2-395-01

section 16(3).

A bill to be entitled 1 2 An act relating to insurance; creating the Producer Licensing Model Act; providing purpose 3 4 and scope; defining terms; providing for 5 licensing; providing for applications for examination and license; providing for 6 7 nonresident licensing; providing an exemption from examination; requiring notification to the 8 9 Department of Insurance if an assumed name is 10 used; providing for denial, nonrenewal, and 11 revocation of license; providing for 12 commissions and appointments; providing for reciprocity; providing for reporting of 13 actions; authorizing the Department of 14 Insurance to adopt rules; providing for 15 severability; providing for repeal of 16 17 inconsistent statutes; providing an effective 18 date. 19 20 Be It Enacted by the Legislature of the State of Florida: 21 22 Section 1. Purpose and scope. --23 This act governs the qualifications and procedures for the licensing of insurance producers. It simplifies and 24 25 organizes some statutory provisions to improve efficiency, permits the use of new technology, and reduces costs 26 27 associated with issuing and renewing insurance licenses. 28 (2) This act does not apply to excess and surplus 29 lines agents and brokers licensed under part VIII of chapter 30 626, Florida Statutes, except as provided in section 8 and

1 Section 2. Definitions. -- As used in this act, the 2 term: 3 "Business entity" means a corporation, association, partnership, limited liability company, limited 4 5 liability partnership, or other legal entity. 6 "Home state" means the District of Columbia or any 7 state or territory of the United States in which an insurance 8 producer maintains his or her principal place of residence or principal place of business and is licensed to act as an 9 10 insurance producer. 11 "Insurance" means any of the lines of insurance defined in part V of chapter 624, Florida Statutes. 12 (4) "Insurance producer" means a person who is 13 required to be licensed under the laws of this state to sell, 14 15 solicit, or negotiate insurance. "Insurer" means any person engaged as indemnitor, 16 17 surety, or contractor in the business of entering into contracts of insurance or of annuity. 18 19 "License" means a document issued by the Department of Insurance which authorizes a person to act as an 20 21 insurance producer for the lines of authority specified in the document. The license itself does not create any authority, 22 actual, apparent, or inherent, in the holder to represent or 23 24 commit an insurance carrier. 25 "Limited lines insurance" means those lines of 26 insurance defined in section 626.321, Florida Statutes. 27 "Limited lines producer" means a person authorized by the Department of Insurance to sell, solicit, or negotiate 28 29 limited lines insurance. 30 (9) "Negotiate" means the act of conferring directly

purchaser of a particular contract of insurance concerning any of the substantive benefits, terms, or conditions of the 2 3 contract, provided that the person engaged in that act either sells insurance or obtains insurance from insurers for 4 5 purchasers. 6 (10) "Person" means an individual or a business 7 entity. 8 (11) "Sell" means to exchange a contract of insurance 9 by any means, for money or its equivalent, on behalf of an 10 insurance company. 11 (12) "Solicit" means to attempt to sell insurance or ask or urge a person to apply for a particular kind of 12 insurance from a particular company. 13 (13) "Terminate" means to cancel the relationship 14 between an insurance producer and the insurer or to terminate 15 a producer's authority to transact insurance. 16 17 (14) "Uniform business entity application" means the National Association of Insurance Commissioners Uniform 18 19 Business Entity Application for resident and nonresident 20 business entities. 21 "Uniform application" means the National (15)22 Association of Insurance Commissioners Uniform Application for resident and nonresident producer licensing. 23 24 Section 3. License required. -- A person may not sell, solicit, or negotiate insurance in this state for any class of 25 26 insurance unless the person is licensed for that class in 27 accordance with this act. 28 Section 4. Exceptions to licensing. --29 This act does not require an insurer to obtain an 30 insurance producer license. As used in this section, the term

"insurer" does not include an insurer's officers, directors,
employees, subsidiaries, or affiliates.

