

Getting to know MIIAB's Lobbyist



As MIIAB's lobbyist, Dominic Sposeto helps to maintain the association's daily presence in St. Paul. With over 30 years experience in association legislative work he employs his strong relationships with legislators and their staff, as well as the Department of Commerce, to advocate on MIIAB's members' behalf.

Dominic Sposeto

Governmental Affairs Director

Minnesota Independent Insurance Agents
& Brokers Association



Q. What led you to become a lobbyist?

A. While I was in graduate school in medieval history at the University of Iowa I took a couple of political science courses. I enjoyed them so much I took more and wound up changing my master's degree. While working on that degree, I got involved in presidential politics, met Jimmy Carter, and did some work as an unpaid lobbyist for mass transit at the Iowa state capitol. It was both fun and challenging and I felt I had the right personality for lobbying. So here I am. Others will tell you that I just like to argue.

Q. How did you become a lobbyist for insurance agents?

A. After working three years for a statewide professional association, I decided to start my own lobbying business. I heard that two professional insurance agent organizations were joining their legislative programs to increase their clout at the state capitol. So when the Big I and the PIA of Minnesota decided to hire a joint lobbyist, I was their choice.

Q. How long have you been representing the MIIAB at the state capitol?

A. The 2012 legislative session was my thirty-first year representing you at the state capitol. I know it is hard to imagine since I am not that old.

Good relationships with elected officials are based upon accurate and timely information. I want the MIIAB to be a place where legislators can turn if they have specific questions on proposed insurance legislation.

Q. What do you consider your greatest accomplishments while representing the MIIAB?

A. That's really an interesting question. I like to think my work on streamlining agent licensure, education and training was a major accomplishment. Working with a broad coalition of business and insurance interests at the capitol to reform our state's workers' compensation system in the late 1980s was a big deal. However, it was not greatly appreciated by some of our members when it resulted in double digit reductions in premiums. Gaining protections for insurance agencies that lose their company contracts was helpful during the tough market of the 90s. Recently, working to clarify the law regarding insurance certificates has brought me some pleasure. But perhaps my greatest accomplishment is to be recognized as the "insurance agents lobbyist" and a go to person on insurance issues at the capital and within state government.

Q. What do like most about your job?

A. I really enjoy working with a broad spectrum of people and you sure get that at the capitol. The legislature, their staff and my fellow lobbyists provide me with constant information and mental stimulation. I really enjoy the debate on public policy and legislation and the strategy involved in successful legislative efforts. I find it all fascinating and the issues seem to change every year, (with the exception of auto insurance reform which I think goes back to Alexander Ramsey). My job involves little heavy lifting and is never boring. What more can I ask for?



"MIIAB member involvement through grassroots advocacy and through our political action committee enable me to be build relationships with legislators to better represent the collective interests of agents and brokers. That is the basis for a successful legislative program like ours."