**By** the Appropriations Committee on Agriculture, Environment, and General Government; the Committee on Banking and Insurance; and Senator DiCeglie

	601-03987A-23 20231398c2
1	A bill to be entitled
2	An act relating to consumer protection; amending s.
3	494.001, F.S.; revising the definition of the term
4	"branch office"; defining the term "remote location";
5	authorizing a licensee under ch. 494, F.S., to allow
6	loan originators to work from remote locations if
7	specified conditions are met; amending s. 494.0067,
8	F.S.; specifying that mortgage lenders may transact
9	business from branch offices and remote locations;
10	providing a requirement for operating remote
11	locations; creating s. 501.2042, F.S.; defining terms;
12	providing requirements for crowd-funding platforms and
13	organizers of crowd-funding campaigns related to and
14	arising out of declared disasters; amending s. 520.23,
15	F.S.; revising disclosure requirements for agreements
16	governing the sale or lease of a distributed energy
17	generation system; amending s. 560.111, F.S.;
18	providing a criminal penalty; amending s. 560.309,
19	F.S.; prohibiting a licensee under ch. 560, F.S., from
20	cashing corporate checks for certain payees where the
21	aggregate face amount exceeds a specified amount;
22	amending s. 626.602, F.S.; providing applicability of
23	provisions relating to the disapproval of insurance
24	agency names to adjusting firm names; revising grounds
25	on which such names may be disapproved by the
26	Department of Financial Services; deleting an obsolete
27	provision; amending s. 626.854, F.S.; revising the
28	definition of the term "public adjuster"; specifying
29	restrictions on public adjusters contracting their

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30	adjuster services after a specified date; specifying
31	requirements for the payment of certain fees;
32	specifying timeframes in which an insured or a
33	claimant may cancel a public adjuster's contract
34	without penalty or contract under certain
35	circumstances; revising requirements for public
36	adjusters' contracts; specifying additional
37	limitations on things of value received by public
38	adjusters; amending s. 626.860, F.S.; providing that
39	an attorney's exemption from public adjuster licensure
40	requirements does not apply to certain persons;
41	amending s. 626.875, F.S.; revising recordkeeping
42	requirements for appointed independent adjusters and
43	licensed public adjusters; amending s. 626.8796, F.S.;
44	revising requirements for public adjuster contracts;
45	specifying requirements for and prohibitions on public
46	adjusters relating to such contracts; providing
47	construction; authorizing the department to adopt
48	rules; amending s. 626.8797, F.S.; revising a fraud
49	statement requirement in proof-of-loss statements;
50	amending s. 626.9541, F.S.; adding an unfair or
51	deceptive insurance act relating to health insurance
52	policies; amending s. 627.4025, F.S.; revising the
53	definition of the term "hurricane," and defining the
54	term "hurricane deductible," as used in policies
55	providing residential coverage; amending s. 627.4133,
56	F.S.; revising conditions that apply to a specified
57	notice requirement for, and a limitation on, the
58	cancellation or termination of certain insurance

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<ul> <li>policies; amending s. 627.4554, F.S.; revising</li> <li>legislative purpose; revising applicability; revising</li> <li>and defining terms; revising and specifying duties of</li> <li>insurers and agents relating to the recommendation and</li> <li>sale of annuity investments; specifying comparable</li> <li>standards that comply with such requirements;</li> <li>specifying agent training requirements; providing and</li> <li>revising construction; authorizing the department to</li> <li>adopt certain forms by rule; amending s. 627.70132,</li> <li>F.S.; specifying the period in which notices of loss</li> <li>assessment clains under residential condominium unit</li> <li>owner coverage must be given to the insurer; amending</li> <li>s. 634.041, F.S.; specifying authorized methods by</li> <li>which contractual liability insurance policies of</li> <li>service agreement companies may pay claims; amending</li> <li>s. 634.401, F.S.; revising the definition of the term</li> <li>"manufacturer" for purposes of part III of ch. 634,</li> <li>F.S.; amending s. 634.406, F.S.; deleting a debt</li> <li>obligation rating requirement for certain service</li> <li>warranty associations or parent corporations;</li> <li>providing effective dates.</li> </ul> Be It Enacted by the Legislature of the State of Florida: Section 1. Present subsections (35) through (38) of section 494.001, Florida Statutes, are redesignated as subsections (36) through (39), respectively, a new subsection (35) is added to that section, and subsection (3) of that section is amended, to read:	i.	601-03987A-23 20231398c2
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87 read:	86	that section, and subsection (3) of that section is amended, to
	87	read:

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1	601-03987A-23 20231398c2
88	494.001 DefinitionsAs used in this chapter, the term:
89	(3) "Branch office" means a location, other than a mortgage
90	broker's or mortgage lender's principal place of business <u>or</u>
91	remote location:
92	(a) The address of which appears on business cards,
93	stationery, or advertising used by the licensee in connection
94	with business conducted under this chapter;
95	(b) At which the licensee's name, advertising or
96	promotional materials, or signage suggests that mortgage loans
97	are originated, negotiated, funded, or serviced; or
98	(c) At which mortgage loans are originated, negotiated,
99	funded, or serviced by a licensee.
100	(35) "Remote location" means a location, other than a
101	principal place of business or a branch office, at which a loan
102	originator of a licensee may conduct business. A licensee may
103	allow loan originators to work from remote locations if:
104	(a) The licensee has written policies and procedures for
105	supervision of loan originators working from remote locations.
106	(b) Access to company platforms and customer information is
107	in accordance with the licensee's comprehensive written
108	information security plan.
109	(c) An in-person customer interaction does not occur at a
110	loan originator's residence unless such residence is a licensed
111	location.
112	(d) Physical records are not maintained at a remote
113	location.
114	(e) Customer interactions and conversations about consumers
115	will be in compliance with federal and state information
116	security requirements, including applicable provisions under the
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117	Gramm-Leach-Bliley Act and the Safeguards Rule established by
118	the Federal Trade Commission, set forth at 16 C.F.R. part 314,
119	as such requirements may be amended from time to time.
120	(f) A loan originator working at a remote location accesses
121	the company's secure systems or documents, including a cloud-
122	based system, directly from any out-of-office device such as a
123	laptop, phone, desktop computer, or tablet, through a virtual
124	private network or system that ensures secure connectivity and
125	that requires passwords or other forms of authentication to
126	access.
127	(g) The licensee ensures that appropriate security updates,
128	patches, or other alterations to the security of all devices
129	used at remote locations are installed and maintained.
130	(h) The licensee is able to remotely lock or erase company-
131	related contents of any device or otherwise remotely limit all
132	access to a company's secure systems.
133	(i) The registry's record of a loan originator who works
134	from a remote location designates the principal place of
135	business as the loan originator's registered location, or the
136	loan originator has elected a licensed branch office as a
137	registered location.
138	Section 2. Subsection (1) of section 494.0067, Florida
139	Statutes, is amended to read:
140	494.0067 Requirements of mortgage lenders
141	(1) A mortgage lender that makes mortgage loans on real
142	estate in this state shall transact business from a principal
143	place of business, branch office, or remote location. Each
144	principal place of business <u>,</u> and each branch office, and remote
145	location shall be operated under the full charge, control, and

