



American Council of Life Insurers

ACLI Member Benefits



2018 Member Benefits

The American Council of Life Insurers (ACLI) is a Washington D.C.-based trade association that advocates on behalf of approximately 290 member companies dedicated to providing products and services that contribute to consumers' financial and retirement security. 90 million families depend on our members for life insurance, annuities, retirement plans, long-term care insurance, disability income insurance, reinsurance, dental and vision and other supplemental benefits. ACLI represents member companies in state, federal and international forums for public policy that supports the industry marketplace and the families that rely on life insurers' products for peace of mind. ACLI members represent 95 percent of industry assets in the United States.



2018 Member Benefits

PROMOTING FINANCIAL AND RETIREMENT SECURITY

Whether acquired individually or through an employer or other group, ACLI positions the products and services provided by the life insurance industry as key components in helping 90 million American families achieve financial and retirement security.

Life Insurance: Life insurance is a cornerstone of financial protection for American families and businesses. ACLI evaluates regulatory and legislative proposals that would impact the availability or affordability of this important product and develops appropriate strategies to support the critical role of life insurance in providing financial security and peace of mind.

Annuities: With increasing numbers of Americans approaching retirement, ACLI advocates for the value of annuities—offered individually or through workplace plans—and their unique role in providing guaranteed lifetime income in retirement. To promote the benefits of annuitization, ACLI has been working successfully to remove regulatory barriers that discourage employers from including guaranteed income options in defined contribution plans.

Retirement Plans & IRAs: ACLI advances life insurers' participation in the retirement savings space, supporting proposals that encourage Americans to maximize retirement savings through participation in workplace-based plans. ACLI works with policymakers to advance solutions that expand worker access to workplace plans and IRAs.

Long-Term Care Insurance: ACLI advocates for private long-term care insurance as part of thoughtful retirement planning, stressing the vital role long-term care insurance can play in reducing demand on governments for long-term care assistance. ACLI seeks to advance measures that increase the availability of long-term care insurance in the workplace and allow for market growth, innovation, and regulatory stability. ACLI makes clear to policymakers and regulators that long-term care policies need to be priced appropriately to be consistently available to consumers.

Disability Income Insurance: ACLI promotes the importance of disability income insurance to workers' financial security and guards against measures that restrict product development, marketing, underwriting, or effective claims management. ACLI supports measures that encourage disabled workers to attain maximum functionality and return to the workforce. In addition, ACLI supports efforts to allow auto enrollment in private disability insurance plans.

Supplemental Benefit Products: In addition to the aforementioned individual and group products, ACLI members can elect to add supplemental benefit products to their membership through voluntary supplemental dues. This expanded advocacy covers a broad range of supplemental products, including: dental, vision, stop loss, and accident and sickness fixed-dollar indemnity coverage, among others. These products, provided through employers or offered on an individual basis, are instrumental to the financial security of families across the nation.

Members can
subscribe to updates
on developments in
Washington, D.C.
through Federal
Roundup and in the
states through State
News Weekly. Daily
news clips are available
for members through
News Now and News
Now International.

ADVOCATING AT ALL LEVELS OF GOVERNMENT

State Outreach

ACLI's network of in-house lobbyists and local counsels in state capitals reach policymakers at all levels of state government. Consistent contact ensures the life insurance industry's input is received at every stage of the legislative and regulatory process. ACLI works closely with the National Association of Insurance Commissioners (NAIC), National Conference of State Legislatures (NCSL), National Council of Insurance Legislators (NCOIL), governors' associations, and other key decisionmakers to promote the industry's policy agenda and demonstrate the impact of the industry on state economies. Strategic alliances with state insurance trade associations, national and local agent associations, and other business groups bolster ACLI's advocacy efforts.

The member company-led State Legislative Strategy Group (SLSG) assists in tactically shaping strategy to advance industry priorities. Quick response teams provide ongoing support on top industry issues such as taxes, risk classification, and a harmonized best interest standard of care. ACLI analysts track legislative and regulatory activity across state lines, providing members with the tools to monitor proposals and take action.

