

Insurance and Pensions – Conferee Testimony Cover Letter/Rules - 2022

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- Fill the information out in this cover letter. Email a copy of this cover letter along with your testimony. This is so I can get the conferee added to the agenda. Please email the Cover Letter and Testimony as two separate documents.
- I will need both documents as an electronic copy 24 business hours in advance of the hearing.
- Hard copies are no longer necessary, but if bringing copies please bring 30. All testimony will be uploaded to the Legislative website to the House Corrections & Juvenile Justice Committee page prior to the hearing. Usually about 2 hours in advance.
- **If you are testifying via WEBEX, be sure your email is provided in this cover letter so I can email the link to you prior to the meeting.**

THE PDF MUST FOLLOW YOUR VERBAL TESTIMONY IF APPEARING IN PERSON.

COMMITTEE TESTIMONY COVER LETTER

Please use this as a separate cover letter when submitting your PDF testimony.

BILL #: SB 448

Date of Testimony: 3/9/22

Person & Title for individual Testifying William W Sneed
 If written testimony is on behalf of, please indicate. Retained Counsel

Agency Represented: State Farm Ins Co

Phone Number: 785 608 6147

Email: wsneed@sneedlawoffice.com

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Please check one: Proponent Opponent _____ Neutral _____

Please check one: Speaking _____ Written Only

Please check one: In person at committee _____ Virtually via Webex _____

Sneed Law Firm, LLC

Memorandum

To: The Honorable Steven Johnson, Chair
House Insurance & Pension Committee

From: William W. Sneed, Legislative Counsel
State Farm Insurance Companies

Date: March 9, 2022

RE: SB 448, As Amended

Mr. Chairman, Members of the Committee: My name is Bill Sneed and I am Legislative Counsel for the State Farm Insurance Companies ("State Farm"). State Farm is the largest insurer of homes and automobiles in Kansas. State Farm insures one out of every three cars and one out of every four homes in the United States. Please accept this memorandum as my client's support to SB 448, as amended.

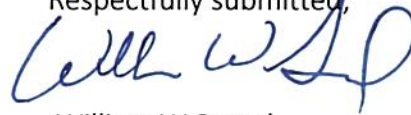
Laws that prohibit insurers and agents from providing rebates as an inducement to purchase insurance, unless provided in the insurance policy itself, are common, although not uniform, throughout the states. State Farm believes anti-rebate laws can help protect the public from unfair discrimination since they require rebates to be specified in the insurance policy or in a filing with the insurance department and therefore available on a consistent basis to all policyholders. At the same time, laws that are overly restrictive, and that would operate to block benefits that serve both customers and the public good, undermine a healthy marketplace.

We believe that this proposal to amend the existing Kansas law strikes a good balance between curbing behavior that could be seen as promoting inappropriate inducement or discrimination while allowing for innovation and measures that promote loss prevention, health and wellness, charitable assistance and other benefits that align with the public good. Similar amendments to the law have occurred in the substantial majority of states across the nation. As just one example of positive change, State Farm has been able to offer to a growing number of customers a new technology device that plugs into a home's electric system and monitors in real time whether there may be a fault in the system that could lead to a fire. This device and its associated monitoring service is provided for a period of time to customers at no cost to them. Needless to say, the benefit of an early warning that could prevent loss of life and extensive property damage is substantial.

Kansas law should explicitly allow this type of program to proceed in a way that is not easily and clearly allowed under current law, and therefore we urge the legislature to vote in favor of SB 448, as amended.

I am available to answer questions at the appropriate time.

Respectfully submitted,

A handwritten signature in blue ink, appearing to read "William W Sneed". The signature is fluid and cursive, with the first name "William" and last name "Sneed" clearly distinguishable.

William W Sneed