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146	supervision of the licensee pursuant to this part.
147	Section 3. Section 501.2042, Florida Statutes, is created
148	to read:
149	501.2042 Unlawful acts and practices by online crowd-
150	funding campaigns
151	(1) As used in this section, the term:
152	(a) "Crowd-funding campaign" means an online fundraising
153	initiative that is intended to receive monetary donations from
154	donors and is created by an organizer in the interest of a
155	beneficiary.
156	(b) "Crowd-funding platform" means an entity doing business
157	in this state which provides an online medium for the creation
158	and facilitation of a crowd-funding campaign.
159	(c) "Disaster" has the same meaning as in s. 252.34(2).
160	(d) "Organizer" means a person who:
161	1. Resides or is domiciled in this state; and
162	2. Has an account on a crowd-funding platform and has
163	created a crowd-funding campaign either as a beneficiary or on
164	behalf of a beneficiary, regardless of whether the beneficiary
165	or the crowd-funding campaign has received donations.
166	(2) For crowd-funding campaigns related to and arising out
167	of a declared disaster, a crowd-funding platform must:
168	(a) Collect and retain, for one year after the date of the
169	declared disaster, the name, e-mail address, phone number, and
170	state of residence of the organizer.
171	(b) Require the organizer to indicate, on the crowd-funding
172	campaign, the state in which they are located.
173	(c) Cooperate with any investigation by or in partnership
174	with law enforcement.

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175	(d) Clearly display and direct donors to fundraisers that
176	comply with the crowd-funding platform's terms of service.
177	(3) When an organizer arranges a crowd-funding campaign
178	related to and arising out of a declared disaster, the organizer
179	must attest that:
180	(a) All information provided in connection with a crowd-
181	funding campaign is accurate, complete, and not likely to
182	deceive users.
183	(b) All donations contributed to the crowd-funding campaign
184	will be used solely as described in the materials the organizer
185	posts or provides on the crowd-funding platform.
186	Section 4. Section 520.23, Florida Statutes, is amended to
187	read:
188	520.23 Disclosures required.—Each agreement governing the
189	sale or lease of a distributed energy generation system shall,
190	at a minimum, include a written statement printed in at least
191	12-point type that is separate from the agreement, is separately
192	acknowledged by the buyer or lessee, and includes the following
193	information and disclosures, if applicable:
194	(1) The name, address, telephone number, and e-mail address
195	of the buyer or lessee.
196	(2) The name, address, telephone number, e-mail address,
197	and valid state contractor license number of the person
198	responsible for installing the distributed energy generation
199	system.
200	(3) The name, address, telephone number, e-mail address,
201	and valid state contractor license number of the distributed
202	energy generation system maintenance provider, if different from
203	the person responsible for installing the distributed energy
I	

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601-03987A-23 20231398c2 204 generation system. (4) The customer contact center phone number for the 205 206 Department of Business and Professional Regulation. 207 (5) (4) A written statement indicating whether the 208 distributed energy generation system is being purchased or 209 leased. 210 (a) If the distributed energy generation system will be 211 leased, the written statement must include a disclosure in substantially the following form: "You are entering into an 212 213 agreement to lease a distributed energy generation system. You 214 will lease (not own) the system installed on your property." 215 (b) If the distributed energy generation system will be 216 purchased, the written statement must include a disclosure in 217 substantially the following form: "You are entering into an 218 agreement to purchase a distributed energy generation system. 219 You will own (not lease) the system installed on your property." 220 (6) (5) The total cost to be paid by the buyer or lessee, 221 including any interest, installation fees, document preparation 222 fees, service fees, or other fees.

<u>(7)(6)</u> A payment schedule, including any amounts owed at contract signing, at the commencement of installation, at the completion of installation, and any final payments. If the distributed energy generation system is being leased, the written statement must include the frequency and amount of each payment due under the lease and the total estimated lease payments over the term of the lease.

230 <u>(8)(7)</u> Each state or federal tax incentive or rebate, if 231 any, relied upon by the seller in determining the price of the 232 distributed energy generation system.

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261

601-03987A-23 20231398c2 233 (9) (8) A description of the assumptions used to calculate 234 any savings estimates provided to the buyer or lessee, and if 235 such estimates are provided, a statement in substantially the 236 following form: "It is important to understand that future 237 electric utility rates are estimates only. Your future electric 238 utility rates may vary." 239 (10) (9) A description of any one-time or recurring fees, 240 including, but not limited to, estimated system removal fees, maintenance fees, Internet connection fees, and automated 241 242 clearinghouse fees. If late fees may apply, the description must 243 describe the circumstances triggering such late fees. 244 (11) (10) A statement notifying the buyer whether the 245 distributed energy generation system is being financed and, if 246 so, a statement in substantially the following form: "If your 247 system is financed, carefully read any agreements and/or 248 disclosure forms provided by your lender. This statement does 249 not contain the terms of your financing agreement. If you have 250 any questions about your financing agreement, contact your 251 finance provider before signing a contract." 252 (12) (11) A statement notifying the buyer whether the seller 253 is assisting in arranging financing of the distributed energy 254 generation system and, if so, a statement in substantially the 255 following form: "If your system is financed, carefully read any

agreements and/or disclosure forms provided by your lender. This statement does not contain the terms of your financing agreement. If you have any questions about your financing agreement, contact your finance provider before signing a contract."

(13) (12) A provision notifying the buyer or lessee of the

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262 right to rescind the agreement for a period of at least 3 263 business days after the agreement is signed. This subsection 264 does not apply to a contract to sell or lease a distributed 265 energy generation system in a solar community in which the 266 entire community has been marketed as a solar community and all 267 of the homes in the community are intended to have a distributed 268 energy generation system, or a solar community in which the 269 developer has incorporated solar technology for purposes of 270 meeting the Florida Building Code in s. 553.73.

271 (14) (13) A description of the distributed energy generation 272 system design assumptions, including the make and model of the 273 major components, system size, estimated first-year energy 274 production, and estimated annual energy production decreases, 275 including the overall percentage degradation over the estimated 276 life of the distributed energy generation system, and the status 277 of utility compensation for excess energy generated by the 278 system at the time of contract signing. A seller who provides a 279 warranty or guarantee of the energy production output of the 280 distributed energy generation system may provide a description 281 of such warranty or guarantee in lieu of a description of the 282 system design and components.

283 <u>(15)</u> (14) A description of any performance or production 284 guarantees.

285 <u>(16) (15)</u> A description of the ownership and transferability 286 of any tax credits, rebates, incentives, or renewable energy 287 certificates associated with the distributed energy generation 288 system, including a disclosure as to whether the seller will 289 assign or sell any associated renewable energy certificates to a 290 third party.

