilweg, Treasurer	Wisconsin
John Oxendine	Georgia
William W. Deal	Idaho
Jim Atterholt	Indiana
Nonnie Burnes	Massachusetts
Ken Ross	Michigan
Wayne Goodwin	North Carolina
Kim Holland	Oklahoma
Joel Ario	Pennsylvania
Mike Geeslin	Texas
Paulette Thabault	Vermont
Alfred W. Gross	Virginia

1. Roll Call
2. [Review of IIPRC Outreach Efforts](#)
3. [Consideration of Approval of Prior Management Committee Meeting Minutes](#)
4. [Operational Update](#)
5. [Report of the Search Committee](#)
6. Any Other Matters
7. Adjourn

**Minutes of the Meeting of Management Committee of
The Interstate Insurance Product Regulation Commission (IIPRC)
Monday, January 26, 2009**

Management Committee Members in attendance:

Tim Murphy as a designated representative for Commissioner Jane L. Cline, Chair, West Virginia
Director Mary Jo Hudson, Vice Chair, Ohio
Commissioner Sean Dilweg, Treasurer, Wisconsin
Margaret Witten as a designated representative for Commissioner John Oxendine, Georgia
Joe Murphy as a designated representative for Commissioner Nonnie Burnes, Massachusetts
Joan Moiles as a designated representative for Commissioner Kenneth Ross, Michigan
Ted Hamby as a designated representative for Commissioner Wayne Goodwin, North Carolina
Commissioner Kim Holland, Oklahoma
Brad Harker as a designated representative for Commissioner Joel Ario, Pennsylvania
Sara Waitt 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

Regulator Staff Members in attendance:

Brian Pennington, Minnesota
Malinda Shepherd, Kentucky
Ron Henderson, Louisiana
Shawn Hawk, Tennessee
Lori Mischan, Wyoming
Kathie Stepp, Oklahoma
Tonya Gillespie, West Virginia
Jim Guidry, Wisconsin
Sue Ezalarab, Wisconsin
Louis Belo, North Carolina

Interested Regulators in attendance:

Gayle Woods, Oregon
James Hulme, New York

Industry Advisory Committee Members in attendance:

Miriam Krol, ACLI
Cande Olsen, ACLI
Steve Buhr, AEGON
Michael Gerber, NAIFA
Gary Sanders, AHIA

IIPRC Team:

Karen Schutter, Interim Executive Director
Sara Dubsy, Operations Manager
Karyn Onyeneho, Administrative Assistant
Charles Rapacciuolo, Development Consultant
David Morris, Product Review Consultant
Alice Fontaine, Actuarial Consultant

NAIC Staff in attendance:

Amanda Yanek

Director Hudson called to order the meeting of the Management Committee of the Interstate Insurance Product Regulation Commission (IIPRC) and asked for a Roll Call. Director Hudson asked for the

Legislative Committee, Consumer Advisory Committee and Industry Advisory Committee members present to identify themselves for the record. Director Hudson then turned to the first item on the Agenda, a Review of IIPRC Outreach Efforts.

Director Hudson provided a review of the outreach efforts of the IIPRC. Director Hudson noted that the IIPRC Office has made an effort to outreach to companies over the past few weeks to encourage them to file with the IIPRC. Director Hudson explained that a short term pricing incentive was adopted in December for companies who register by January 30. Director Hudson noted that the IIPRC had participated in the recent Life and Health Compliance Association event in Atlanta. Director Hudson highlighted that the letter to new Commissioners of the non-Compacting states from the IIPRC Officers encouraging them to join the Compact. Director Hudson noted that the Legislative Committee recently held a meeting and had discussions about sending letters to the Legislators of the non-Compacting states urging these states to pass Compact legislation.

