

is whether the consumer is being abused in the process. We try to get that balance of upgrading the industry, making it good and making sure the consumer isn't being taken advantage of. So what are we here for now? In the area of insurance we started out with the insurance industry violently divided on this question of education, whether any was needed or not and I repeat again. I don't make a judgment, I don't know. We did finally conclude with both sides essentially or three or four sides essentially agreeing, yes, there are some problems; yes, we do need some monitoring, some supervision, some upgrading, some continuing education because of the rapid changes. Once you acknowledge you've got a problem then you try to find a solution. The solution we reached, even though it isn't loved by the Insurance Department it is accepted by them. They would have probably five or ten times as much. Blue Cross-Blue Shield, the amendment I am going to offer, they have agreed to this because they actually have a stiffer or tougher program as you can...so the Insurance Department agreed that they've got that problem covered. That is what the amendment is here for. The mutuals, they agreed that, yes, there is a problem but this is going to be a burden on us. We tried to write the legislation so they are satisfied. So is the legislation good or bad? I guess it is designed to make the industry police itself, upgrade it in education and to the best of my knowledge I can find nothing that hurts the consumer, quite the contrary I think it will probably long term benefit the consumer. That is why we are pushing the legislation but like on any issue as I have suggested, the real truth is, an industry is listened to very heavily when it comes to matters strictly dealing with the industry. That is what 274 attempts to do.

PRESIDENT: The Chair recognizes Senator Higgins.

SENATOR HIGGINS: Mr. President, Senators, I have to draw your attention to, who are the proponents of this bill? Independent insurance agents of Nebraska, professional insurance agents of Nebraska, Copple Insurance Agency, C.L.U. agent representing Nebraska State Association of Life Underwriters. What was he here to represent them for? He was here to tell them, "Don't put us in that bill." Now this gal took their education courses thirty years ago and I'm going to tell you what you learn when you learn life insurance and have an accident. And if you pay attention you're going to know a lot more about buying life insurance the next time somebody comes up to you and says, hey, hayseed, I got a real deal for you. This is what you learn when you go to school that the insurance companies give you. They give you a book when you are selling life insurance and on the first page is a picture of a happy mommy and daddy and the two little children. And on the next page, and you take these dummies that are buying it step by step because they know they aren't smart enough to get it if you gave it to them straight. And on the next page daddy is out of the picture and that is what you learn. Turn