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September 26, 2016

The Honorable Kurt Schrader
United States House of Representatives
Washington, D.C. 20515

Dear Rep. Schrader:

On behalf of the National Association of Professional Insurance Agents (PIA), thank you for introducing H.R. 5813, The Overtime Reform and Enhancement Act. PIA represents independent insurance agents in all 50 states, Puerto Rico, and the District of Columbia. As most of our members are small business owners, they are greatly troubled by the final revisions to the overtime rule and the burdens those revisions have imposed on consumer access to the professional services and guidance that agents provide.

Despite objections from small businesses, nonprofits, educational institutions, and municipal governments, the Department of Labor (DOL)'s revision to the overtime rule doubles the salary threshold for exemption from overtime from \$23,660 annually to \$47,476 annually—higher than the minimum set by any state legislature. Further, the rule automatically updates the threshold every three years without consideration of economic circumstances or stakeholder input.

H.R. 5813 addresses concerns about the rule by phasing in the DOL's new salary threshold over three years, instead of an abrupt increase of more than 100 percent, as currently planned. The bill would also prohibit the final rule's automatic increases to the salary threshold. Omitting automatic increases would provide an essential opportunity for the DOL to consider stakeholder needs and the overall economic climate before increasing the threshold.

PIA members are insurance professionals that provide personal support, advice, and counsel to their customers. In this ever-evolving insurance environment, it is critical that insurance agents and brokers continue to be available to consumers and the business community; the final overtime rule revisions will significantly change the way small businesses operate. It is imperative that consumers and employers understand the impact of the changes and have full access to agents and brokers who can provide this service. While PIA National opposes the final revisions to the rule, we support efforts to minimize its impact.

PIA greatly appreciates your continued dedication to this issue and your strong advocacy for the role of agents and brokers in the insurance industry. We look forward to continuing to work with you on this matter. If PIA can be of any additional assistance, please contact Jennifer White, PIA's Legislative Associate, at jenniferwh@pianet.org.

Sincerely,

Mike Becker
Executive Vice President and CEO
PIA National