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601-03987A-23 20231398c2 291 (17) (16) A statement in substantially the following form: 292 "You are responsible for property taxes on property you own. 293 Consult a tax professional to understand any tax liability or 294 eligibility for any tax credits that may result from the 295 purchase of your distributed energy generation system." 296 (18) (17) The approximate start and completion dates for the 297 installation of the distributed energy generation system. 298 (19) (18) A disclosure as to whether maintenance and repairs 299 of the distributed energy generation system are included in the 300 purchase price. 301 (20) (19) A disclosure as to whether any warranty or 302 maintenance obligations related to the distributed energy 303 generation system may be sold or transferred by the seller to a third party and, if so, a statement in substantially the 304 following form: "Your contract may be assigned, sold, or 305 306 transferred without your consent to a third party who will be 307 bound to all the terms of the contract. If a transfer occurs, 308 you will be notified if this will change the address or phone 309 number to use for system maintenance or repair requests." 310 (21) (20) If the distributed energy generation system will 311 be purchased, a disclosure notifying the buyer of the 312 requirements for interconnecting the system to the utility 313 system. 314 (22) (21) A disclosure notifying the buyer or lessee of the 315 party responsible for obtaining interconnection approval. (23) (22) A description of any roof warranties. 316 317 (24) A statement in substantially the following form: "You should consider the age and remaining life of your roof prior to 318 installing a distributed energy generation system. Replacement 319

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601-03987A-23 20231398c2 320 of your roof may require reinstallment of the distributed energy 321 generation system." 322 (25) (23) A disclosure notifying the lessee whether the 323 seller will insure a leased distributed energy generation system 324 against damage or loss and, if applicable, the circumstances 325 under which the seller will not insure the system against damage 326 or loss. 327 (26) (24) A statement, if applicable, in substantially the 328 following form: "You are responsible for obtaining insurance 329 policies or coverage for any loss of or damage to the system. 330 Consult an insurance professional to understand how to protect 331 against the risk of loss or damage to the system." 332 (27) A statement in substantially the following form: 333 "Placing a distributed energy generation system on your roof may 334 impact your future insurance premiums. You are responsible for 335 contacting your insurance carrier, prior to entering into a 336 purchase or lease agreement, to confirm whether your current 337 policy or coverage will need to be modified upon installing the 338 distributed energy generation system onto your dwelling." 339 (28) (25) A disclosure notifying the buyer or lessee whether 340 the seller or lessor will place a lien on the buyer's or 341 lessee's home or other property as a result of entering into a 342 purchase or lease agreement for the distributed energy 343 generation system. (29) (26) A disclosure notifying the buyer or lessee whether 344

344 (29)(26) A disclosure notifying the buyer or lessee whether 345 the seller or lessor will file a fixture filing or a State of 346 Florida Uniform Commercial Code Financing Statement Form (UCC-1) 347 on the distributed energy generation system.

348

(30) (27) A disclosure identifying whether the agreement

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601-03987A-23 20231398c2 349 contains any restrictions on the buyer's or lessee's ability to 350 modify or transfer ownership of a distributed energy generation 351 system, including whether any modification or transfer is 352 subject to review or approval by a third party. 353 (31) (28) A disclosure as to whether the lease agreement may 354 be transferred to a purchaser upon sale of the home or real 355 property to which the system is affixed, and any conditions for 356 such transfer. 357 (32) (29) A blank section that allows the seller to provide 358 additional relevant disclosures or explain disclosures made 359 elsewhere in the disclosure form. 360 361 The requirement to provide a written statement under this 362 section may be satisfied by the electronic delivery of a document within 24 hours after execution of the written 363 364 statement containing the required statement if the intended 365 recipient of the electronic document affirmatively acknowledges 366 its receipt. An electronic document satisfies the font and other 367 formatting standards required for the written statement if the 368 format and the relative size of characters of the electronic 369 document are reasonably similar to those required in the written 370 document or if the information is otherwise displayed in a 371 reasonably conspicuous manner. 372 Section 5. Subsection (6) of section 560.111, Florida

373 Statutes, is amended to read:

374

560.111 Prohibited acts.-

(6) A person who knowingly and willfully violates <u>s.</u>
<u>560.309(11) or</u> s. 560.310(2)(d) commits a felony of the third
degree, punishable as provided in s. 775.082, s. 775.083, or s.

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601-03987A-23 20231398c2 378 775.084. 379 Section 6. Subsection (11) is added to section 560.309, 380 Florida Statutes, to read: 381 560.309 Conduct of business.-382 (11) A licensee may not cash corporate checks where the 383 aggregate face amount of all corporate checks cashed for each 384 payee exceeds 200 percent of the payee's workers' compensation 385 policy payroll amount during the same dates as the workers' 386 compensation policy coverage period. 387 Section 7. Section 626.602, Florida Statutes, is amended to 388 read: 389 626.602 Insurance agency and adjusting firm names; 390 disapproval.-The department may disapprove the use of any true or fictitious name, other than the bona fide natural name of an 391 392 individual, by any insurance agency or adjusting firm on any of 393 the following grounds: 394 (1) The name interferes with or is too similar to a name 395 already filed and in use by another agency, adjusting firm, or 396 insurer. 397 (2) The use of the name may mislead the public in any 398 respect. 399 (3) The name states or implies that the agency or adjusting 400 firm is an insurer, motor club, hospital service plan, state or 401 federal agency, charitable organization, or entity that 402 primarily provides advice and counsel rather than sells or 403 solicits insurance, settles claims, or is entitled to engage in 404 insurance activities not permitted under licenses held or 405 applied for. This provision does not prohibit the use of the 406 word "state" or "states" in the name of the agency. The use of

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601-03987A-23 20231398c2 407 the word "state" or "states" in the name of an agency or 408 adjusting firm does not in and of itself imply that the agency 409 or adjusting firm is a state agency. 410 (4) The name contains the word "Medicare" or "Medicaid." An 411 insurance agency whose name contains the word "Medicare" or 412 "Medicaid" but which is licensed as of July 1, 2021, may 413 continue to use that name until June 30, 2023, provided that the 414 agency's license remains valid. If the agency's license expires or is suspended or revoked, the agency may not be relicensed 415 416 using that name. Licenses for agencies with names containing 417 either of these words automatically expire on July 1, 2023, 418 unless these words are removed from the name. Section 8. Section 626.854, Florida Statutes, is amended to 419 420 read: 421 626.854 "Public adjuster" defined; prohibitions.-The 422 Legislature finds that it is necessary for the protection of the 423 public to regulate public insurance adjusters and to prevent the 424 unauthorized practice of law. 425 (1) A "public adjuster" is any person, except a duly 426 licensed attorney at law as exempted under s. 626.860, who, for 427 money, commission, or any other thing of value, directly or 428 indirectly prepares, completes, or files an insurance claim for

an insured or third-party claimant, regardless of how that person describes or presents his or her services, or who, for money, commission, or any other thing of value, acts on behalf of, or aids an insured or third-party claimant in negotiating for or effecting the settlement of a claim or claims for loss or damage covered by an insurance contract, regardless of how that person describes or presents his or her services, or who

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601-03987A-23 20231398c2 436 advertises for employment as an adjuster of such claims. The 437 term also includes any person who, for money, commission, or any 438 other thing of value, directly or indirectly solicits, 439 investigates, or adjusts such claims on behalf of a public 440 adjuster, an insured, or a third-party claimant. The term does not include a person who photographs or inventories damaged 441 442 personal property or business personal property or a person 443 performing duties under another professional license, if such 444 person does not otherwise solicit, adjust, investigate, or 445 negotiate for or attempt to effect the settlement of a claim.

