

**FIA VIRTUAL MARCH ON WASHINGTON  
TALKING POINTS**

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**ASK YOUR SENATOR TO CO-SPONSOR S. 1389**

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**FIXED INDEXED ANNUITIES AND INSURANCE PRODUCTS  
CLASSIFICATION ACT OF 2009**

- Hello, I'm a constituent calling about Senate Bill 1389, and wondering if I could talk with the legislative director or whoever helps the Senator on financial services issues. *[It is best if you can talk with the staff person assigned to financial services legislation; however it is okay to leave your message with a receptionist or any staff person if the legislative director is not available.]*
- I am calling to ask that Senator *[your Senator's name]* become a cosponsor of Senate Bill 1389 – an important bill that would reverse a recently adopted SEC rule that will otherwise seriously hurt my insurance business and be bad for consumers.
- **I faxed in a letter earlier today explaining why this legislation is very important to me. Can you confirm to me that your office got my letter. My name is *[provide your name and identifying information so the office can confirm receipt of your faxed letter]*.**
- Senate Bill 1389 is desperately needed to nullify a recently adopted SEC regulation – known as Rule 151A – that will harm my business, affect the jobs of thousands of insurance agents, and deprive customers of an important financial product. Rule 151A turns fixed indexed annuities – a popular insurance product – into a registered security subject to SEC regulation beginning in 2011. This is totally unnecessary because FIAs are already adequately regulated by state insurance commissioners. So we are asking Congress to help by passing legislation to reverse this arbitrary and unnecessary action taken by the SEC.
- Our legislation is gaining broad bipartisan support both in the House and Senate. Senate Bill 1389 was originally introduced by Nebraska Democratic Senator Ben Nelson and Georgia Republican Senator Saxby Chambliss and is now co-sponsored by 7 other Senators. Its companion bill in the House, HR 2733, was originally introduced by New York Democratic Congressman Greg Meeks and Georgia Republican Congressman Tom Price and now has 50 co-sponsors.
- **Please let the Senator know how important this is to me – and that we need the Senator's support by co-sponsoring Senate Bill 1389.** For more detailed information, I can put you in touch with one of our government relations counsel, Tom McDonald of Baker Hostetler, Dave Franasiak of Williams & Jensen, or Peter Peyser of Blank Rome.
- Thank you for asking Senator *[your Senator's name]* to co-sponsor Senate Bill 1389.