



Dear Colleague,

Like me, as an insurance professional you've experienced how much Sacramento politics impacts our business every day. If you are not a member of PIFPAC yet, I encourage you to join today.

The Personal Insurance Federation of California fights for our interests in Sacramento, so we can focus on what we love: helping our customers protect their most important assets.

Bad ideas that would harm our business come out of Sacramento every year. Insurance agents nearly lost the ability to be independent contractors, but PIFPAC was integral to ensuring our ability to continue operating as independent business owners. I don't know about you, but I didn't spend my career building a small business to become someone's employee.

PIFPAC also helped defeat a proposal that would have required insurance companies provide retroactive coverage for pandemics, on policies that were not priced to cover society-wide events like pandemics. Small businesses cannot survive if government can change their contracts after the fact.

If you are not a member already, [please join PIFPAC today](#). Starting at \$30 per month, it is a small investment that is incredibly important to the health of our industry. If you have questions, please contact me or PIFPAC Membership Manager [Bobby John](#).

Thanks,  
Your Colleague