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2950 SW McClure Rd  
Topeka, KS 66614

January 19, 2021

House Committee Insurance and Pensions  
Honorable Chairman Rep. Steven Johnson

Re: Advisors Excel Testimony in Support of HB2074

Dear Chairman Johnson and Members of the Committee:

My name is Zac Anshutz. I am the Chief Compliance Officer and Regulatory Counsel for Advisors Excel, LLC (“Advisors Excel”). Advisors Excel is a Topeka based insurance marketing organization with over 600 employees. In addition, Advisors Excel maintains two affiliated financial services companies, AE Wealth Management (“AEWM”), an SEC registered investment advisory firm and AE Financial Services (“AEFS”) a FINRA registered Broker-Dealer; both affiliated companies are headquartered in Topeka.

Advisors Excel appears in support of HB 2074 believing a well-regulated insurance industry is vital for the protection of Kansas consumers and to ensure those consumers are represented by the highest quality professionals in all facets of their insurance needs. To that end, the continuing education provisions of HB 2074 provide necessary educational requirements to guarantee industry practitioners serving Kansas consumers maintain the necessary education to fully assist their clients while ensuring the requirements are not overly burdensome to those same professionals. Further, notification provisions contained within HB 2074 allow the Commissioner of Insurance to obtain the necessary to regulate the entities and individuals under the jurisdiction of the Kansas Insurance Department. Finally, the provision requiring response to a Kansas Insurance Department inquiry within fifteen (15) days ensures resolutions for Kansas consumers are not unnecessarily prolonged. Advisors Excel also believes the provisions within HB 2074 are also in line with the requirements of other state insurance regulators.

Advisors Excel believes a robust regulatory system serves the interest of Kansas consumers and the industry itself by ensuring the reputation of the industry and the individuals serving their clients within the industry are well-protected from reputational damage due to unscrupulous individuals. We believe the provisions of HB 2074 help advance the insurance industry and enhance those protections for Kansas consumers.

For the above stated reasons, Advisors Excel supports the provisions of HB 2074. Thank you for the opportunity to appear.

Regards,

Zachary J.C. Anshutz

[www.advisorsexcel.com](http://www.advisorsexcel.com)



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