

**NALC Conference Call Agenda**  
**June 9, 2010**  
**3:00 eastern/2:00 central**

1. Update on legislation
  - a. Illinois
    - i. HB 6420 – 5/26/10 passed both Houses (at-need language) – has not yet been signed by the Governor
  - b. Louisiana
    - i. HB 1116 – no movement as of 3/29/10 – Legislature is done 6/21/10
  - c. Missouri
    - i. HB 2290 – passed and sent to Governor – language removed that would affect life insurance funded preneed – now talks about income eligibility for state funded childcare
    - ii. SB 1025 – died
2. Virginia Coalition
  - a. There is a study group targeted for sometime in July regarding preneed. We will wait to hear from Ben Lacy on this.
3. Arkansas Rule 63
  - a. Latest from Department – have not heard anything from the Department but they have stated that they will be putting something out that talks about the new rule.
  - b. The new rule is effective June 30, 2010.
4. Missouri Coalition
  - a. Proposed legislative changes – Board is looking to make some changes to the last go round of legislation. They were looking for suggestions from interested parties.
  - b. Board meeting on June 15<sup>th</sup> – Tracy will be attending this meeting.
  - c. The Board is in favor of letting multi-pay annuities back into the statutes.
5. Indiana Proposed Rules
  - a. New updates? – Have not seen anything come out on the Board proposing new rule updates as of last week.
6. Texas
  - a. New directive from TDOB – orphan policies
7. Maryland – Non-guaranteed contracts
  - a. update on status of the AG's opinion – Nothing has been heard yet.
8. MA Graded Death Benefit
  - a. Any movement from the Department? – Interstate Compact meets on June 22<sup>nd</sup> to review their final draft. It is thought that after this draft is adopted by the Interstate Compact, MA will send out their bulletin.
9. Kentucky -- no one has heard anything more from funeral homes or agents on this subject.
  - a. Inspector out telling funeral homes that it is funeral director only (Board's opinion)
  - b. We received an AG's opinion (attached) that funeral director only has to sign preneed contract
  - c. Has anyone else had any complaints from funeral homes regarding this

10. Montana – ultimate limit

- a. 2011 back in session – Gerry has talked with an attorney who does work for the ACLI. She is checking to see if there are any conflicts of interest and will be getting back to Gerry on whether she can do work on this topic, and if not, will give him the name of another individual.

11. California Master Trust

- a. CMT sent letter to funeral homes about their response
- b. Stating they have 7.8% growth on the trust for 2009

12. Wisconsin

- a. SB513 – Anti-STOLI legislation – signed into law in May.

13. Other items

- a. Non-guaranteed preneed contracts in Michigan – does anyone have one they are using and if so did they have to get it approved.
- b. It was reported that the life settlement companies are going state-by-state to get their disclosure language adopted. Need to be aware of this in case they come to your state and start lobbying your state department of insurance.
  - i. KY has one that does not apply to policies with a face amount less than \$100,000.
  - ii. WA, OR, and ME also have adopted laws.
- c. Next conference call will be July 14<sup>th</sup>. Dawn will send out the call in information at a later date.