

## NHSCA Monthly Update

Thanks to all who were on the call, Wednesday, August 17, 2016 at 2:30 PM CST.

**HBW 2-10:** Mike Bartosch

**AHS:** Mark Celichowski

**Fidelity:** Billy Jensen, Chris Wasson

**First American:** Jeff Powell

**HMS National/Cross Country:** Dale Huber, Andy Hand

**HomeGuard HW:** Jim Hessling

**Landmark:** Alma Jeppson

**NHG:** Richard Adams

**OneGuard:** Dave Hill

**NHSCA:** Art Chartrand, Joy Moore

1.) After much discussion of the impact of the new NC sales tax, there was no consensus or motion the NHSCA do anything further at this time. All members indicated they are aware of the sales tax change effective March, 2016 (and good faith period which may run through December 31, 2016) to fully tax contracts upfront (as we fully reviewed in Marblehead).

2.) We reviewed our response to the Ch 5 and BBB piece out of Nashville which replayed on Ch 7, Tampa last week. NHSCA has retained Scott Communications to do follow up with BBB and the reporter to hopefully mitigate any future impact and enhance communication with the BBB.

3. Members again agreed it was best not to use NAICS Code 524126 (Direct P&C Insurance Carriers) and to use 561990 - Other Support Services, just as we had agreed back in 2013. There was no motion to pursue our own NAICS code as most members felt the codes use was rare.

4.) Chartrand will resend a survey to all members in Nevada regarding cancellation rules followed and inquire of other issues he might address with NV DOI legal department in near future. All members received his recommendation on response to the recent "data call."

5.) Chartrand will resend his survey regarding sales tax practices on personal

property portions of contracts in Tennessee and expand the request to Pennsylvania and Utah as well. Our decision in Texas is pending, but it raised the need to have more detail on these 3 states we had not previously investigated in any depth.