



March 20, 2023

IN RE: HB 1173/SB 1197 - OPPOSE

Dear Chairwoman Helton-Haynes & Members of the House Insurance Subcommittee,

On behalf of the Tennessee Chapter of the National Association of Insurance and Financial Advisors (NAIFA-TN), I am writing to express our opposition to HB 1173/SB 1197. NAIFA represents the interests of more than 20,000 licensed insurance agents and financial advisors across the country. 90% of NAIFA members serve middle-income and/or lower-income individuals and families. Our Tennessee chapter has approximately 422 members that serve our communities.

HB 1173/SB 1197 removes the licensed agent who sold the life insurance policy from the process of accessing the decedent's policy information. Obtaining access to such information should be reserved for the beneficiary or a party to the contract. A funeral director is not an insurance interest to a life insurance policy that a consumer purchased prior to death. When a policy is opened, there is a level of trust between the consumer and agent, especially with sharing personal information.

NAIFA-TN does not believe this bill should move forward as written. We request that this legislation be limited to burial policies that are sold exclusively through the funeral home. In our business, protecting our clients' information is of the utmost importance. It is imperative that we respect and honor our clients' privacy by ensuring only contract-relevant parties, such as beneficiaries, can access personal information.

We appreciate the opportunity to submit written comments. NAIFA-TN is committed to protecting our clients' information, especially during difficult times. We are happy to answer any further questions or concerns.

Sincerely,

Scott Flowers, CFP  
NAIFA-Tennessee President  
LPL Financial