

**Agenda Item 2. Hear preliminary feedback on the following questions related to life insurance and annuity products:**

- What individual life or annuity products or benefit features are companies filing with states rather than the Insurance Compact because of lack of Uniform Standards?
- Where is product innovation heading resulting in a need for new or amended regulatory requirements and uniform standards?
- What new products or benefits are consumers asking for that cannot be filed with the Insurance Compact due to lack of uniform standards?

The Chair stated that prior to the call, the Insurance Compact received written comments on these questions from regulators at the Pennsylvania Insurance Department and three insurers: Pacific Life; Nationwide and Transamerica. The comments were distributed and also posted on the Compact's Events Calendar.

A representative from the Pennsylvania Insurance Department summarized their comments, noting products they see filed with the state rather than the Insurance Compact due to lack of specific Uniform Standards or because the scope of the existing standard is more narrow. He also noted the Department's thoughts on where innovation is headed, including online only offerings, hybrid products, longevity, estate planning and asset based products.

A representative from ACLI stated that they do not support creating Uniform Standards for Premium Deposit Fund Riders. She also noted that ACLI members were still working on providing input in response to the questions posed by the Product Standards Committee (PSC) and they would be submitting this information in the future.

A representative from Pacific Life summarized their comments, noting that many of the products for which they would like to see Uniform Standards are hybrid products or products that transform as different life events occur throughout the life of the product. Some regulators commented that some of the proposed products would be outside the current scope of the Insurance Compact and/or not permissible for filing in some states. It was also noted that some product designs could lead to misrepresentation in sales.

A representative from Nationwide summarized the company's comments. Oregon stated that they had concerns with the comments related to limitations on incontestability provisions. The Chair noted that Oregon's written response to these comments was received prior to the call and posted to the Events Calendar.

A representative from Transamerica summarized the company's written comments and noted that group annuity Uniform Standards would be very beneficial and that the company agreed with other companies that flexibility within the standards was important to product innovation. She also noted that longer look back periods within certain Uniform Standards would be helpful and eliminate the need to file these applications with the states.

The Chair asked if there were any additional comments from those who had not submitted written comments in advance of the call. There were no other comments or questions.

**Agenda Item 3. Any Other Matters.** The Chair noted that the Compact office will continue to accept written comments on the questions the PSC posed as well as the feedback provided on this Public call. She invited any interested parties who would like to provide the PSC with a presentation related to these issues to contact the Insurance Compact. She noted that the next call on this matter would be scheduled in early 2018.