



**NATIONAL ASSOCIATION OF  
INSURANCE AND FINANCIAL ADVISORS OF KANSAS**

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**Testimony of Scott Colby CLU, ChFC  
NAIFA Kansas, in Opposition of Senate Bill 76  
Before the Senate Financial Institutions and Insurance Committee  
February 16, 2023**

Mr. Chairman and Committee Members, thank you for the opportunity to provide testimony today on behalf of the members of NAIFA Kansas in opposition of SB76.

NAIFA Kansas members are engaged in offering insurance and other related financial services and occupy the unique position of liaison between the purchasers and the suppliers of insurance and closely related financial products. Inherent in this role is the combination of professional duty to the client and to the company as well. And ethical balance is required to avoid any conflict between these two obligations.

Part of the NAIFA Kansas code of ethics is to adhere to professional standards of conduct in helping my clients to protect insurable obligations and attain their financial security objectives; to present accurately and honestly all facts essential to clients decisions; to perfect skills and increase knowledge through continuing education; to conduct business in such a way that that it helps raise the professional standards of those in the profession; and to keep informed with respect to applicable laws and regulations and to observe them in the practice of the profession.

Compliance rules and regulations, federal and state laws, insurance company products and procedures, and investment environments and risks change every year. All insurance representatives must keep up with these changes annually. For those of us who would stop keeping up with the changing times, the word professional would start to become meaningless.

NAIFA Kansas opposes any efforts to provide an exemption for licensed insurance agents who have earned a minimum of 85 career points and has been continuously licensed in Kansas for at least the immediately preceding 15 years or from other states if verification can be provided.

And NAIFA Kansas offers many opportunities for their members to easily get their continuing education requirements through online services and seminars, so the 18 hours should not be a burden on the insurance professional, at any age or years of professional services.

Thank you for your consideration.

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