

INDEPENDENT INSURANCE AGENTS OF MARYLAND, INC.

DBA BIG I MARYLAND



**House Economic Matters Committee
House Bill 37
Position: Favorable with Amendment**

Dear Chairman Wilson and the Members of the House Economic Matters Committee,

The BIG I MARYLAND ("Big I") is the State's oldest trade association of independent insurance agents. It represents 200 independent agencies, which employ over 2000 people in the state. We represent independent insurance agents and brokers who present consumers with a choice of policy options from a variety of different insurance companies. These small, medium, and large businesses offer a variety of insurance products – including property, casualty, life, health, employee benefit plans, and retirement products.

The Big I supports HB37 with an amendment to address a business practice used by some member insurance agencies. As technology has evolved, so does the way in which an independent insurance producer communicates with its current clients. For personal lines insurance (i.e. homeowners and private passenger automobile insurance), some insurance agencies use software to send via text or telephone a reminder that a customer's policy is coming up for renewal and to contact her/his insurance producer to discuss any changes needed for the upcoming year.

With this in mind, we ask that an exemption be created to allow an insurance producer notifying a current customer, who is an individual or business with an active insurance policy placed by the insurance producer, about information pertaining to their insurance coverage.

We appreciate the opportunity to provide these comments.

Sincerely,

Brett Lininger, Legislative Counsel

2408 Peppermill Dr., Ste A
Glen Burnie, MD. 21061
www.BigIMD.com

(P) 410-766-0600
(F) 410-766-0993
(E) info@BigIMD.com