



Republic of the Philippines  
Department of Finance  
**INSURANCE COMMISSION**  
1071 United Nations Avenue  
Manila



**PRESS RELEASE**  
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## **INSURANCE COMMISSION URGES REGULATED ENTITIES TO IMPLEMENT ASSISTANCE PROGRAMS TO SALES FORCE**

Insurance Commissioner Dennis B. Funa (Commissioner Funa) calls upon the regulated entities of the Insurance Commission to provide assistance to their agents that earn on commission basis for the duration of the COVID-19 situation.

Through a Circular Letter signed by Commissioner Funa yesterday, insurance companies, mutual benefit associations, pre-need companies and health maintenance organizations were strongly urged to formulate and implement relief and assistance programs to aid their respective sales agents that earn on a commission basis.

This is in line with the declared national policies under Republic Act No. 11469, particularly, the urgent need to undertake a program for recovery and rehabilitation, including a social amelioration program and provision of safety nets to all affected sectors; and the urgent need to partner with the private sector and other stakeholders to deliver these measures and programs quickly and efficiently.

According to Commissioner Funa, “This appeal to our regulated entities is being made considering the need to have relief and resiliency programs that will address the adverse effects of the COVID-19 crisis to the means of livelihood of the insurance, pre-need and HMO agency forces. The Commission recognizes that the agency force that earn on commission basis are among those who are the most vulnerable, as their means of livelihood have been, and continue to be, greatly and adversely affected.”

He added, “The insurance sales professionals and financial advisors are the drivers and backbone of the insurance industry. They take care of the companies’ bottom line and at this difficult time, I know that the companies will take care of them.”

Commissions of sales agents typically range from 30 to 40 percent of the first year premiums. Insurance agents are not considered as employees of these insurance companies. In the life insurance sector, agents are allowed to sell only for one company while in the non-life insurance sector, agents can sell for six companies.

Under the Circular Letter of the Insurance Commission, the relief and assistance programs to the agency force shall aim to provide relief assistance, economic and/or otherwise, to sales agents and to develop and enhance their physical, economic, and, if possible, even psychological resiliency.

On 24 March 2020, President Rodrigo Roa Duterte approved Republic Act No. 11469 declared the existence of a national state of emergency in view of the continuing rise of confirmed cases of COVID-19, as well as the serious threat this imposes to the lives of Filipinos and the long-term adverse effects on their means of livelihood, among others.

  
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