- (2) A license as an insurance producer is required of the following:
- (a) An officer, director, or employee of an insurer or of an insurance producer if the officer, director, or employee does not receive any commission on policies written or sold to insure risks residing, located, or to be performed in this state and:
- 1. The officer, director, or employee's activities are executive, administrative, managerial, clerical, or a combination of these and are only indirectly related to the sale, solicitation, or negotiation of insurance;
- 2. The officer, director, or employee's function relates to underwriting, loss control, inspection, or the processing, adjusting, investigating, or settling of a claim on a contract of insurance; or
- 3. The officer, director, or employee is acting in the capacity of a special agent or agency supervisor assisting insurance producers under circumstances in which the person's activities are limited to providing technical advice and assistance to licensed insurance producers and do not include the sale, solicitation, or negotiation of insurance.
- (b) A person who secures and furnishes information for the purpose of group life insurance, group property and casualty insurance, group annuities, group or blanket accident and health insurance, or for the purpose of enrolling individuals under plans, issuing certificates under plans, or otherwise assisting in administering plans, or who performs administrative services related to mass-marketed property and

casualty insurance, when no commission is paid to the person for the service.

- (c) An employer or association or its officers, directors, employees, or the trustees of an employee trust plan, to the extent that the employers, officers, employees, director, or trustees are engaged in the administration or operation of a program of employee benefits for the employer's or association's own employees or the employees of its subsidiaries or affiliates, which program involves the use of insurance issued by an insurer, as long as the employers, associations, officers, directors, employees, or trustees are not in any manner compensated, directly or indirectly, by the company issuing the contracts.
- (d) Employees of insurers or organizations employed by insurers who are engaging in the inspection, rating, or classification of risks, or in the supervision of the training of insurance producers, and who are not individually engaged in the sale, solicitation, or negotiation of insurance.
- (e) A person whose activities in this state are limited to advertising without the intent to solicit insurance in this state through communications in printed publications or other forms of electronic mass media whose distribution is not limited to residents of the state, unless the persons sells, solicits, or negotiates insurance that would insure risks residing, located, or to be performed in this state.
- (f) A person who is not a resident of this state who sells, solicits, or negotiates a contract of insurance for commercial property and casualty risks to an insured with risks located in more than one state insured under that contract, provided that that person is otherwise licensed as an insurance producer to sell, solicit, or negotiate that

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insurance in the state where the insured maintains its

principal place of business and the contract of insurance

insures risks located in that state.

(g) A salaried full-time employee who counsels or advises his or her employer relative to the insurance interests of the employer or of the subsidiaries or business affiliates of the employer, provided that the employee does not sell or solicit insurance or receive a commission.

Section 5. Application for examination .--

- (1) A resident individual applying for an insurance producer license must pass a written examination unless exempt under section 9. The examination shall test the knowledge of the individual concerning the lines of authority for which application is made, the duties and responsibilities of an insurance producer, and the insurance laws and regulations of this state. Examinations required by this section must be developed and conducted under rules prescribed by the Department of Insurance.
- (2) The Department of Insurance may make arrangements, including contracting with an outside testing service, for administering examinations and collecting the nonrefundable fee prescribed in section 624.501, Florida Statutes.
- (3) Each individual applying for an examination must remit a nonrefundable fee as prescribed by the Department of Insurance as set forth in section 624.501, Florida Statutes.
- (4) An individual who fails to appear for the examination as scheduled or fails to pass the examination must reapply for an examination and remit all required fees and forms before being rescheduled for another examination.

Section 6. Application for license. --

1	(1) A person applying for a resident insurance
2	producer license must apply to the Department of Insurance on
3	the uniform application and declare under penalty of refusal,
4	suspension, or revocation of the license that the statements
5	made in the application are true, correct, and complete to the
6	best of the individual's knowledge and belief. Before
7	approving the application, the Department of Insurance must
8	find that the individual:
9	(a) Is at least 18 years of age;
10	(b) Has not committed any act that is a ground for
11	denial, suspension, or revocation set forth in section 12;
12	(c) Has completed any prelicensing course of study
13	required by law for the lines of authority for which the
14	person has applied;
15	(d) Has paid the fees set forth in section 624.501,
16	Florida Statutes; and
17	(e) Has successfully passed the examination for the
18	lines of authority for which the person has applied.
19	(2) The Department of Insurance may require any
20	documents reasonably necessary to verify the information
21	contained in an application.
22	(3) Each insurer that sells, solicits, or negotiates
23	any form of limited line credit insurance shall provide to
24	each individual whose duties will include selling, soliciting,
25	or negotiating limited line credit insurance a program of
26	instruction that is approved by the Department of Insurance.
27	Section 7. <u>License</u>
28	(1) Unless denied licensure under section 12, persons
29	who have met the requirements of sections 5 and 6 shall be
30	issued an insurance producer license. An insurance producer