446

(2) This definition does not apply to:

(a) A licensed health care provider or employee thereof who
prepares or files a health insurance claim form on behalf of a
patient.

(b) A licensed health insurance agent who assists an
insured with coverage questions, medical procedure coding
issues, balance billing issues, understanding the claims filing
process, or filing a claim, as such assistance relates to
coverage under a health insurance policy.

455 (c) A person who files a health claim on behalf of another456 and does so without compensation.

(3) A public adjuster may not give legal advice or act on
behalf of or aid any person in negotiating or settling a claim
relating to bodily injury, death, or noneconomic damages.

460 (4) For purposes of this section, the term "insured"
461 includes only the policyholder and any beneficiaries named or
462 similarly identified in the policy.

463 (5) A public adjuster may not directly or indirectly464 through any other person or entity solicit an insured or

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465	claimant by any means except on Monday through Saturday of each
466	week and only between the hours of 8 a.m. and 8 p.m. on those
467	days.
468	(6) When entering a contract for adjuster services after
469	July 1, 2023, a public adjuster:
470	(a) May not collect a fee for services on payments made to
471	a named insured unless they have a written contract with the
472	named insured or the named insured's legal representative.
473	(b) May not contract for services to be provided by a third
474	party on behalf of the named insured or in pursuit of settlement
475	of the named insureds claim, if the cost of those services is to
476	be borne by the named insured, unless the named insured agrees
477	in writing to procure these services and such agreement is
478	entered into subsequent to the date of the contract for public
479	adjusting services.
480	(c) If a public adjuster contracts with a third-party
481	service provider to assist with the settlement of the named
482	insured's claim, without first obtaining the insured's written
483	consent, payment of the third party's fees must be made by the
484	public adjuster and may not be charged back to the named
485	insured.
486	(d) If a public adjuster represents anyone other than the
487	named insured in a claim, the public adjuster fees shall be paid
488	by the third party and may not be charged back to the named
489	insured.
490	(7)(6) An insured or claimant may cancel a public
491	adjuster's contract to adjust a claim without penalty or
492	obligation within 10 days after the date on which the contract
493	is executed. If the contract was entered into based on events

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494	that are the subject of a declaration of a state of emergency by
495	the Governor, an insured or claimant may cancel the public
496	adjuster's contract to adjust a claim without penalty or
497	obligation within 30 days after the date of loss or 10 days
498	after the date on which the contract is executed, whichever is
499	longer. The public adjuster's contract must contain the
500	following language in minimum 18-point bold type <u>immediately</u>
501	before the space reserved in the contract for the signature of
502	the insured or claimant: "You, the insured, may cancel this
503	contract for any reason without penalty or obligation to you
504	within 10 days after the date of this contract. If this contract
505	was entered into based on events that are the subject of a
506	declaration of a state of emergency by the Governor, you may
507	cancel this contract for any reason without penalty or
508	obligation to you within 30 days after the date of loss or 10
509	days after the date on which the contract is executed, whichever
510	is longer. You may also cancel the contract without penalty or
511	obligation to you if I, as your public adjuster, fail to provide
512	you and your insurer a copy of a written estimate within 60 days
513	of the execution of the contract, unless the failure to provide
514	the estimate within 60 days is caused by factors beyond my
515	control, in accordance with s. 627.70131(5)(a)2., Florida
516	Statutes. The 60-day cancellation period for failure to provide
517	a written estimate shall cease on the date I have provided you
518	with the written estimate." The <del>by providing</del> notice <u>of</u>
519	cancellation shall be provided to(name of public
520	adjuster), submitted in writing and sent by certified mail,
521	return receipt requested, or other form of mailing that provides
522	proof thereof, at the address specified in the contract.

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601-03987A-23 20231398c2 523 (8) (7) It is an unfair and deceptive insurance trade 524 practice pursuant to s. 626.9541 for a public adjuster or any 525 other person to circulate or disseminate any advertisement, 526 announcement, or statement containing any assertion, 527 representation, or statement with respect to the business of 528 insurance which is untrue, deceptive, or misleading. 529 (a) The following statements, made in any public adjuster's 530 advertisement or solicitation, are considered deceptive or 531 misleading: 532 1. A statement or representation that invites an insured 533 policyholder to submit a claim when the policyholder does not 534 have covered damage to insured property. 535 2. A statement or representation that invites an insured 536 policyholder to submit a claim by offering monetary or other valuable inducement. 537 538 3. A statement or representation that invites an insured 539 policyholder to submit a claim by stating that there is "no 540 risk" to the policyholder by submitting such claim. 541 4. A statement or representation, or use of a logo or 542 shield, that implies or could mistakenly be construed to imply 543 that the solicitation was issued or distributed by a 544 governmental agency or is sanctioned or endorsed by a 545 governmental agency. 546 (b) For purposes of this paragraph, the term "written 547 advertisement" includes only newspapers, magazines, flyers, and 548 bulk mailers. The following disclaimer, which is not required to 549 be printed on standard size business cards, must be added in 550 bold print and capital letters in typeface no smaller than the 551 typeface of the body of the text to all written advertisements

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552	by a public adjuster:
553	
554	"THIS IS A SOLICITATION FOR BUSINESS. IF YOU HAVE HAD
555	A CLAIM FOR AN INSURED PROPERTY LOSS OR DAMAGE AND YOU
556	ARE SATISFIED WITH THE PAYMENT BY YOUR INSURER, YOU
557	MAY DISREGARD THIS ADVERTISEMENT."
558	
559	<u>(9)<del>(8)</del> A public adjuster, a public adjuster apprentice, or</u>
560	any person or entity acting on behalf of a public adjuster or
561	public adjuster apprentice may not give or offer to give a
562	monetary loan or advance to a client or prospective client.
563	<u>(10)</u> A public adjuster, public adjuster apprentice, or
564	any individual or entity acting on behalf of a public adjuster
565	or public adjuster apprentice may not give or offer to give,
566	directly or indirectly, any article of merchandise having a
567	value in excess of \$25 to any individual for the purpose of
568	advertising or as an inducement to entering into a contract with
569	a public adjuster.
570	<del>(10)<u>(</u>11)</del> (a) If a public adjuster enters into a contract
571	with an insured or claimant to reopen a claim or file a
572	supplemental claim that seeks additional payments for a claim
573	that has been previously paid in part or in full or settled by
574	the insurer, the public adjuster may not charge, agree to, or
575	accept from any source compensation, payment, commission, fee,
576	or any other thing of value based on a previous settlement or
577	previous claim payments by the insurer for the same cause of
578	loss. The charge, compensation, payment, commission, fee, or any
579	other thing of value must be based only on the claim payments or
580	settlements paid to the insured, exclusive of attorney fees and