Federal Outreach

ACLI pursues strategic opportunities to advance the industry's advocacy agenda with Congress, the administration, and key regulatory agencies. ACLI's federal lobbyists work with Members of Congress and staff from both parties and in both chambers to broaden understanding of the role of the industry in the U.S. economy and its importance to the financial and retirement security of families and businesses. ACLI staff works with issue experts and committees of jurisdiction to further educate those decisionmakers on the impact of changes to industry taxation, the private retirement system, and regulatory environment.

ACLI seeks to build consensus among membership to ensure that messages carried to Capitol Hill reflect a strong and unified industry. Member company engagement is a vital component of ACLI advocacy, with CEOs encouraged to join ACLI for meetings and events in Washington, D.C. to advocate on behalf of the industry.

The member company-led Federal Legislative Strategy Group (FLSG) helps develop and implement advocacy strategy in Washington, D.C. and is steered by issue-specific sub-groups such as the Tax FLSG, Retirement Security FLSG, International FLSG, Long-Term Care & Disability Income FLSG, and Financial Services FLSG.

International Outreach

For many years, ACLI has been an industry leader working to expand the presence of private, U.S.-based life insurers across international boundaries. ACLI engages in trade policy development at the legislative and regulatory levels, as well as in negotiations to ensure free market access, fair competition, transparency, and regulatory efficiency. ACLI works with the National Association of Insurance Commissioners to educate and build support among state regulators for ACLI bilateral country priorities in China, Brazil, India, Mexico, and the European Union.

ACLI leads extensive outreach on global regulatory reform and works to educate international bodies—including the G-20, the Financial Stability Board (FSB), and the International Association of Insurance Supervisors (IAIS)—on the unique characteristics of life insurance companies and the important role their products play in global economic growth.

ACLI is an active participant in discussions on international standards that could have an immediate effect on multi-national insurers, ultimately influencing U.S. regulations with long-term implications for the entire insurance industry.

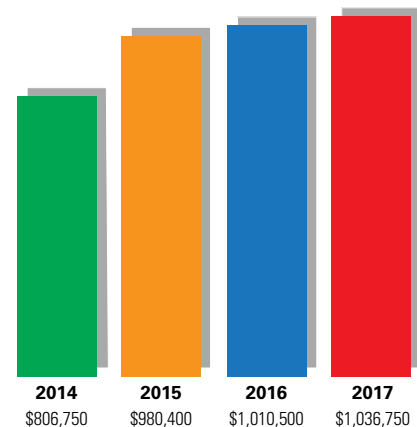
ACLI is a founding member of the Global Federation of Insurance

Associations (GFIA), an international organization representing industry interests on a broad range of issues affecting the international insurance industry.

ACLI PAC

The ACLI political action committee (PAC) increases the industry's visibility in state capitals and on Capitol Hill. The bipartisan PAC is funded through voluntary contributions from eligible employees of ACLI and member companies. ACLI PAC-sponsored events provide opportunities for member company representatives to interact with policymakers in small group settings with an exclusive focus on the goals of the life insurance industry. During the most recent election cycle, ACLI hosted more than 100 events with Members of Congress.

In 2017 alone, ACLI PAC hosted 46 industry events that raised \$1,036,750 for congressional candidates.



ADVANCING SOUND PUBLIC POLICY

Taxes

At the state and federal levels, ACLI advocates for the appropriate tax treatment of life insurance companies and products and defends against harmful or inequitable tax legislation or regulatory proposals. Working closely with member companies, ACLI develops tax priorities that promote the availability and affordability of industry products. ACLI advocacy efforts emphasize the instrumental role life insurers' products play in Americans' financial and retirement security and explain how the industry's business model, regulation, financial accounting, and taxation support this important societal role.

Financial & Retirement Security

ACLI works with policymakers to promote laws and regulations that improve or expand the private retirement savings system, including employer-based and individual retirement savings plans. The private retirement system provides a robust and growing foundation for millions of Americans' retirement security through IRAs, annuities, defined benefit plans, and defined contribution plans such as 401(k)s, 403(b)s, and 457s.

To expand financial and retirement security, ACLI supports public policies that encourage employers to offer workplace savings plans, increase savings rates, and facilitate access to—and encourage use of—guaranteed lifetime income. ACLI seeks to protect consumer access to retirement savings education and solutions by encouraging state and federal regulators to implement a uniform best interest standard of care consistently across all regulatory platforms.

