

Approved: \_\_\_\_\_  
Date 2-24-07

## MINUTES OF THE FINANCIAL INSTITUTIONS & INSURANCE COMMITTEE

The meeting was called to order by Chairperson Senator Ruth Teichman at 9:30 a.m. on February 11, 2003 in Room 234-N of the Capitol.

All members were present except:

Committee staff present: Ken Wilke, Office of the Revisor of Statutes  
Dr. Bill Wolff, Kansas Legislative Research Department  
Marlene Putnam, Committee Secretary

Conferees appearing before the committee: Glenn Jagodzinske, New York Life  
Jerry Wells, Special Counsel and Director of Government  
Affairs, Kansas Insurance Department

Others attending: See attached list

Senator Teichman introduced Glenn Jagodzinske, State National Committeeman for Kansas Insurance and Financial Advisors. He talked as a proponent of **SB-174**. The bill would provide two hours of continuing education credit for participation of active membership in a professional insurance organization. (See attachment 1)

After lengthy discussion, the bill was not recommended for movement out of committee.

Jerry Wells, Special Counsel and Director of Government Affairs, Kansas Insurance Department. He stated that he did not feel that the discussion merited the continuance of the bill until it satisfies the common sense definition of continuing education. (See Attachment 2)

Senator Steinberg moved that the minutes be approved. The motion was seconded by Senator Buhler.

Meeting adjourned.-





2-11-03

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## Testimony of Glenn R. Jagodzinske, CLU, ChFC

On behalf of the  
Kansas Association of Insurance and Financial Advisors  
(KAIFA)

Regarding Senate Bill 174

Submitted to the  
Financial Institutions and Insurance Committee  
Tuesday, February 11, 2003

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Larry L. Owens, LUTCF

Senate FI & I Committee

Meeting Date: 2-11-03

Attachment No.: 1

**Testimony of Glenn R. Jagodzinske, CLU, ChFC**  
**On Behalf of the**  
**Kansas Association Insurance and Financial Advisors**  
**(KAIFA)**  
**In Support of SB174**  
**Tuesday, February 11, 2003**

Madam Chairman and Committee Members:

I appreciate the opportunity to address the Senate Financial Institutions and Insurance Committee today on behalf of the members of Kansas Association of Insurance and Financial Advisors (KAIFA) in support of SB174. Our membership consists of 1,200 Kansans located in all Kansas counties who are actively engaged as insurance agents and brokers.

Senate Bill 174 provides two hour of continuing education credits for the participation of active membership in a professional insurance organization.

KAIFA believes in the value of a professional organization that provides similar knowledge and information that many of the continuing education courses also provide.

Some examples of how membership in a professional organization can enhance professional development are:

Educational training and information relating to all aspects of our business is presented at meetings attended on a local, state, and national level. This helps to provide the best of service to our clients.

Publications from state and national organizations help provide additional resources to keep professional agents up to date on emerging issues, changing laws, and changes in service to our customers.

Professional organization provide networking opportunities for their members. Here they learn and gain knowledge about sales techniques, customer service techniques and leadership skills.

Senate Bill 174 would provide an incentive for the younger professional who is not active in a professional organization to take advantage of the programs and educational opportunities that KAIFA provides. This type of networking with other professionals assist the younger agent with not only information, but also real life experiences that teaches them the business.

Leadership training is also provided through professional organizations, as well as the ability to achieve recognition for community service projects, sales achievements and other projects that promote leadership skills and a sense of community.

Continuing Education is a very important aspect of being a professional agent, and do not wish to diminish the importance of the continuing education aspect of the law. But KAIFA feels that the benefits including networking to learn and mentor, as well as a broad based source of information to increase the professionalism of an agent is gained from belonging to a true professional organization, and ask that the Committee to act favorably on SB174.

Thank you.



# Kansas Insurance Department

2-11-03

**Sandy Praeger**

COMMISSIONER OF INSURANCE

COMMENTS  
ON  
SB 174

SENATE FINANCIAL INSTITUTIONS AND INSURANCE COMMITTEE  
February 11, 2003

Madam Chair and members of the Committee:

My name is Jerry Wells, Special Counsel and Director of Government Affairs with the Kansas Insurance Department. Thank you for this opportunity to comment on SB 174 relating to continuing education credits.

The Department takes a neutral position on the C.E.C. issue in new subsection (k) on page 6 of the bill. However, we would ask the question, that unless the organization to be joined by the agent or broker mandates attendance at C.E.C. opportunities within that organization, does mere membership really satisfy the common sense definition of continuing education?

Thank you, and I'd be happy to respond to any questions.

Jerry Wells

Senate FI & I Committee

Meeting Date: 2-11-03

Attachment No.: 2