

What will be next — agency fees, taxes on commissions, enforcement issues?

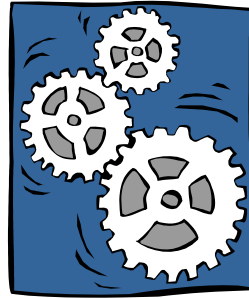
If the past legislative session taught us anything it is that the insurance industry is under extreme political scrutiny. The current Legislature is addressing issues such as:

- Enforcement of the mandatory financial responsibility law
- Agency Fees
- Continuing Education
- Anti-Fraud
- Credit Scoring
- Rate Regulation

Whatever the issue is, AIAT is fighting for its members interests.

AIAT was successful in their negotiations with TDI allowing agents the right to continue to charge agency fees. We are currently working on the implementation of a real-time database system that will make it easier for law enforcement to crack down on uninsured motorists and fraudulent ID cards. That's the good news.

The bad news — insurance is now a permanent fixture on the legislative radar. Lawmakers will be continually monitoring the industry throughout the next two years. If at any time they are not satisfied with the direction the in-



dustry is moving, a special session will be called to deal with it. We need to be ready to defend our position and that takes money.

This could be the best investment you ever make!

AIAT is asking each of you, our members, to help us preserve what you have worked so hard to build. You don't want to lose the right to charge a reasonable agency fee or have to pay sales tax on your commission. You don't want to go to a system that limits competition and drives out insurance companies. All of these issues have been discussed by the legislature recently and are sure to come up again in the not so distant future.

Your contribution will provide AIAT members with expert representation before legislators and regulators to protect your livelihood. Please look over the contribution form and give what you can to help us "Gear Up!" for future battles.

Count me in! Here is my contribution!

- Turbo Charged — \$1,000 plus
- Third Gear — \$500 to \$999
- Second Gear — \$250 to \$499
- First Gear — up to \$250

Total Contribution: _____

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**“We must all
hang together
or assuredly
we shall all
hang
separately.”**

**Benjamin
Franklin**



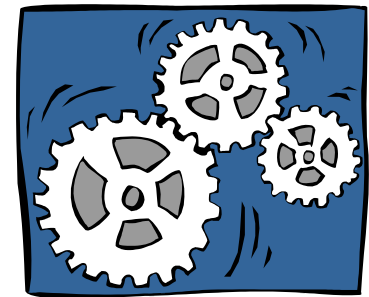
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