**TO:** Karen Schutter, Executive Director, Interstate Insurance Product Regulation Commission

**FROM:** Superintendent John Franchini, Chair of the Speed to Market (EX) Working Group

**DATE:** August 5, 2018

**RE:** NAIC Support to the Compact

The NAIC’s Speed to Market (EX) Working Group is charged to provide support to the Interstate Insurance Product Regulation Commission (Compact) as the speed to market vehicle for asset-based insurance products, encouraging the states’ participation in, and the industry's usage of the Compact. We are reaching out to ask if there are any actions the Working Group could take in 2018 and 2019 that could assist the Compact.

Specifically, we have identified the following potential areas:

* Considering differences in state laws/regulations, are there two or three priority examples where more uniformity would improve work at the Compact?
* Today, we are aware that you communicate with non-Compact states. Is there more that the Working Group could do to help encourage state participation?
* Regarding company usage of the Compact, we are aware of the letter the Compact sends to states about their domestic companies each year. Is there more that the Working Group can do to encourage company usage?
* Is there anything the Working Group can do to advocate for changes to the System for Electronic Rate and Form Filing (SERFF) to better accommodate product filings for the Compact?

We look forward to hearing your ideas for our continued partnership in the goals to encourage states’ participation in the Compact and the industry’s usage of the Compact.

Should you have any immediate questions, please contact Kris DeFrain at [kdefrain@naic.org](mailto:kdefrain@naic.org) or 816-783-8229.

Cc: Speed to Market (EX) Working Group members

Kris DeFrain, Director of Research and Actuarial, NAIC

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