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may receive qualification for a license in one or more of the following lines of authority:

- (a) Life insurance coverage on human lives, including benefits of endowment and annuities, which may include benefits in the event of death or dismemberment by accident and benefits for disability income.
- (b) Accident and health or sickness insurance coverage for sickness, bodily injury, or accidental death, which may include benefits for disability income.
- (c) Property insurance coverage for the direct or consequential loss or damage to property of any kind.
- (d) Casualty insurance coverage against legal liability, including that for death, injury, or disability or damage to real or personal property.
- (e) Variable life and variable annuity products insurance coverage provided under variable life insurance contracts and variable annuities.
  - (f) Limited lines insurance.
- (g) Any other line of insurance permitted under state laws.
- (2) An insurance producer license remains in effect, unless revoked or suspended, as long as the fee set forth in section 624.501, Florida Statutes, has been paid and the education requirements for resident individual producers have been met by the due date.
- (3) An individual insurance producer who allows his or her license to lapse may, within 12 months after the due date of the renewal fee, reinstate the same license without the necessity of passing a written examination. However, a penalty in the amount of twice the unpaid renewal fee is required for any renewal fee received after the due date.

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basis.

1	(4) A licensed insurance producer who is unable to
2	comply with license renewal procedures due to military service
3	or other extenuating circumstance such as long-term medical
4	disability may request a waiver of those procedures. The
5	producer may also request a waiver of any examination
6	requirement or any other fine or sanction imposed for failure
7	to comply with renewal procedures.
8	(5) The license shall specify the licensee's name,
9	address, personal identification number, and the date of
10	issuance, the lines of authority, the expiration date, and any
11	other information the Department of Insurance deems necessary.
12	(6) Licensees shall inform the Department of Insurance
13	by any means acceptable to the department of a change of
14	address within 30 days after the change occurs.
15	Section 8. Nonresident licensing
16	(1) Unless denied licensure pursuant to section 12, a
17	nonresident person shall receive a nonresident producer
18	<pre>license if:</pre>
19	(a) The person is currently licensed as a resident and
20	in good standing in his or her home state;
21	(b) The person has submitted the proper request for
22	licensure and has paid the fees required by section 624.501,
23	Florida Statutes;
24	(c) The person has submitted or transmitted to the
25	Department of Insurance the application for licensure which
26	the person submitted to his or her home state, or in lieu of
27	the same, a completed uniform application; and
28	(d) The person's home state awards nonresident
29	producer licenses to residents of this state on the same

- (2) The Department of Insurance may verify the producer's licensing status through the producer database maintained by the National Association of Insurance Commissioners, its affiliates, or its subsidiaries.
- (3) A nonresident producer who moves from one state to another state or a resident producer who moves from this state to another state must file a change of address and provide certification from the new resident state within 30 days after the change of legal residence. A fee or license application is not required.
- (4) Notwithstanding any other provision of this act, a person licensed as a surplus lines producer in his or her home state shall receive a nonresident surplus lines producer license pursuant to subsection (1). Except for subsection (1), nothing in this section otherwise amends or supersedes any provision of the Florida Statutes relating to surplus lines insurance.
- (5) Notwithstanding any other provisions of this act, a person licensed as a limited lines producer in his or her home state shall receive a nonresident limited lines producer license, pursuant to subsection (1), granting the same scope of authority as granted under the license issued by the producer's home state. For the purposes of this subsection, limited lines insurance is any authority granted by the home state which restricts the authority under the license to less than the total authority prescribed in the associated major lines under section 7(1)(a)-(e).
  - Section 9. Exemption from examination. --
- (1) An individual who applies for an insurance producer license in this state who was previously licensed for the same lines of authority in another state is not required

exemption is available only if the person is currently
licensed in that state or if the application is received
within 90 days after the cancellation of the applicant's
previous license and if the prior state issues a certification
that, at the time of cancellation, the applicant was in good
standing in that state or that the state's producer database
records, maintained by the National Association of Insurance
Commissioners, its affiliates, or its subsidiaries, indicate
that the producer is or was licensed in good standing for the
line of authority requested.