Prudential Regulation

ACLI seeks an efficient and modern system of regulation that is insurance-focused and coordinated across state, federal, and international regulatory and standard-setting organizations. ACLI leads industry dialogue with federal policymakers at the U.S. Department of Treasury, the Federal Reserve Board, Federal Insurance Office (FIO), Financial Stability Board (FSB), and the Financial Stability Oversight Council (FSOC). In addition, ACLI works with international policymakers to ensure the industry perspective is considered in any international standards setting initiatives. At the state level, ACLI works to improve the regulatory landscape by updating state guaranty association laws, as well as accounting, receiving, and risk-based capital requirements adopted by the NAIC.

Actuarial and Accounting

ACLI serves as an expert technical resource on accounting and actuarial initiatives and requirements. ACLI represents the industry at meetings with legislative, regulatory and standard setting organizations—most notably the NAIC, Financial Accounting Standards Board (FASB), and International Accounting Standards Board (IASB)—on every significant reserving and risk-based capital issue, as well as Statutory, U.S. GAAP, and International Financial Reporting Standards accounting issues.

Privacy and Risk Classification

ACLI seeks to protect member companies' ability to obtain, use, or share limited consumer personal information and prevent enactment of legislation or regulation that would jeopardize information practices necessary to fulfill contractual obligations. ACLI strategically anticipates and advances industry interests on expected regulatory activities regarding the use of data analytics and genetic testing for consumer protection, marketing, underwriting, and other purposes.

Reinsurance

Committed to the growth and stability of the life insurance marketplace and the spreading of risk through reinsurance, ACLI is the leading advocate for purchasers and sellers of life reinsurance before state, federal, and international regulators. The issues include implementing the U.S.-EU Covered Agreement, working for efficient U.S. reinsurance regulation, lobbying for free and fair trade in developed and emerging international markets, and engaging with the U.S. and other national governments to oppose forced localization of data.

Securities

As the industry's leading advocate before state and federal securities regulators, ACLI advocates for a fair market in which to manufacture and distribute variable products. ACLI evaluates regulatory and legislative activity concerning variable life insurance and variable annuities, including initiatives involving broker-dealers, investment companies, and investment advisers. Through member company committees, ACLI has developed policy on the regulation of derivatives and a harmonized standard of conduct for broker-dealers and investment advisers, elements of broad financial services regulatory reform under consideration by the administration and Congress.

POSITIONING THE INDUSTRY

Litigation

ACLI offers a variety of litigation services, protecting member companies from onerous and costly litigation through appellate advocacy, filing amicus curiae briefs, reporting on class actions, and representing industry interests as a party litigant. ACLI's legal advocacy has been recognized by the U.S. Supreme Court and has been instrumental in shaping legal issues and trends to the industry's benefit before federal and state courts. ACLI leads the industry effort in fighting fraud, money laundering, and terrorist financing, producing international and U.S. compliance standards that are cost-effective and tailored to the operations and products of life insurers. ACLI also tracks arbitration, privileges and confidentiality, and tort and civil justice reform.

Research

Empirical research helps ACLI develop sound policy positions and is an important component of effective advocacy. ACLI's research generates reports, analyses, statistics, and revenue estimates used internally, with state and federal policymakers, and with the news media as appropriate. ACLI also commissions academic and other expert research on key industry issues, such as captives, taxes, and retirement security. These third-party analyses are highly effective tools as ACLI advocates for the industry.

The ACLI Life Insurers Fact Book, published annually, provides statistics and information on trends in the life insurance industry, including chapters on assets, liabilities, income, expenditures, reinsurance, life insurance, and annuities. The biennially published Financial and Retirement Security Assessment uses data from Strategic Business Insights' MacroMonitor Survey to provide a comprehensive analysis of the financial security of Americans at different stages of life.

ACLI also produces customized benchmark reports for all member companies that compare each individual member company with its peers in major financial and operational aspects; these reports are used by member company senior officers to evaluate a company's competitive position.

Media Relations

Media outreach can enhance advocacy in Washington, D.C., the states, and abroad and boost understanding of industry issues and products. ACLI consults and collaborates with member companies on media and controversial or reputational issues for a unified industry response. ACLI provides timely updates on high-profile news stories and on ACLI communications strategies. In addition, ACLI currently hosts meetings twice a year with member company representatives to discuss these strategies regarding industry issues as well as trends and innovations in communications.