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581 costs, obtained through the work of the public adjuster after 582 entering into the contract with the insured or claimant. 583 Compensation for the reopened or supplemental claim may not 584 exceed 20 percent of the reopened or supplemental claim payment. 585 In no event shall the contracts described in this paragraph 586 exceed the limitations in paragraph (b). 587 (b) A public adjuster may not charge, agree to, or accept 588 from any source compensation, payment, commission, fee, or any 589 other thing of value in excess of: 590 1. Ten percent of the amount of insurance claim payments or 591 settlements, exclusive of attorney fees and costs, paid to the 592 insured by the insurer for claims based on events that are the 593 subject of a declaration of a state of emergency by the 594 Governor. This provision applies to claims made during the year 595 after the declaration of emergency. After that year, the 596 limitations in subparagraph 2. apply. 597 2. Twenty percent of the amount of insurance claim payments 598 or settlements, exclusive of attorney fees and costs, paid to 599 the insured by the insurer for claims that are not based on 600 events that are the subject of a declaration of a state of 601 emergency by the Governor. 602 3. One percent of the amount of insurance claim payments or settlements, paid to the insured by the insurer for any coverage 603 604 part of the policy where the claim payment or written agreement 605 by the insurer to pay is equal to or greater than the policy 606 limit for that part of the policy, if the payment or written 607 commitment to pay is provided within 14 days after the date of loss or within 10 days after the date on which the public 608 adjusting contract is executed, whichever is later. 609

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601-03987A-23 20231398c2 610 4. Zero percent of the amount of insurance claim payments 611 or settlements, paid to the insured by the insurer for any 612 coverage part of the policy where the claim payment or written 613 agreement by the insurer to pay occurs before the date on which 614 the public adjusting contract is executed. 615 (c) Insurance claim payments made by the insurer do not 616 include policy deductibles, and public adjuster compensation may 617 not be based on the deductible portion of a claim. (d) Public adjuster compensation may not be based on 618 amounts attributable to additional living expenses, unless such 619 620 compensation is affirmatively agreed to in a separate agreement 621 that includes a disclosure in substantially the following form: 622 "I agree to retain and compensate the public adjuster for 623 adjusting my additional living expenses and securing payment from my insurer for amounts attributable to additional living 624 625 expenses payable under the policy issued on my (home/mobile home/condominium unit)." 626 627 (e) Public adjuster rate of compensation may not be 628 increased based solely on the fact that the claim is litigated. 629 (f) Any maneuver, shift, or device through which the limits 630 on compensation set forth in this subsection are exceeded is a 631 violation of this chapter punishable as provided under s.

632 626.8698.

633 (12) (a) (11) Each public adjuster must provide to the 634 claimant or insured a written estimate of the loss to assist in 635 the submission of a proof of loss or any other claim for payment 636 of insurance proceeds within 60 days after the date of the 637 contract. The written estimate must include an itemized, per-638 unit estimate of the repairs, including itemized information on

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601-03987A-23 20231398c2 639 equipment, materials, labor, and supplies, in accordance with 640 accepted industry standards. The public adjuster shall retain 641 such written estimate for at least 5 years and shall make the 642 estimate available to the claimant or insured, the insurer, and 643 the department upon request. 644 (b) An insured may cancel the contract with no additional 645 penalties or fees charged by the public adjuster if such an 646 estimate is not provided within 60 days after executing the 647 contract, subject to the cancellation notice requirement in this 648 section, unless the failure to provide the estimate within 60 649 days is caused by factors beyond the control of the public 650 adjuster. The cancellation period shall cease on the date the public adjuster provides the written estimate to the insured. 651 652 (13) <del>(12)</del> A public adjuster, public adjuster apprentice, or 653 any person acting on behalf of a public adjuster or apprentice

may not accept referrals of business from any person with whom the public adjuster conducts business if there is any form or manner of agreement to compensate the person, directly or indirectly, for referring business to the public adjuster. A public adjuster may not compensate any person, except for another public adjuster, directly or indirectly, for the principal purpose of referring business to the public adjuster.

661 <u>(14)(13)</u> A company employee adjuster, independent adjuster, 662 attorney, investigator, or other persons acting on behalf of an 663 insurer that needs access to an insured or claimant or to the 664 insured property that is the subject of a claim must provide at 665 least 48 hours' notice to the insured or claimant, public 666 adjuster, or legal representative before scheduling a meeting 667 with the claimant or an onsite inspection of the insured

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601-03987A-23 20231398c2 668 property. The insured or claimant may deny access to the 669 property if the notice has not been provided. The insured or 670 claimant may waive the 48-hour notice. 671 (15) (14) The public adjuster must ensure that prompt notice is given of the claim to the insurer, the public adjuster's 672 673 contract is provided to the insurer, the property is available 674 for inspection of the loss or damage by the insurer, and the

675 insurer is given an opportunity to interview the insured 676 directly about the loss and claim. The insurer must be allowed 677 to obtain necessary information to investigate and respond to 678 the claim.

679 (a) The insurer may not exclude the public adjuster from 680 its in-person meetings with the insured. The insurer shall meet 681 or communicate with the public adjuster in an effort to reach 682 agreement as to the scope of the covered loss under the 683 insurance policy. The public adjuster shall meet or communicate 684 with the insurer in an effort to reach agreement as to the scope 685 of the covered loss under the insurance policy. This section 686 does not impair the terms and conditions of the insurance policy 687 in effect at the time the claim is filed.

(b) A public adjuster may not restrict or prevent an
insurer, company employee adjuster, independent adjuster,
attorney, investigator, or other person acting on behalf of the
insurer from having reasonable access at reasonable times to any
insured or claimant or to the insured property that is the
subject of a claim.

(c) A public adjuster may not act or fail to reasonably act
in any manner that obstructs or prevents an insurer or insurer's
adjuster from timely conducting an inspection of any part of the

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601-03987A-23 20231398c2 697 insured property for which there is a claim for loss or damage. 698 The public adjuster representing the insureds may be present for 699 the insurer's inspection, but if the unavailability of the 700 public adjuster otherwise delays the insurer's timely inspection 701 of the property, the public adjuster or the insureds must allow 702 the insurer to have access to the property without the 703 participation or presence of the public adjuster or insureds in 704 order to facilitate the insurer's prompt inspection of the loss 705 or damage.

(16) (15) A licensed contractor under part I of chapter 489, 706 707 or a subcontractor of such licensee, may not advertise, solicit, 708 offer to handle, handle, or perform public adjuster services as 709 provided in subsection (1) unless licensed and compliant as a 710 public adjuster under this chapter. The prohibition against 711 solicitation does not preclude a contractor from suggesting or 712 otherwise recommending to a consumer that the consumer consider 713 contacting his or her insurer to determine if the proposed 714 repair is covered under the consumer's insurance policy, except 715 as it relates to solicitation prohibited in s. 489.147. In 716 addition, the contractor may discuss or explain a bid for 717 construction or repair of covered property with the residential 718 property owner who has suffered loss or damage covered by a 719 property insurance policy, or the insurer of such property, if 720 the contractor is doing so for the usual and customary fees 721 applicable to the work to be performed as stated in the contract 722 between the contractor and the insured.

723 <u>(17) (16)</u> A public adjuster shall not acquire any interest 724 in salvaged property, except with the written consent and 725 permission of the insured through a signed affidavit.

