



**Senate Bill 956**  
**Health Insurance-Medicare Supplement Policies-Broker Commission**  
**Position: Favorable**

Dear Chair Pena-Melnyk and Members of the House Health & Government Operations Committee,

NAIFA-MD (“The National Association of Insurance and Financial Advisors – Maryland Chapter”) appreciates the opportunity to submit testimony on SB 956. NAIFA-MD is made up of insurance agents and advisors, financial advisors and financial planners, investment advisors, broker/dealers, multiline agents, health insurance and employee benefits specialists, and more. We are the closest to the consumer and provide products, services, and guidance that increase financial literacy in our society, protect their clients against life’s inherent risks, help hard-working Americans prepare for retirement, and create financial security and prosperity so their clients can leave a legacy for future generations.

NAIFA is in support for Maryland Senate Bill 956, which aims to ensure that insurance producers receive the same commission rate for the sale of Medicare supplement policies during both guaranteed issue periods and open enrollment periods. This legislation is crucial for maintaining fairness and consistency in the insurance market, benefiting both producers and consumers.

SB 956 promotes fairness by ensuring that insurance producers are compensated equally for their work, regardless of the enrollment period. This consistency helps maintain a stable and competitive market, encouraging producers to continue offering valuable services to consumers without fear of reduced earnings during guaranteed issue periods.

By maintaining a stable and incentivized producer network, consumers benefit from having access to a broader range of Medicare supplement policies. Producers can provide unbiased advice and assistance, helping consumers make informed decisions about their health insurance coverage. This leads to better health outcomes and financial security for Maryland residents.

In conclusion, NAIFA-MD urges the Committee to support SB956 as it aligns with the interests of both insurance producers and consumers. It promotes fairness, stability, and access to essential health insurance services in Maryland.