Grassroots and Grasstops

With a strong grassroots system in place, the industry is able to quickly mobilize the voices of its employees and representatives. ACLI works with member company representatives to activate industry-wide calls-to-action and participate in meetings with Members of Congress both on Capitol Hill and in-district. ACLI also works closely with associations representing the agent and broker community on issues of mutual interest to provide cohesive messaging and expanded voice.

ACLI encourages member company leaders to build relationships with Members of Congress, creating champions for the industry and ACLI. ACLI provides Grassroots and Grasstops Toolkits that outline best practices for engagement with policymakers and an action hub [ACLIAction.com] that hosts these resources and encourages voter engagement.

Social Media and Thought Leadership

ACLI's robust social media presence on Twitter, LinkedIn, Facebook, and YouTube promotes the industry's public policy priorities and consumer impact. Through regular publication on these important channels, ACLI reflects the industry's public positioning on critical issues and establishes a continuing dialogue with policymakers that complements traditional advocacy efforts.

ACLI also maintains an executive communications and thought leadership program to share industry perspectives, educate policymakers and influencers, enhance our reputation, and join relevant conversations on board priorities. Through strategic internal and external CEO and executive communications, such as CEO Report and ACLI Perspectives, ACLI works to establish a clear vision for the industry and move influencers to action.

Public Opinion Research

ACLI gauges public attitudes on numerous topics and public policy initiatives. Findings from public opinion research provide insight into public attitudes toward the industry and its products and help identify areas of misunderstanding of industry issues and positions.

Members

have access to
personalized training
sessions to help
maximize use
of the resources
on ACLI.com.

PROVIDING MEMBER SERVICES

ACLI.com

ACLI's public website provides information on the industry's products and issues, promoting a better understanding among policymakers, media, and the general public of how life insurers help Americans plan for their long-term financial and retirement security.

ACLI's secure members-only website offers an array of benefits to member company employees including legislative and regulatory alerts, topical subscriptions, issue advocacy tools, committee materials, and research. A sophisticated legislative tracker system and extensive compliance services provide detailed information about legislative action, laws, and regulations, and their impact on the industry. Resources are added in real time to reflect the most recent developments. More than 23,000 member company employees are regular users of ACLI's web-based services with access to more than 31,000 pages of information and more than 30 content-specific document types.

Online Services

Compliance Services—compilations of state laws, regulations, and administrative requirements

Comprehensive Calendar—schedule of meetings and conference calls for committees, task forces, and working groups

Event Mobile App—comprehensive mobile app platform for ACLI conferences

Event Registration—online registration tool for ACLI conferences

Legislative Tracker—database of state legislation used to create reports, view bills, receive legislative alerts, and search by bill number, chamber, priority, year, keyword, and ACLI position

Toolkits—advocacy and policy materials on key state, federal, and international issues

WebDirect Email—customized subscription service for issue and compliance updates

Web Helpline and Training—toll-free line for website assistance and customized training: (877) 674-4659

Publications

ACLI Digest—Bi-weekly review of state, federal, and international issues and ACLI activity

ACLI News Now—Daily summary of industry news media coverage

ACLI News Now International—Daily summary of news media coverage of international industry issues

ACLI Perspectives—Bi-weekly insights from ACLI leaders on current and board priority issues

Adjournment Bulletins—Reports on the status of state bills at the end of the legislative session

By the Numbers—Newsletter for chief financial officers, chief actuaries, and controllers

CEO Report—Monthly update from ACLI President & CEO to member company leaders

Federal Roundup—Daily summary of upcoming ACLI FLSG meetings, congressional hearings, and PAC events, as well as Capitol Hill media coverage of the industry

Federal News Flashes—Alerts on breaking developments on Capitol Hill and within the Administration

General Bulletins—Reports on product and regulatory matters as well as accounting, actuarial, securities, and tax issues

Investment Bulletins—Quarterly reports detailing current and extensive aggregate data on investment performance of life insurance companies in mortgages, public bonds, private placement bonds, and other ventures

