

## **Written Testimony of Primerica Mortgage.**

**In Support of Maryland HB 38  
Before the Senate Finance Committee  
Chair Pam Beidle Presiding  
Primary Sponsor: Delegate Pam Queen**

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**Chair Beidle, Vice Chair Hayes and Members of the Finance Committee, thank you for the opportunity to testify today.**

My name is Tyler Addison, Vice President of Government Affairs for Primerica.

Primerica proudly serves as a leading provider of financial products and services to middle-income households in the U.S. and Canada. Our 151,000 independent licensed representatives educate families on how to better prepare for a secure financial future.

Founded nearly 50 years ago on the philosophy of “Buy Term and Invest the Difference,” we empower families to purchase affordable term life insurance—maximizing coverage while freeing resources to pay down debt and invest in their futures. Today, Primerica proudly insures over 5.5 million lives and supports more than 3 million investment accounts.

While many financial companies target affluent households, Primerica focuses squarely on everyday Americans. Our representatives provide education, straightforward term life insurance that we underwrite ourselves, and simple investment products through trusted third-party providers. Our typical clients’ households earn between \$30,000 to \$100,000 per year, representing roughly half of all U.S. households.

Numerous studies confirm what we witness every day: households with access to financial representatives accumulate greater and more balanced assets than those without. With licensed representatives living and working in the communities they serve, we understand the evolving financial challenges facing middle-income families, particularly those with limited access to traditional financial institutions.

### **Why Primerica Supports HB 38**

HB 38 clarifies and strengthens Maryland’s framework for licensing affiliated insurance producer–mortgage loan originators, ensuring that qualified, vetted financial professionals can originate mortgage loans under appropriate regulatory oversight. The bill requires the Commissioner of Financial Regulation to approve financial institutions and affiliated producers that meet specific criteria, reinforcing consumer protection and compliance standards.

### **HB 38 expands access to trusted financial guidance**

Primerica operates Primerica Mortgage, a state licensed mortgage broker and sister to Primerica Life Insurance Company. A home is, importantly, a place to put down roots and develop a sense of place, but it is also the single largest asset and investment most people will acquire in their lifetime. Primerica Mortgage sponsors and supervises over 3500 MLOs, who are also licensed insurance producers, in 36 states, and counting, to guide clients through the mortgage process.

Our representatives serve clients who often lack consistent access to financial services, especially in underserved or credit-invisible communities. Families trust the representative they already know—someone who has helped them navigate budgeting, insurance, investment basics, and long-term planning.

By allowing these trained, licensed producers to originate mortgage loans within Maryland’s regulated system, HB 38 ensures families can receive help from someone they trust.

For middle-income families, the households we serve every day, this legislation matters.

### **HB 38 strengthens, not weakens, consumer protections**

The bill maintains Maryland’s existing mortgage licensing guardrails, including oversight by the Commissioner of Financial Regulation and compliance with the Maryland Mortgage Origination Laws and Regulations.

HB 38 aligns insurance-based financial professionals with these standards, reinforcing accountability and ensuring that mortgage origination remains transparent, compliant, and consumer-focused.

### **HB 38 reduces friction and fragmentation for working families**

Families in the middle-income market often face logistical barriers to credit: multiple jobs, childcare costs, transportation issues, and limited interaction with traditional lenders. HB 38 allows them to work with a single representative who already understands their financial picture, saving time and reducing confusion—without compromising safety or consumer protection.

### **Conclusion**

For nearly five decades, Primerica has championed financial education, access, and empowerment for middle-income households. HB 38 is an important step toward improving access to responsible mortgage credit for the families who need it most—without reducing consumer protections.

**We respectfully urge a favorable report on HB 38.**

Primerica appreciates the opportunity to testify and stands ready to assist the Committee with any questions.