(2) A person licensed as an insurance producer in another state who moves to this state must apply within 90 days after establishing legal residence to become a resident licensee under section 6. Prelicensing education and examination are not required of that person to obtain any line of authority previously held in the prior state unless the Department of Insurance requires otherwise by rule.

Section 10. Assumed names.--An insurance producer doing business under any name other than the producer's legal name must notify the Department of Insurance prior to using the assumed name.

Section 11. Temporary licensing. --

- (1) The Department of Insurance may issue a temporary insurance producer license for a period not to exceed 180 days without requiring an examination if it finds that the temporary license is necessary for the servicing of an insurance business in the following cases:
- (a) To the surviving spouse or court-appointed personal representative of a licensed insurance producer who dies or becomes mentally or physically disabled, to allow

adequate time for the sale of the insurance business owned by the producer or for the recovery or return of the producer to the business or to provide for the training and licensing of new personnel to operate the producer's business.

- (b) To a member or employee of a business entity

  licensed as an insurance producer, upon the death or

  disability of an individual designated in the business entity
  application or the license.
- (c) To the designee of a licensed insurance producer entering active service in the armed forces of the United States of America.
- (d) In any other circumstance under which the

  Department of Insurance considers that the public interest
  will be best served by the issuance of this license.
- (2) The Department of Insurance may by order limit the authority of any temporary licensee in any way considered necessary to protect insureds and the public. The Department of Insurance may require the temporary licensee to have a suitable sponsor who is a licensed producer or insurer and who assumes responsibility for all acts of the temporary licensee, and may impose other similar requirements designed to protect insureds and the public. The Department of Insurance may by order revoke a temporary license if the interests of insureds or the public are endangered. A temporary license may not continue after the owner or the personal representative disposes of the business.

Section 12. <u>License denial, nonrenewal, or revocation.--</u>

(1) The Department of Insurance may place on probation, suspend, revoke, or refuse to issue or renew an insurance producer's license or may levy a civil penalty in

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transaction.

accordance with section 626.681, Florida Statutes, or any 2 combination of actions, for any one or more of the following 3 causes: (a) Providing incorrect, misleading, incomplete, or 4 5 materially untrue information in the license application. 6 (b) Violating any insurance laws, or violating any 7 rule, subpoena, or order of the Department of Insurance or of 8 the comparable agency of another state. 9 (c) Obtaining or attempting to obtain a license 10 through misrepresentation or fraud. 11 (d) Improperly withholding, misappropriating, or converting any moneys or properties received in the course of 12 doing insurance business. 13 (e) Intentionally misrepresenting the terms of an 14 actual or proposed insurance contract or application for 15 16 insurance. 17 (f) Having been convicted of a felony. 18 (g) Having admitted or been found to have committed 19 any insurance unfair trade practice or fraud. 20 (h) Using fraudulent, coercive, or dishonest 21 practices, or demonstrating incompetence, untrustworthiness, 22 or financial irresponsibility in the conduct of business in 23 this state or elsewhere. 24 (i) Having an insurance producer license, or its 25 equivalent, denied, suspended, or revoked in any other state,

(k) Improperly using notes or any other reference

(j) Forging another's name to an application for

insurance or to any document related to an insurance

31 | material to complete an examination for an insurance license.

province, district, or territory.

