



## FLORIDA ASSOCIATION OF INSURANCE AND FINANCIAL ADVISORS

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August 11, 2005

Mr. Peter L. Borowski, CRFA, CSA, RHU, LUTCF  
Center for Estate and Financial Planning, Inc.  
PO Box 1923  
Englewood, FL 34295

Dear Mr. Borowski:

Thank you for your letter dated July 28, 2005 regarding Florida's Continuing Education requirement for insurance agents.

You are to be congratulated for your many years of honest, ethical, and professional service to the insurance-buying consumers in the state of Florida. Your credentials and designations are outstanding and the fact that you have no complaints filed against you at the Department of Financial Services (DFS) is a tremendous achievement in light of how consumers these days tend to hold insurance agents responsible for the performance of their securities and insurance products.

Back in the late 1980's when discussions started about the possibility of required continuing education for insurance agents in Florida, FAIFA (then FALU) was a party to those discussions. In fact, FAIFA supported the Department's efforts to introduce CE legislation. The FAIFA Board of Directors and local AIFA leaders agreed with the Department's reasoning that insurance agents needed to stay current with insurance laws as they are passed by the legislature, and to stay current with trends in the industry regarding issues and products and the impact they have on consumers. In fact, the Department's intent with the new law was to provide protection to consumers.

While your years of experience, qualifications, designations, and achievements are certainly something that ALL agents in this state should strive to achieve, I think you will agree that you too, still need to stay on top of the laws and trends in the industry, both of which impact how you counsel your prospects and clients. Understand that because a person has the credentials or designations, does not necessarily mean they will stay up to date with changes in the law or issues. The truth is that many agents in this state (most of whom are not members of FAIFA, I assume) would not make the effort to stay current if not required to do so.

But let me give you a concrete example of how important the CE requirement is to insurance agents:

On March 18, 2004, I presented FAIFA's two-hour unauthorized entities CE class ("Verify Before You Buy or Sell") in Bradenton in conjunction with the monthly meeting of our Manatee AIFA. Within a week of teaching the class, one of the attendees (a