

January 7, 1982

LB 274

Insurance. This law has been looked at for two years by all elements of the insurance field. It has been applied to a number of them at their own request. They all agree to this and they request it not only in their own interest but in the public's interest. For that reason I support the adoption of LB 274 by this body and would move that it be moved to E & R Initial prior to being placed on Select File.

PRESIDENT: The Chair recognizes Senator Higgins.

SENATOR HIGGINS: Thank you, Mr. President and Senators, I have to ask each and every one of you that are in business for yourself if you really believe that the insurance agents across the state want to take the time to go to school for 24 hours to update their knowledge about the business, and if you really believe those that are out west in the small towns want to travel so many hundred miles or however far in order to get that schooling and maybe pay a motel expense, I at one time belonged to the Professional Insurance Agents. Our agency at one time belonged to the Independent Insurance Agents and I am going to tell you people something you don't know about these organizations. The biggies belong to the agency, not your little agents. Unless you are a little agent in a little town, then you might do it to add a little prestige. But in Omaha when you go through the yellow pages and you look at the insurance agencies that belong to the PIA or the Independent Insurance Agents, Nebraska Independent Insurance Agents, these are the multimillion dollar agencies, and these, in fact, they are the ones that want this because it is going to squeeze out the little agents and that is exactly what I was told just last week by one of these biggies that it was a good bill because it is going to keep a lot of people out of our trade. Now I think it is probably a waste of our time to debate this bill any further because I have no question or doubt in my mind with the power of the insurance lobbying that this bill is probably going to pass 35 to 40 votes. You need only look at your insurance industry and all of us know how powerful they are as a lobbying group, probably only the second most powerful in the state. So to save the Legislature time, I think we probably ought to just cease debate and vote on it now and watch the green lights go on. But in my conscience I can't do it. I can't do it to the little people that want to keep their own business. Thank you, Senators. One more thing I forgot, excuse me. Originally when this bill was drafted, Senator Landis, life insurance companies and life insurance agents were not included. They were brought into it because they said, that bill isn't going to fly if we don't put life insurance into it, and that's why life insurance is in it, not