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## FLOOR ALERT

Date: August 10, 2006

To: Members, California State Senate

From: Rex Frazier, President  
Michael A. Gunning, Vice President  
Michael A. Paiva, Senior Legislative Advocate

Re: AB 2387 (Vargas): Insurance Agents: Education -- *As Amended June 27, 2006*  
Senate Third Reading  
**PIFC Position: Support**

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The Personal Insurance Federation of California (PIFC), representing insurers who write nearly 50% of all personal lines insurance sold in California, including State Farm, Farmers, Safeco, Progressive, 21<sup>st</sup> Century and NAMIC, **supports AB 2387** (Vargas) which would allow insurance agents to take classes on-line.

Under current law, insurance agents must obtain their pre-licensing training in a "classroom." AB 2387 is an enlightened measure that recognizes that, with the widespread acceptance of the internet, a quality education can be obtained "on-line" and outside the traditional classroom. Many institutes of higher learning appreciate the fact that on-line education works well. Therefore, it is appropriate that the Department of Insurance adopt on-line education as a way to train insurance agents.

In addition, the author correctly notes that allowing insurance agents to obtain their education on-line will increase the number of agents who are able to work within their own communities. The societal benefit of this is that consumers will be able to literally turn to their neighbors for vital insurance products.

For all of the reasons noted above, **PIFC supports AB 2387 and urges your eye vote.** If you have any questions, please contact Michael Paiva at (916) 442-6646.

cc: Honorable Juan Vargas, Author  
Erin Ryan, Senate Banking, Finance, and Insurance Committee  
Tim Conaghan, Senate Republican Caucus  
Cynthia Bryant, Office of the Governor  
Kathleen Webb, Office of the Insurance Advisor  
Senate Floor Analyses

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