Legislative Bulletin—Report on action and outcome of state bills

Life Insurers Fact Book—Annual report providing statistics and information on trends in the life insurance industry

NAIC Report—Periodic review of the meetings of NAIC committees, task forces, and working groups

Product Line Reports—Annual reports providing aggregate data from product-line surveys on specific types of annuities and life insurance policies

Regulatory Bulletin—Monthly review of regulations and administrative material by state

State News Weekly—Weekly review of state legislative and regulatory activity

State News Flashes—Alerts on breaking legislative and regulatory action

State of the States—Biannual overview of key state activity

Taxes and Retirement Security (TRS) Report—Quarterly highlights of active issues in taxes and retirement security

Compliance Services

ACLI helps members stay apprised of the latest state laws and regulations affecting companies' day-to-day operations with an extensive array of compliance services and law surveys.

ACLI offers topical compliance services, advance services, more than 65 multi-state law surveys, and a directory of state insurance departments. ACLI publishes compliance-related laws, regulations, and administrative requirements of all 50 states, the District of Columbia, and Puerto Rico. The information—categorized and cross-referenced—enables members who are licensed in any or all states to monitor state activity affecting day-to-day business operations. The compliance services also enable companies to selectively monitor initiatives in specific states.

Topical Compliance Services

Agents Licensing—Continuing education and licensing requirements for agents

Annuity—Contract and form filing requirements for individual and group annuities

Financial Regulation of Insurers Including Investments—Laws and regulations governing general account investments (by class), capital and surplus deposits, risk-based capital, statements, holding-company systems, and investment valuations for domestic, foreign, and alien life insurers

Disability Income Insurance—Requirements on product development, marketing, sales, and servicing for disability income insurance

Life Insurance Contracts—Form filing and contract provisions for individual and group life insurance

Long-Term Care Insurance—Requirements on product development, marketing, sales, and servicing for long-term care insurance

Market Conduct—Requirements governing insurer and agent conduct in the marketplace

Premium Tax—State and municipal requirements on premium-based taxation including tax rates and base, deductions, credits, assessments, estimated payments, and refunds as well as in-lieu, retaliatory, and annual return provisions

Privacy—Requirements that impact life insurers' consumer information practices

Reinsurance—Requirements on assumption reinsurance, life and health reinsurance, assets, credits, model regulations, treaty filing, and licensing

Risk Classification—Requirements on insurers' use of information for risk classification, including genetic and HIV tests, domestic violence, personal and medical data, and travel

State Withholding & Information Reporting—Withholding and reporting requirements for life insurance companies

Valuation—Requirements pertaining to valuation standards, including actuarial opinion and memorandum requirements, and mortality tables

Variable Contracts—Requirements on sale and issuance of variable life insurance policies and annuity contracts. Includes company qualifications and requirements on reporting, filing, contracts, separate accounts, and blue-sky laws

Advance Services

Administrative Material—Copies of bulletins, letters, notices, etc. issued by insurance departments and other agencies concerning life insurance, annuities, disability income insurance, and long-term care insurance

Advance Laws—Copies of newly-enacted state laws imposing or amending insurer compliance requirements. Indexed by keywords and summarized, includes underlining and strike-through indicating new or deleted text

Advance Regulations—Copies of newly-adopted state regulations imposing or amending insurer compliance requirements. Indexed by keywords, summarized, and linked to proposed version

Proposed Regulations—Pending state regulations including summary, comment deadlines, and hearing dates. Indexed by keyword and linked to adopted version

Life Insurance Law Surveys—State-by-state summaries and citations of laws and regulations covering over 65 topics

State Insurance Department Organization Directory—Contact information in 50 states, the District of Columbia, Puerto Rico, American Samoa, Guam, and the U.S. Virgin Islands

To help industry
colleagues
connect, ACLI
provides contact
and company
information through
the member
company search
tool on ACLI.com.

FOSTERING MEMBER RELATIONS

Committees

More than 1800 member company representatives participate on approximately 25 committees that help define and carry out ACLI policy. An additional 3600 serve on subgroups, working groups, and task forces that support the work of the formal policy committees. These groups report up to three steering committees—the CEO Steering Committee on Taxation, CEO Steering Committee on Consumer Issues, and CEO Steering Committee on Prudential Regulation.

