

TECHNICAL ADVISORY

Independent Insurance Agents of Louisiana

TA 170

December 15, 2000

SUBJECT: The Hartford Agency Agreement

BACKGROUND: The Hartford recently developed a new Agency Agreement which has been provided to its agents. The Independent Insurance Agents of America (IIAA), Office of the General Counsel, has received numerous requests from members throughout the country for a review of the Agency Agreement. IIAL has also begun to receive such requests.

MAIN POINTS: The entire text of The Hartford Agency Agreement review is attached to this Technical Advisory. IIAA's General Counsel Debra L. Perkins has had several conversations with key business and legal staff at The Hartford about issues of concern in The Hartford's new Agency Agreement. IIAA is hopeful that The Hartford will adopt changes to the Agency Agreement to address its concerns.

NECESSARY ACTION: Carefully read the attached IIAA review and distribute it to appropriate agency personnel.