



July 2026

## Introduction

- > Introduce yourself, where you are from, and describe your practice.
- > We support public policy that strengthens Americans' ability to build financial security.
- > The life insurance industry delivers protection and certainty to middle-income Americans.
  - o Protects 90 million American families.
  - o Generates 2.8 million jobs.
  - o Invests \$8.4 trillion in the U.S. economy.(Share state data)

## Role of Financial Professionals

- > Explain why you're passionate about helping clients become financially secure.
  - o **In an age of AI tools and digital self-service, consumers still overwhelmingly turn to financial professionals for trusted, personalized guidance. 94% working with one, express trust in their advisors and 78% of all Americans say they trust financial professionals.**
- > Share a brief story that shows the impact of your work on a client, family, or small business.

## Policy

### Retirement Simplification and Clarity Act (H.R. 6324 – Panetta/LaHood)

- > Today's 402(f) notices about 401(k) distributions are complex and confusing, and many participants do not understand their options or the tax consequences when they leave a job or retire.
- > H.R. 6324 would require a new, clearer notice using straightforward language on distribution and rollover options and related taxes, and would allow people age 50+ to roll some or all of their 401(k) balances into annuities while still contributing to their plan, giving them more flexibility to secure guaranteed lifetime income.
- > **Our ask:** "Will you support H.R. 6324 so workers get clearer information and more options, including annuities, to avoid outliving their savings?"

### Clarity for Compensation Act (H.R. 7187 – Meeks/Nunn)

- > Under current SEC rules, many independent advisors cannot receive compensation through their own business entities which creates unnecessary red tape and higher costs for small advisory firms.
- > H.R. 7187 codifies a recent SEC no-action position so advisors can be paid through their entities, giving small and independent practices more flexibility to recruit, retain, and grow the next generation of advisors serving families, small businesses, and communities.
- > **Our ask:** "Will you support H.R. 7187 to cut red tape for independent advisors and help sustain access to advice in our communities?"

### The PLAN Act (H.R. 8867 – Suozzi/Bean)

- > Millions of families are unprepared for long-term care needs and often do not know what options exist: private insurance, hybrid products, or other planning tools, until it's often too late.
- > H.R. 8867 would create a long-term care planning initiative inside the National Clearinghouse for Long-Term Care Information to provide clear, accessible education so families can understand their choices and plan ahead with the help of financial security professionals.
- > **Our ask:** "Will you support H.R. 8867 to help educate families on long term care planning options?"

## Life Insurance Awareness

- > Approximately 100 million Americans are without adequate life insurance coverage. The need gap is the highest among:
  - o Households earning under \$50,000 per year.
  - o Consumers who identify as Hispanic or Black.
  - o All generations younger than Baby Boomers (adults ages 18 to 60), representing 81 million adults.
- > Adults age 35 and younger overestimate life insurance cost by 7–12 times more than its true cost.
- > **Our ask:** "Will you participate in Life Insurance Awareness Month to educate people about life insurance as a means to financial stability that most can afford?"

## Closing

- > Support NAIFA-backed bipartisan legislative proposals and Life Insurance Awareness Month to enhance financial security.
  - > Offer to be a resource.
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