



January 19, 2021

The Honorable Chairman Johnson
300 SW 10th Ave., 276-W123
Topeka, KS 66612

Via email: steven.johnson@house.ks.gov

Re: Support for HB 2074

Dear Mr. Chairman:

The American Council of Life Insurers (“ACLI”) is the leading trade association driving public policy and advocacy on behalf of the life insurance industry. 90 million families rely on the life insurance industry for financial protection and retirement security. ACLI’s member companies are dedicated to protecting consumers’ financial wellbeing through life insurance, annuities, retirement plans, long-term care insurance, disability income insurance, reinsurance, and dental, vision and other supplemental benefits. In Kansas, ACLI’s 248 member companies represent 93% of the life insurance industry.

ACLI supports the important changes contained in House Bill 2074. The bill will further align Kansas with the Producer Licensing Model Act (PLMA) developed by the National Association of Insurance Commissioners, which ensures uniformity among the states regarding producer licensing. Uniformity of producer licensing requirements benefits producers, many of whom hold multiple non-resident licenses. It also makes it simpler for insurers to recruit and onboard new producers—this is particularly important today as all stakeholders are focused on expanding employment opportunities and products to rural and urban communities across the state.

In addition, the proposed legislation will assist the work of the National Insurance Producer Registry (NIPR). NIPR is critical to the efficient operation of producer licensing through the support it provides to all jurisdictions. The content of the PLMA and the work of NIPR combine to greatly facilitate a whole range of aspects relating to producer licensing.

ACLI strongly supports the Kansas Department of Insurance taking steps to continue its leadership in this area through their work with HB 2074.

Thank you for your consideration.

Tyler Laughlin
Regional Vice President, State Relations