

SENATOR PAPPAS: Very correctly, but one thing you may understand that the seller has the option but the final option of whether the plan is purchased or not is by the buyer. If the buyer does not like the terms, he does not buy it.

SENATOR V. JOHNSON: I understand. Do we have anything, though, built into the bill, I couldn't see it quickly as I was reading it, that really kind of requires the seller, at the time the sale is about to take place, to really lay out to the buyer these various possibilities that are out there and to show to the buyer that these are the particular set of options that the seller, himself, is going to choose? In other words, do we have any kind of a sort of an early warning system to the buyer so that the buyer really is put on notice as to what is going to happen?

SENATOR PAPPAS: In a way, and in a way not because it has to be disclosed and filed and overseen by the director of insurance of the State of Nebraska. There are some safeguards built in, but it reflects back to the consumer protection. You'd have the same rights of disclosure when you go in to buy a car or buy anything else on the open market.

SENATOR V. JOHNSON: Well, I think at this juncture I will be supportive of the measure. But I do have some reservations about the questions that I've raised. I'll probably take a look at it between now and Select File.

PRESIDENT: The Chair recognizes Senator Higgins.

SENATOR HIGGINS: Thank you, Mr. Chairman. I'd like to ask Senator Pappas a few questions. I apologize, Senator, because I was not able to be here at the beginning of the debate of your bill. As it stands right now, your bill requires, in these pre-need sales, or would permit I guess, the funeral director or mortician, whatever, would be allowed to keep 15 percent of the money that you put down for your burial. Is that correct?

SENATOR PAPPAS: That is correct.

SENATOR HIGGINS: Has anybody asked this question, if I went and put down two or \$3,000 for my burial, or 10,000, and I