



August 3, 2010

RE: Public Hearing on Producer Licensing Testing and Examinations

Producer Licensing (EX) Task Force
National Association of Insurance Commissioners
2301 McGee Street
Suite 800
Kansas City, MO 64108-2662

Attention NAIC Producer Licensing Task Force:

I write in appreciation of the NAIC's willingness to hold a hearing about the issue of producer licensing and for bringing needed attention to this issue. As someone who works in the financial services industry and specifically in developing distressed urban areas, I have urged leaders in my own state to examine the link between licensing and those communities that are underserved by the financial profession.

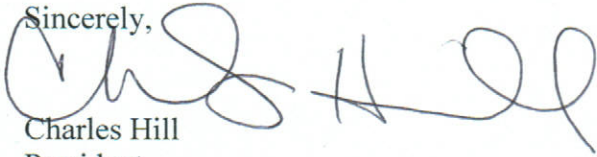
It is an unfortunate fact that too many families in urban areas do not have the same access to financial security and savings measures as those living in the suburbs. There is a significant and growing divide between the middle class and working class. In urban centers, residents lack access to basic financial services and often do not have access or contact with financial professionals who can help them.

In 2009, I had the opportunity, as an alumnus, to participate in Princeton University's Students and Alumni of Color Symposium. The topics addressed related directly to economic issues facing urban areas, the government's role in addressing them and how to extend opportunity and recovery. To spark the discussion, the symposium's agenda noted that people of color were more likely to receive a sub-prime mortgage, although they would have qualified for a standard mortgage package.

If we are to empower more communities, we must make sure they have access to the financial resources they need. One of those resources is financial advice. Studies show that sound financial advice can make the difference between a family protecting their wealth, or a family losing a home or savings when a breadwinner dies.

As the NAIC hearing approaches, I urge the organization to focus on the fact that the same communities that lack access to financial professionals are the same communities that are least likely to complete the licensing process. This is a link that deserves exploration and continued attention until all communities have access to the resources they need.

Sincerely,

A handwritten signature in black ink, appearing to read "CH Hill", written in a cursive style.

Charles Hill
President
Falcon Ventures