



March 26, 2012

The Honorable Thomas M. Middleton  
Finance Committee  
3 East, Miller Senate Building  
Annapolis, MD 21401-1912

Re: SB 928 - Fees for Administrative Services Provided by Insurance Producers - **Support**

Dear Senator Middleton:

SB 928 seeks to allow Insurance Producers to charge administrative fees for services provided above and beyond those of brokering and supporting group health (and related) products for employers. The Legislative Committee of the Carroll County Chamber of Commerce supports this legislation, and, in the future, would even like to see further legislation that would allow producers to charge flat fees in lieu of collecting commissions from insurance carriers.

The spirit of this legislation is to create a greater level of transparency in the marketplace, while also making it clear and apparent to business owners exactly what services they are receiving from a vendor/partner and how much they are paying for these services. Bills like these allow business owners to best choose vendors based on the value that they bring, while removing barriers and ways for vendors to create confusion and misconceptions as to what the employer is purchasing, what they are paying for, and how much they are paying for it.

Legislation such as this will allow the superior vendors in the marketplace to showcase their services and their value, while allowing businesses to make better decisions with more information as to whom they should hire as a producer. Any legislation that gives businesses more information to make better decisions, and creates a greater level of transparency is legislation that the Chamber can get behind. We ask that your committee give this bill a favorable report.

Sincerely,

A handwritten signature in black ink that reads 'Michael McMullin'.

Michael McMullin  
President  
Carroll County Chamber of Commerce

CC: Senator Joseph M. Getty  
Delegate Susan W. Krebs