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601-03987A-23 20231398c2 726 (18) (17) A public adjuster, a public adjuster apprentice, 727 or a person acting on behalf of an adjuster or apprentice may 728 not enter into a contract or accept a power of attorney that 729 vests in the public adjuster, the public adjuster apprentice, or the person acting on behalf of the adjuster or apprentice the 730 731 effective authority to choose the persons or entities that will 732 perform repair work in a property insurance claim or provide 733 goods or services that will require the insured or third-party 734 claimant to expend funds in excess of those payable to the 735 public adjuster under the terms of the contract for adjusting 736 services. 737 (19) + (18) Subsections (5) - (18) + (5) - (17) apply only to

737 (19) (18) Subsections (5) - (18) (5) - (17) apply only to 738 residential property insurance policies and condominium unit 739 owner policies as described in s. 718.111(11).

740 <u>(20) (19)</u> Except as otherwise provided in this chapter, no 741 person, except an attorney at law or a licensed public adjuster, 742 may for money, commission, or any other thing of value, directly 743 or indirectly:

(a) Prepare, complete, or file an insurance claim for aninsured or a third-party claimant;

(b) Act on behalf of or aid an insured or a third-party
claimant in negotiating for or effecting the settlement of a
claim for loss or damage covered by an insurance contract;

749 (c) Offer to initiate or negotiate a claim on behalf of an 750 insured;

751 (d) Advertise services that require a license as a public 752 adjuster; or

(e) Solicit, investigate, or adjust a claim on behalf of apublic adjuster, an insured, or a third-party claimant.

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601-03987A-23 20231398c2 755 (21) (20) The department may take administrative actions and 756 impose fines against any persons performing claims adjusting, soliciting, or any other services described in this section 757 758 without the licensure required under this section or s. 626.112. 759 (22) (21) A public adjuster, public adjuster apprentice, or 760 public adjusting firm that solicits a claim and does not enter 761 into a contract with an insured or a third-party claimant 762 pursuant to paragraph (11)(a) (10)(a) may not charge an insured 763 or a third-party claimant or receive payment by any other source 764 for any type of service related to the insured or third-party 765 claimant's claim. 766 (23) (a) (22) (a) Any following act by a public adjuster, a 767 public adjuster apprentice, or a person acting on behalf of a 768 public adjuster or public adjuster apprentice is prohibited and 769 shall result in discipline as applicable under this part: 770 1. Offering to a residential property owner a rebate, gift,

770 1. Offering to a residential property owner a rebate, gift, 771 gift card, cash, coupon, waiver of any insurance deductible, or 772 any other thing of value in exchange for:

a. Allowing a contractor, a public adjuster, a public
adjuster apprentice, or a person acting on behalf of a public
adjuster or public adjuster apprentice to conduct an inspection
of the residential property owner's roof; or

b. Making an insurance claim for damage to the residentialproperty owner's roof.

2. Offering, delivering, receiving, or accepting any
compensation, inducement, or reward for the referral of any
services for which property insurance proceeds would be used for
roofing repairs or replacement.

783

(b) Notwithstanding the fine set forth in s. 626.8698, a

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601-03987A-23 20231398c2 784 public adjuster or public adjuster apprentice may be subject to 785 a fine not to exceed \$10,000 per act for a violation of this 786 subsection and a fine not to exceed \$20,000 per act for a 787 violation of this subsection that occurs during a state of 788 emergency declared by executive order or proclamation of the 789 Governor pursuant to s. 252.36. 790 (c) A person who engages in an act prohibited by this 791 subsection and who is not a public adjuster or a public adjuster 792 apprentice, or is not otherwise exempt from licensure, is guilty 793 of the unlicensed practice of public adjusting and may be: 794 1. Subject to all applicable penalties set forth in this 795 part. 796 2. Notwithstanding subparagraph 1., subject to a fine not 797 to exceed \$10,000 per act for a violation of this subsection and 798 a fine not to exceed \$20,000 per act for a violation of this 799 subsection that occurs during a state of emergency declared by 800 executive order or proclamation of the Governor pursuant to s. 252.36. 801 802 Section 9. Section 626.860, Florida Statutes, is amended to 803 read: 804 626.860 Attorneys at law; exemption.-Attorneys at law duly 805 licensed to practice law in the courts of this state, and in 806 good standing with The Florida Bar, shall not be required to be 807 licensed under the provisions of this code to authorize them to 808 adjust or participate in the adjustment of any claim, loss, or 809 damage arising under policies or contracts of insurance. This 810 exemption does not extend to the employees, interns, volunteers, 811 or contractors of an attorney or of a law firm.

812

Section 10. Section 626.875, Florida Statutes, is amended

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813	to read:
814	626.875 Office and records
815	(1) (a) Each appointed independent adjuster and licensed
816	public adjuster must maintain a place of business in this state
817	which is accessible to the public and keep therein the usual and
818	customary records pertaining to transactions under the license.
819	This provision does not prohibit maintenance of such an office
820	in the home of the licensee.
821	(b) A license issued under this chapter must at all times
822	be posted in a conspicuous place in the principal place of
823	business of the license holder. If the licensee is conducting
824	business away from the place of business such that the license
825	cannot be posted, the licensee shall have such license in his or
826	her actual possession at the time of carrying on such business.
827	(2) The records of the adjuster relating to a particular
828	claim or loss shall be so retained in the adjuster's place of
829	business for a period of not less than 5 years after completion
830	of the adjustment and shall be available for inspection by the
831	department between the hours of 8 a.m. and 5 p.m., Monday
832	through Friday, excluding state holidays. This provision shall
833	not be deemed to prohibit return or delivery to the insurer or
834	insured of documents furnished to or prepared by the adjuster
835	and required by the insurer or insured to be returned or
836	delivered thereto. At a minimum, the following records must be
837	maintained for a period of not less than 5 years:
838	(a) Name, address, telephone number, and e-mail address of
839	the insured, and the name of the attorney representing the
840	insured, if applicable.
841	(b) The date, location, and amount of the loss.

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842	(c) An unaltered copy of the executed disclosure document
843	required by s. 626.8796.
844	(d) An unaltered copy of the executed public adjuster
845	contract required by s. 626.8796.
846	(e) A copy of the estimate of damages provided to the
847	insurer.
848	(f) The name of the insurer; the name of the claims
849	representative of the insurer; and the amount, expiration date,
850	and number of each policy under which the loss is covered.
851	(g) An itemized statement of the recoveries by the insured
852	from the sources known to the adjuster.
853	(h) An itemized statement of all compensation received by
854	the public adjuster from any source in connection with the loss.
855	(i) A register of all money received, deposited, disbursed,
856	and withdrawn in connection with a transaction with the insured,
857	including fees, transfers, and disbursements in connection with
858	the loss.
859	Section 11. Section 626.8796, Florida Statutes, is amended
860	to read:
861	626.8796 Public adjuster contracts; <u>disclosure statement;</u>
862	fraud statement
863	(1) All contracts for public adjuster services must be in
864	writing in at least 12-point type, be titled "Public Adjuster
865	Contract," and prominently display the following statement on
866	the contract in minimum 18-point bold type before the space
867	reserved in the contract for the signature of the insured:
868	"Pursuant to s. 817.234, Florida Statutes, any person who, with
869	the intent to injure, defraud, or deceive an insurer or insured,
870	prepares, presents, or causes to be presented a proof of loss or

