

January 7, 1982

LB 274

Department to make sure that everyone understands that these people are not covered by the bill. It was the intent of the Insurance Department not to have them covered and this language makes that explicit. Part of the reason for that is that in essence health insurers are primarily Blue Cross-Blue Shield people and as a part of their responsibilities as a Blue Cross-Blue Shield agent those agents already have continuing education responsibility, and it would simply be duplication to require them to comply with the terms of LB 274. With respect to credit life or the like, we are talking about people that are in banks who usually attach these to loans and they are insurance agents per se out working in the field explaining insurance packages to people and who need to be up to date on not only the lines that they sell but the law involved in insurance policies so that they can give adequate answers to people who have problems with insurance and questions about the kinds of coverage that they are agreeing to when they sign a contract for insurance. With that explanation, I would move the adoption of the committee amendments to LB 274.

PRESIDENT: Speaking to the committee amendments. The Chair recognizes Senator Higgins.

SENATOR HIGGINS: Mr. President, and Senators, as a licensed insurance agent, I was originally going to be for this bill because I have run into a number of agents that have sold policies to people and later they found out the policy did not do what they were told only because the agent was ignorant himself of the policy. But now when Senator Landis says that certain insurance companies...insurance agents are going to be exempted, I cannot go for that. Many a person that I know has gone and bought credit life insurance, mortgage life insurance, and not known, had not had it explained to them that when they buy a mortgage life insurance policy as the balance on their home mortgage goes down so does their life insurance. They buy credit life insurance and sometimes these policies are made out that the bankers, the savings and loan or so and so gets paid, they think they are going to get the money. So I have to think either the insurance agents and the company selling this kind of insurance are willfully deceitful and I don't want to think that, or they are actually just ignorant themselves of what they are selling. So I would not support this bill unless it includes every type of insurance and every type of insurance agent. I just don't see why anybody should be kept out of having to be educated and kept abreast of changes in the insurance laws at least every two years. Now if they want to amend the bill and include everybody in it, then I think it would be fair and just bill, but at this point in time I just can't see

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