Director Hudson asked Commissioner Holland as the Chair of the Communications Committee, to provide an update on the Committee's work. Commissioner Holland noted that the Communications Committee held a meeting recently to review the Committee's two-prong outreach efforts to encourage the Compacting States to become more comfortable using the compact and encourage the domestics to file with the IIPRC. The second prong is to outreach to the states that are currently not Compact states and encourage them to join the Compact. Commissioner Holland stated that the Communications Committee plans to circulate a letter to state Commissioners to encourage the education of domestic carriers with regard to the Compact. Commissioner Holland explained that the letter highlights two methods of educating the domestics – either a session with a member of the IIPRC Team or through a webinar.

Director Hudson stated that the Product Standards Committee is working hard in consideration of Long Term Care Standards. Director Hudson noted that a survey was circulated nationwide by the NAIC National Standards Working Group (NSWG) to address the use of Long Term Care products. Director Hudson noted that the NSWG is working with the Product Standards Committee to gather the results of the survey which is expected to be completed by mid-February. Director Hudson stated that the Rulemaking Committee has created a sub-group which is working on "Mix and Match" issues so that the issue may be discussed during the March meeting.

Director Hudson stated that the edits received from Mr. Beatty have been incorporated in the final version of the Management Committee meeting minutes for the meetings which were held on December 4 and December 22, 2008. Director Hudson asked if there was a motion to approve the prior Management Committee Meeting Minutes. Commissioner Holland made the motion and Commissioner Dilweg seconded the motion. Director Hudson asked if there were any comments. Hearing none, Director Hudson conducted a Roll Call vote. The approval of the prior Management Committee Meeting Minutes was approved by a unanimous voice vote.

Director Hudson turned to the next item on the Agenda and asked Ms. Schutter to provide an operational update. Ms. Dubsy stated that there are 36 companies who have registered to use the Compact, to date. Ms. Dubsy noted that there has been a 70% return of company filers from 2008 to 2009 and that 30% of filers are new users. Ms. Dubsy noted that when compared to January 2008, January 2009 filing registrations have tripled.

Ms. Krol stated that on January 22, 2009, the Industry Advisory Committee held a meeting and noted that a request for filing statistics has been received from the State of Connecticut. Ms. Schutter stated that the IIPRC is currently working on being able to provide this information.

Ms. Waitt asked why the return of registered Compact users was not at 100%. Ms. Dubsy stated that companies who have not registered have advised that this is as a result of companies needing more specialized products in order to use the Compact and that without other standards these companies will not yet file with the Compact. Ms. Dubsy noted that the IIPRC Office did reach out to the companies registered previously but who have not yet filed for 2009 to remind them of the pricing incentive that is available for this calendar year.

Director Hudson stated that outreach efforts should be extended to both domestic and larger carriers within non-Compacting states and that this encouragement will increase the filer registration. Director Hudson agreed with Mrs. Dubsy and stated that companies want more products in order to file with the Compact.

Director Hudson asked if there were any questions or comments. Hearing none, Director Hudson turned to the next item on the Agenda which was a Report of the Search Committee.

Commissioner Holland noted that Commissioner Geeslin, suggested that a core user group be established to help by providing ongoing feedback as to what is working and what is not.

Director Hudson stated that the Executive Director Search Committee (West Virginia, Ohio, Wisconsin, Oklahoma, Minnesota and Texas) have met since the Management Committee Meeting on December 4 to update the job description for the prospective IIPRC Executive Director. Director Hudson noted that the Committee is working with the NAIC Human Resources Department, under the Services Agreement, to assist with finalizing the Executive Director job description and posting the information to the internet.

Commissioner Dilweg commented that a search committee has not engaged a search firm at this time. Commissioner Dilweg noted that the Committee will reconsider this as they move through the search using the NAIC HR Department and the internet

Director Hudson asked if there were any other questions or comments. Commissioner Thabault asked if there were arrangements being made to have teleconference capabilities available for the March Meeting in San Diego. Ms. Schutter responded that the IIPRC meetings in March are moved from the Manchester Hyatt to the San Diego Convention Center and the teleconference capabilities will be made available.

Hearing no other comments, Director Hudson asked if there was a motion to adjourn. Mr. Beatty made the motion and Commissioner Holland seconded the motion. The meeting was adjourned by a unanimous voice vote.