- (1) Knowingly accepting insurance business from an individual who is not licensed.
- (m) Failing to comply with an administrative or court order imposing a child-support obligation.
- (2) If the Department of Insurance fails to renew or denies an application for a license, it shall advise, in writing, the applicant or licensee of the reason for the denial or nonrenewal. The applicant or licensee may make written demand upon the Department of Insurance within 15 days for a hearing to determine the reasonableness of the action. The hearing must be held pursuant to chapter 120, Florida Statutes.
- (3) The license of a business entity may be suspended, revoked, or refused if the Department of Insurance finds, after hearing, that an individual licensee's violation was known or should have been known by one or more of the partners, officers, or managers acting on behalf of the partnership or corporation and that the violation was not reported to the department nor corrective action taken.
- (4) In addition to or in lieu of any applicable denial, suspension, or revocation of a license, a person may, after hearing, be subject to a civil fine in accordance with section 626.681, Florida Statutes.
- (5) The Department of Insurance shall retain the authority to enforce the provisions of and impose any penalty or remedy authorized by this act and chapter 626, Florida Statutes, against any person who is under investigation for or charged with a violation of this act or chapter 626, Florida Statutes, even if the person's license or registration has been surrendered or has lapsed by operation of law.

Section 13. Commissions.--

pay a commission, service fee, brokerage, or other valuable consideration to a person for selling, soliciting, or negotiating insurance in this state if that person is required to be licensed under this act and is not so licensed.

(2) A person may not accept a commission, service fee

(1) An insurance company or insurance producer may not

- (2) A person may not accept a commission, service fee, brokerage, or other valuable consideration for selling, soliciting, or negotiating insurance in this state if that person is required to be licensed under this act and is not so licensed.
- (3) Renewal or other deferred commissions may be paid to a person for selling, soliciting, or negotiating insurance in this state if the person was required to be licensed under this act at the time of the sale, solicitation, or negotiation and was so licensed at that time.
- (4) An insurer or insurance producer may pay or assign commissions, service fees, brokerages, or other valuable consideration to an insurance agency or to persons who do not sell, solicit, or negotiate insurance in this state, unless the payment would violate section 626.572, Florida Statutes.

Section 14. Appointments. --

- (1) An insurance producer may not act as an agent of an insurer unless the insurance producer becomes an appointed agent of that insurer. An insurance producer who is not acting as an agent of an insurer is not required to become appointed.
- (2) Upon receipt of the notice of appointment, the

  Department of Insurance must verify within a reasonable time

  not to exceed 30 days that the insurance producer is eligible

  for appointment. If the insurance producer is found to be

  ineligible for appointment, the department shall, within 5

  days, notify the insurer of that determination.

- (3) An insurer shall pay an appointment fee, in the amount and method of payment set forth in section 624.501, Florida Statutes, for each insurance producer appointed by the insurer.
- (4) An insurer shall remit, in a manner prescribed by the Department of Insurance, a renewal appointment fee in the amount set forth in section 624.501, Florida Statutes.
- Section 15. <u>Notification to Department of Insurance of termination.--</u>
- (1) An insurer or authorized representative of the insurer that terminates the appointment, employment, contract, or other insurance business relationship with a producer shall notify the Department of Insurance within 30 days following the effective date of the termination, using a format prescribed by the department, if the reason for termination is one of the reasons set forth in section 12 or if the insurer knows that the producer has been found by a court, government body, or self-regulatory organization authorized by law to have engaged in any of the activities in section 12. Upon the written request of the Department of Insurance, the insurer shall provide additional information, documents, records, or other data pertaining to the termination or activity of the producer.
- (2) An insurer or authorized representative of the insurer that terminates the appointment, employment, or contract with a producer for any reason not set forth in section 12 shall notify the Department of Insurance within 30 days following the effective date of the termination, using a format prescribed by the department. Upon written request of the Department of Insurance, the insurer shall provide

additional information, documents, records, or other data pertaining to the termination.

