



**Written testimony in support of SB 26  
before the House Insurance Committee**

by Kerri Spielman, Executive Director  
Kansas Association of Insurance Agents (KAIA)

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March 18, 2013

Mr. Chairman and Members of the Committee,

Thank you for the opportunity to offer written testimony in support of SB 26. My name is Kerri Spielman and I am executive director of the Kansas Association of Insurance Agents. KAIA represents more than 550 independent insurance agencies and branches in Kansas. Together, our member agencies employ more than 3,000 licensed agents in local communities throughout our state.

Our members write more than 70% of the commercial insurance in Kansas, including workers' compensation. Our members also offer personal lines, health and life insurance. KAIA members are independent, small business owners who are free to represent many different insurance companies, providing choice, customization, and advocacy for the citizens of Kansas.

KAIA has worked with the Kansas Insurance Department to amend SB 26 to expand the definition of Ethics to include regulatory compliance. This means, when agents do their due diligence and attend updates on changes to statutes and regulations, those updates may potentially qualify as Ethics for continuing education purposes.

SB 26 would recognize the efforts of Kansas insurance agents to further their knowledge of the industry by keeping up-to-date with regulatory and statutory changes.

KAIA asks for your favorable consideration of SB 26.