

9800 Fredericksburg Road
San Antonio, Texas 78288



4 February 2018

The Honorable Les Mason
Chair – House Commerce, Labor & Economic Development
Kansas State Capitol – Room 521-E
300 SW 10th St
Topeka, KS 66612

Honorable Les Mason and House Committee Members:

Sir, I'm Joe Romans, Command Sergeant Major, Retired, Kansas Army National Guard. I'm currently employed with USAA as a Military Affairs Representative for Kansas. I am presenting testimony today as a retired 30-year Soldier. Also as a citizen of the state of Kansas.

My son is currently a Kansas Army Guard Soldier and my daughter is in the U.S. Navy, both are Kansas residents. I work for USAA as a Military Affairs Representative for Kansas. I'm not licensed to sell products; my job is relationship building. I'm an advocate for the Soldiers, Sailors, Airmen, Marines, Coast Guard and their families that are assigned to and living in installations in the state of Kansas.

The USAA Real Estate Rewards Network (RERN) rebate that is being considered by your committee, is an important benefit for military members, retirees and families. The very nature of military service is transitory, whether it's moving inter or intrastate. Relocation is a huge expense for those serving and the benefit of getting a cash reward at a time of significant emotional and fiscal stress is the reason I'm here today.

I'm a combat veteran, as is my 26-year-old, newly married Army Guard Son, who will be deploying on his second tour in April of this year. When he returns from his deployment, they will be looking to purchase their first home. The RERN program is a big financial assist in that important life event. I've deployed worldwide, and been command directed around the state of Kansas in my military career.

My current job requires me to interface with tens of thousands of military and family members from all components in Kansas. The face to face feedback I receive at these events, has been universally positive. Those who have participated in the USAA RERN program are enthusiastic supporters.

I would humbly urge you and the Committee to understand the need and benefit in allowing our troops and families to participate in RERN rebate. In the end, it's about serving those who serve us.

Very Respectfully:

A handwritten signature in cursive script that reads "Joe Romans".

Joe Romans
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