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601-03987A-23 20231398c2 871 estimate of cost or repair of damaged property in support of a 872 claim under an insurance policy knowing that the proof of loss 873 or estimate of claim or repairs contains false, incomplete, or 874 misleading information concerning any fact or thing material to 875 the claim commits a felony of the third degree, punishable as 876 provided in s. 775.082, s. 775.083, or s. 775.084, Florida 877 Statutes." 878 (2) A public adjuster contract relating to a property and 879 casualty claim must contain the full name, permanent business address, phone number, e-mail address, and license number of the 880 881 public adjuster; the full name of the public adjusting firm; and 882 the insured's full name, and street address, phone number, and 883 e-mail address, together with a brief description of the loss. 884 The contract must state the percentage of compensation for the public adjuster's services in minimum 18-point bold type before 885 886 the space reserved in the contract for the signature of the 887 insured; the type of claim, including an emergency claim, 888 nonemergency claim, or supplemental claim; the initials of the 889 named insured on each page that does not contain the insured's 890 signature; the signatures of the public adjuster and all named 891 insureds; and the signature date. If all of the named insureds' 892 signatures are not available, the public adjuster must submit an 893 affidavit signed by the available named insureds attesting that 894 they have authority to enter into the contract and settle all claim issues on behalf of the named insureds. An unaltered copy 895 896 of the executed contract must be remitted to the insured at the 897 time of execution and to the insurer, or the insurer's representative, within 7 <del>30</del> days after execution. A public 898 899 adjusting firm that adjusts claims primarily for commercial

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900	entities with operations in more than one state and that does
901	not directly or indirectly perform adjusting services for
902	insurers or individual homeowners is deemed to comply with the
903	requirements of this subsection if, at the time a proof of loss
904	is submitted, the public adjusting firm remits to the insurer an
905	affidavit signed by the public adjuster or public adjuster
906	apprentice that identifies:
907	(a) The full name, permanent business address, phone
908	number, e-mail address, and license number of the public
909	adjuster or public adjuster apprentice.
910	(b) The full name of the public adjusting firm.
911	(c) The insured's full name <u>,</u> and street address, <u>phone</u>
912	number, and e-mail address, together with a brief description of
913	the loss.
914	(d) An attestation that the compensation for public
915	adjusting services will not exceed the limitations provided by
916	law.
917	(e) The type of claim, including an emergency claim,
918	nonemergency claim, or supplemental claim.
919	(3) The public adjuster shall not receive compensation for
920	services provided prior to the date the insured receives an
921	unaltered copy of the executed contract or the date executed
922	contract is submitted to the insurer. Proof of receipt by the
923	insured and proof of submission to the insurer must be
924	maintained by the public adjuster for not less than five years.
925	(4) The insured may rescind the contract for public
926	adjuster services if the public adjuster has not submitted a
927	written estimate to the insurer within 60 days after executing
928	the contract, unless the failure to provide the written estimate

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929	within 60 days is caused by factors beyond the public adjuster's
930	control.
931	(5) The cancellation period for failure to provide a
932	written estimate terminates on the date the estimate is
933	provided.
934	(6) Before the signing of the contract, the public adjuster
935	shall provide the insured with a separate disclosure document to
936	be signed by the insured, on a form adopted by the department,
937	regarding the claim process which accomplishes the following:
938	(a) Defines the following types of adjusters who may be
939	involved in the claim process: company adjuster, independent
940	adjuster, and public adjuster.
941	(b) Explains that the public adjuster is not a
942	representative or employee of the insurer.
943	(c) Explains that the insured is not required to hire a
944	public adjuster, but has a right to do so.
945	(d) Explains that an insured has a right to initiate direct
946	communications with the insured's attorney, the insurer, the
947	company adjuster, the insurer's attorney, or any person
948	regarding the settlement of the insured's claim.
949	(e) Explains that the public adjuster's salary, fee,
950	commission, or other consideration to be paid to a public
951	adjuster is the insured's responsibility.
952	(f) Explains that the public adjuster is required to
953	provide the insured an unaltered copy of the executed contract
954	at the time of execution.
955	(g) Explains that if the contract was entered into based on
956	events that are the subject of a declaration of a state of
957	emergency by the Governor, an insured or a claimant may cancel

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i	601-03987A-23 20231398c2
958	the public adjuster's contract to adjust a claim without penalty
959	or obligation within 30 days after the date of loss or 10 days
960	after the date on which the contract is executed, whichever is
961	longer.
962	(h) The public adjuster shall provide an unaltered copy of
963	the executed disclosure document to the insured at the time of
964	execution.
965	(7) A contract that does not comply with this section is
966	invalid and unenforceable.
967	(8) The department may adopt rules pursuant to ss.
968	120.536(1) and 120.54 to implement this section, including rules
969	to adopt forms required by this section.
970	Section 12. Section 626.8797, Florida Statutes, is amended
971	to read:
972	626.8797 Proof of loss; fraud statement.—All proof-of-loss
973	statements must prominently display the following statement <u>in</u>
974	minimum 18-point bold type before the space reserved in the
975	contract for the signature of the insured: "Pursuant to s.
976	817.234, Florida Statutes, any person who, with the intent to
977	injure, defraud, or deceive any insurer or insured, prepares,
978	presents, or causes to be presented a proof of loss or estimate
979	of cost or repair of damaged property in support of a claim
980	under an insurance policy knowing that the proof of loss or
981	estimate of claim or repairs contains any false, incomplete, or
982	misleading information concerning any fact or thing material to
983	the claim commits a felony of the third degree, punishable as
984	provided in s. 775.082, s. 775.083, or s. 775.084, Florida
985	Statutes."
986	Section 13. Paragraph (a) of subsection (1) of section

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601-03987A-23 20231398c2 987 626.9541, Florida Statutes, is amended to read: 988 626.9541 Unfair methods of competition and unfair or 989 deceptive acts or practices defined.-990 (1) UNFAIR METHODS OF COMPETITION AND UNFAIR OR DECEPTIVE 991 ACTS.-The following are defined as unfair methods of competition 992 and unfair or deceptive acts or practices: 993 (a) Misrepresentations and false advertising of insurance 994 policies.-Knowingly making, issuing, circulating, or causing to 995 be made, issued, or circulated, any estimate, illustration, circular, statement, sales presentation, omission, comparison, 996 997 or property and casualty certificate of insurance altered after 998 being issued, which: 999 1. Misrepresents the benefits, advantages, conditions, or 1000 terms of any insurance policy. 1001 2. Misrepresents the dividends or share of the surplus to 1002 be received on any insurance policy. 1003 3. Makes any false or misleading statements as to the 1004 dividends or share of surplus previously paid on any insurance 1005 policy. 1006 4. Is misleading, or is a misrepresentation, as to the 1007 financial condition of any person or as to the legal reserve 1008 system upon which any life insurer operates. 1009 5. Uses any name or title of any insurance policy or class 1010 of insurance policies misrepresenting the true nature thereof. 1011 6. Is a misrepresentation for the purpose of inducing, or tending to induce, the lapse, forfeiture, exchange, conversion, 1012 1013 or surrender of any insurance policy. 1014

10147. Is a misrepresentation for the purpose of effecting a1015pledge or assignment of, or effecting a loan against, any