- (3) The insurer or the authorized representative of the insurer shall promptly notify the Department of Insurance in a format acceptable to the department if, upon further review or investigation, the insurer discovers additional information that should have been reported to the department in accordance with subsection (1) had the insurer then known of its existence.
- (4)(a) Within 15 days after making the notification required by subsection (1), subsection (2), or subsection (3), the insurer shall mail a copy of the notification to the producer at his or her last known address. If the producer is terminated for cause for any of the reasons listed in section 12, the insurer shall provide a copy of the notification to the producer at his or her last known address by certified mail, return receipt requested, postage prepaid, or by overnight delivery using a nationally recognized carrier.
- (b) Within 30 days after the producer has received the original or additional notification, the producer may file written comments concerning the substance of the notification with the Department of Insurance. The producer shall by the same means, simultaneously send a copy of the comments to the reporting insurer, and the comments shall become a part of the Department of Insurance's file and accompany each copy of a report distributed or disclosed for any reason concerning the producer.
- (5)(a) In the absence of actual malice, an insurer, the authorized representative of the insurer, a producer, the Department of Insurance, or an organization of which the Insurance Commissioner is a member and which compiles the

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information and makes it available to other insurance commissioners or to regulatory or law enforcement agencies is 2 3 not subject to civil liability, and a civil cause of action of any nature may not arise against these entities of their 4 5 respective agents or employees as a result of any statement or 6 information required by or provided under this section or any 7 information relating to any statement that is requested in 8 writing by the Department of Insurance, from an insurer or producer, or a statement by a terminating insurer or producer 9 to an insurer or producer, limited solely and exclusively to 10 11 whether a termination for cause under subsection (1) was reported to the Department of Insurance, provided that the 12 propriety of any termination for cause under subsection (1) is 13 14 certified in writing by an officer or authorized representative of the insurer or producer terminating the 15 16 relationship.

- (b) In any action brought against a person that has immunity under paragraph (a) for making any statement required by this section or providing any information relating to any statement that has been requested by the Department of Insurance, the party bringing the action must plead specifically in any allegation that paragraph (a) does not apply because the person making the statement or providing the information did so with actual malice.
- (c) Neither paragraph (a) nor (b) abrogates or modifies any other statutory or common-law privilege or immunity.
- (6) An insurer, the authorized representative of the insurer, or a producer that fails to report as required under this section or that is found to have reported with actual malice by a court of competent jurisdiction may, after notice

and hearing, have its license or certificate of authority suspended or revoked and may be fined in accordance with section 626.681, Florida Statutes.

Section 16. Reciprocity. --

- (1) The Department of Insurance may not assess a greater fee for an insurance license or related service to a person not residing in this state based solely on the fact that the person does not reside in this state.
- requirements for a nonresident license applicant with a valid license from his or her home state, except the requirements imposed by section 8, if the applicant's home state awards nonresident licenses to residents of this state on the same basis.
- (3) A nonresident producer's satisfaction of his or her home state's continuing-education requirements for licensed insurance producers constitutes satisfaction of this state's continuing-education requirements if the nonresident producer's home state recognizes the satisfaction of its continuing-education requirements imposed upon producers from this state on the same basis.

Section 17. Reporting of actions. --

- (1) A producer shall report to the Department of

  Insurance any administrative action taken against the producer
  in another jurisdiction or by another governmental agency in
  this state within 30 days after the final disposition of the
  matter. This report must include a copy of the order, consent
  to order, or other relevant legal documents.
- (2) Within 30 days after the initial pretrial hearing date, a producer must report to the Department of Insurance any criminal prosecution of the producer undertaken in any

jurisdiction. The report must include a copy of the initial complaint filed, the order resulting from the hearing, and any 2 3 other relevant legal documents. Section 18. Regulations. -- The Department of Insurance 4 5 may, in accordance with chapter 120, Florida Statutes, adopt 6 rules necessary to carry out the purposes of this act. 7 Section 19. Severability. -- If any provision of this 8 act or its application to any person or circumstances, is held invalid, the invalidity does not affect other provisions or 9 application of the act which can be given effect without the 10 11 invalid provision or application, and to this end the provisions of this act are declared severable. 12 Section 20. Any statute inconsistent with this act is 13 repealed to the extent of the inconsistency. 14 Section 21. This act shall take effect January 1, 15 2002. 16 17 \*\*\*\*\*\*\*\*\*\*\* 18 19 SENATE SUMMARY 20 Creates the Insurance Producer Licensing Act. (See bill for details.) 21 22 23 24 25 26 27 28 29 30 31