



Statement of Duke de Haas on behalf of Allianz Partners, US and the UStiA
Kansas House Committee on Insurance
March 13, 2023
RE: Support of SB 85

Mr. Chairman and members of the committee:

My name is Duke de Haas, and I am Vice President, Deputy General Counsel for Allianz Partners, US, a large travel insurance company headquartered in Richmond, Virginia. I am also here on behalf of the United States Travel Insurance Association (USTiA), for which I serve as Co-Chair of its Law and Regulation Committee. The UStiA's members include insurance carriers, third-party administrators, insurance agencies, and related businesses involved in the development, administration, and marketing of travel insurance and travel assistance products.

Travel insurance is a bit different from other lines of insurance, like homeowners or auto insurance. It's a so-called "limited line" of insurance that protects against certain kinds of losses while traveling—so you're covered if you lose your luggage, or your trip gets cancelled, or you get sick while traveling. It's generally offered with non-insurance services like translation services, lost passport assistance, and related services.

Thank you for bringing SB 85 before the Committee today. This legislation is important because it creates a framework specifically for the regulation of travel insurance—which is generally subject to

the insurance laws and regulations just like any other line of insurance coverage. Existing Kansas statutes specifically address the limited line licensing of travel insurance agents. SB 85 builds on that licensing framework by codifying requirements for the sale of travel insurance, consistent with established industry practice and nearly identical model acts adopted by the National Council of Insurance Legislators (NCOIL) and the National Association of Insurance Commissioners (NAIC).

Many of the issues addressed in the Model Act are practices and concepts that have been widely accepted by regulators for years. The Model codifies those practices and concepts, specifically clarifying them for travel insurance so that regulators and the industry are on the same page. Going forward, the hope is that there will be no confusion as to what is permitted and required under the law.

Adoption of the Model Act at NCOIL and NAIC included a comprehensive review and comment process, along with the general commitment of members of both organizations to support enactment of the Model in the states. Twenty-nine (29) other states have already enacted legislation based on these national Model Acts. Other states are currently considering enacting such legislation, and more are expected to follow. National, uniform legislation is very important given the nature of travel insurance. UStiA worked with the Insurance Department on the version of SB 85 that appears before you today.

We urge you to approve this important legislation. Thank you again for your time today. I am happy to answer any questions.