Steering committees oversee policy development while five standing committees oversee ACLI's business affairs. An executive committee of CEOs and a committee of their deputies work to assure board oversight. Committee participation is solicited annually from member companies.

Sections

ACLI has five special-interest sections: Forum 500, Compliance, Investment, Legal, and Medical. These sections provide member company executives and personnel with in-depth information in specialty areas, professional development opportunities, networking events, and more.

Membership in four of the sections (compliance, investment, legal, and medical) is limited to member company employees whose daily duties or expertise are relevant to the section's mission. Attendance at the various section meetings is voluntary—and is not limited to section members. Continuing education credits in certain disciplines are awarded for participation in some meetings.

Membership in the Forum 500 section is restricted to senior officers of member companies with \$2 billion or less in assets, or capital and surplus of \$200 million or less. The Forum 500 section has its own governance structure and meeting schedule. The Forum elects its own board of governors, which adopts rules and regulations, conducts annual or special meetings and has a permanent seat on ACLI's Board of Directors.

Executive Councils

CEO-level executive councils provide discussion forums for chief executives to discuss matters of interest, share views with ACLI leadership directly, and work toward assuring that ACLI's advocacy aligns with the interests of its members.

The Group Insurance Executive Council works to promote public policy that supports a vibrant and competitive marketplace that maintains the availability and affordability of group products through workplace, association and other channels, and encourages private solutions that provide consumers with financial security. The Reinsurance Executive Council provides a setting for reinsurers among ACLI membership and other interested members with a discussion forum for reinsurance topics and advises the board on reinsurance related issues as and when requested. The objective of the Mid-Tier Interest Group (MTIG) is to provide a mechanism within ACLI to enhance the ability of mid-size member companies to have an effective and focused voice on matters involving ACLI policy and strategy.

Conference Development

ACLI hosts up to 15 events annually, tailored to issues shaping the life insurance and financial services industries. ACLI events provide industry leaders and executives with a forum to collaborate and seek new ideas. Events keep companies informed about key industry developments and trends and provide a rich opportunity for members to come together, share insights, and hear expert perspectives. Members help to shape conference development by serving on planning committees that guide the conference agendas.

Dynamic programs range from the Annual Conference—ACLI’s premier event that brings together executives to examine today’s business and political issues—to thought-provoking executive roundtables and webinars that address the latest thinking and best practices. Members have access to exclusive content and opportunities to network and participate in peer-to-peer discussions about the legislative and regulatory environment affecting the industry.

MEETING	FOCUS	ATTENDEES	MONTH
Board of Directors	Sets ACLI policy and goals	Board members	<i>January, June, & October</i>
Reinsurance Executive Roundtable	Reinsurance issues for ceding and assuming companies	Senior reinsurance officers (invitation only)	<i>January</i>
Executive Roundtable	Management, economics, technology, political trends, legislative and regulatory issues, and marketing	CEOs and select senior executives (invitation only)	<i>January</i>
Medical Section Annual Meeting	State-of-the-art medical information in relationship to underwriting and claims	Medical professionals	<i>February</i>
ReFocus Conference	Life, health, and annuity reinsurance issues and strategies	Senior reinsurance professionals	<i>March</i>
Financial and Investment Roundtable	Investment and business management	CIOs and CFOs	<i>March</i>
Life Insurance Conference	Trends in product design, distribution, and administration	Life insurance professionals	<i>April</i>
Forum 500 Leadership Retreat	Policy and business issues for smaller companies (\$2 billion or less in capital and assets)	Senior officers	<i>June</i>
CEO Capital Forum	Interaction with senior administration officials, congressional leaders, and agency officers	CEOs	<i>June</i>
Compliance & Legal Sections Annual Meeting	Issues facing compliance and legal professionals in the insurance and reinsurance industries—includes exhibitor marketplace	Compliance and legal officers, senior executives	<i>July</i>
ACLI Annual Conference	Legal, compliance, retirement security, investment/financial, international, politics and policy, reinsurance, and medical/underwriting—includes exhibitor marketplace	Senior and mid-level professionals	<i>October</i>
Senior Investment Managers Seminar	Economic/financial issues and political trends	Senior and mid-level investment professionals	<i>November</i>



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