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601-03987A-23 20231398c2 1016 insurance policy. 1017 8. Misrepresents any insurance policy as being shares of 1018 stock or misrepresents ownership interest in the company. 1019 9. Uses any advertisement that would mislead or otherwise 1020 cause a reasonable person to believe mistakenly that the state 1021 or the Federal Government is responsible for the insurance sales 1022 activities of any person or stands behind any person's credit or 1023 that any person, the state, or the Federal Government guarantees 1024 any returns on insurance products or is a source of payment of 1025 any insurance obligation of or sold by any person. 1026 10. Fails to disclose a third party that receives 1027 royalties, referral fees, or other remuneration for sponsorship, 1028 marketing, or use of third-party branding for a policy of health 1029 insurance as defined in s. 624.603. 1030 Section 14. Paragraph (c) of subsection (2) of section 1031 627.4025, Florida Statutes, is amended, and paragraph (d) is 1032 added to that subsection, to read: 1033 627.4025 Residential coverage and hurricane coverage 1034 defined.-1035 (2) As used in policies providing residential coverage: 1036 (c) "Hurricane" for purposes of paragraphs (a) and (b) 1037 means a storm system that has been declared to be a hurricane by 1038 the National Hurricane Center of the National Weather Service. 1039 The duration of the hurricane includes the time period, in Florida: 1040 1041 1. Beginning at the time a hurricane watch or hurricane 1042 warning is issued for any part of Florida by the National

1043 Hurricane Center of the National Weather Service; and

1044

### 2. Continuing for the time period during which the

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1045	hurricane conditions exist anywhere in Florida; and
1046	3. Ending 72 hours following the termination of the last
1047	hurricane watch or hurricane warning issued for any part of
1048	Florida by the National Hurricane Center of the National Weather
1049	Service.
1050	(d) "Hurricane deductible" means the deductible applicable
1051	to loss caused by a hurricane.
1052	Section 15. Paragraph (b) of subsection (1) and paragraph
1053	(b) of subsection (2) of section 627.4133, Florida Statutes, are
1054	amended to read:
1055	627.4133 Notice of cancellation, nonrenewal, or renewal
1056	premium
1057	(1) Except as provided in subsection (2):
1058	(b) An insurer issuing a policy providing coverage for
1059	property, casualty, except mortgage guaranty, surety, or marine
1060	insurance, other than motor vehicle insurance subject to s.
1061	627.728 or s. 627.7281, shall give the first-named insured
1062	written notice of cancellation or termination other than
1063	nonrenewal at least 45 days prior to the effective date of the
1064	cancellation or termination, including in the written notice the
1065	reason or reasons for the cancellation or termination, except
1066	that:
1067	1. When cancellation is for nonpayment of premium, at least
1068	10 days' written notice of cancellation accompanied by the
1069	reason therefor shall be given. As used in this subparagraph and
1070	s. 440.42(3), the term "nonpayment of premium" means failure of
1071	the named insured to discharge when due any of her or his
1072	obligations in connection with the payment of premiums on a
1073	policy or any installment of such premium, whether the premium

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1098

601-03987A-23 20231398c2 1074 is payable directly to the insurer or its agent or indirectly 1075 under any premium finance plan or extension of credit, or 1076 failure to maintain membership in an organization if such 1077 membership is a condition precedent to insurance coverage. 1078 "Nonpayment of premium" also means the failure of a financial 1079 institution to honor an insurance applicant's check after 1080 delivery to a licensed agent for payment of a premium, even if 1081 the agent has previously delivered or transferred the premium to 1082 the insurer. If a dishonored check represents the initial 1083 premium payment, the contract and all contractual obligations 1084 shall be void ab initio unless the nonpayment is cured within 1085 the earlier of 5 days after actual notice by certified mail is 1086 received by the applicant or 15 days after notice is sent to the 1087 applicant by certified mail or registered mail, and if the 1088 contract is void, any premium received by the insurer from a 1089 third party shall be refunded to that party in full; and

1090 2. When such cancellation or termination occurs during the 1091 first 60 90 days during which the insurance is in force and the 1092 insurance is canceled or terminated for reasons other than 1093 nonpayment of premium, at least 20 days' written notice of 1094 cancellation or termination accompanied by the reason therefor 1095 shall be given except where there has been a material misstatement or misrepresentation or failure to comply with the 1096 underwriting requirements established by the insurer. 1097

1099 After the policy has been in effect for <u>60</u> <del>90</del> days, no such 1100 policy shall be canceled by the insurer except when there has 1101 been a material misstatement, a nonpayment of premium, a failure 1102 to comply with underwriting requirements established by the

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601-03987A-23 20231398c2 1103 insurer within 60  $\frac{90}{20}$  days of the date of effectuation of 1104 coverage, or a substantial change in the risk covered by the 1105 policy or when the cancellation is for all insureds under such policies for a given class of insureds. This subsection does not 1106 1107 apply to individually rated risks having a policy term of less 1108 than 90 days. 1109 (d) Notwithstanding paragraph (b), Citizens Property Insurance Corporation, in underwriting risks that, prior to the 1110 1111 date of the application, were most recently insured by an 1112 insurer that has been placed in receivership under chapter 631, 1113 may immediately cancel a policy insuring such risk that is in 1114 effect for 90 days or less for material misrepresentation or 1115 failure to comply with underwriting requirements established before the effectuation of coverage. 1116 1117 (2) With respect to any personal lines or commercial

1118 residential property insurance policy, including, but not 1119 limited to, any homeowner, mobile home owner, farmowner, 1120 condominium association, condominium unit owner, apartment 1121 building, or other policy covering a residential structure or 1122 its contents:

(b) The insurer shall give the first-named insured written notice of nonrenewal, cancellation, or termination at least 120 days before the effective date of the nonrenewal, cancellation, or termination. The notice must include the reason for the nonrenewal, cancellation, or termination, except that:

1128 1. If cancellation is for nonpayment of premium, at least 1129 10 days' written notice of cancellation accompanied by the 1130 reason therefor must be given. As used in this subparagraph, the 1131 term "nonpayment of premium" means failure of the named insured

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601-03987A-23 20231398c2 1132 to discharge when due her or his obligations for paying the 1133 premium on a policy or an installment of such premium, whether 1134 the premium is payable directly to the insurer or its agent or 1135 indirectly under a premium finance plan or extension of credit, 1136 or failure to maintain membership in an organization if such 1137 membership is a condition precedent to insurance coverage. The 1138 term also means the failure of a financial institution to honor 1139 an insurance applicant's check after delivery to a licensed 1140 agent for payment of a premium even if the agent has previously 1141 delivered or transferred the premium to the insurer. If a 1142 dishonored check represents the initial premium payment, the 1143 contract and all contractual obligations are void ab initio 1144 unless the nonpayment is cured within the earlier of 5 days after actual notice by certified mail is received by the 1145 1146 applicant or 15 days after notice is sent to the applicant by certified mail or registered mail. If the contract is void, any 1147 1148 premium received by the insurer from a third party must be 1149 refunded to that party in full.

1150 2. If cancellation or termination occurs during the first 1151 60 90 days the insurance is in force and the insurance is 1152 canceled or terminated for reasons other than nonpayment of 1153 premium, at least 20 days' written notice of cancellation or 1154 termination accompanied by the reason therefor must be given 1155 unless there has been a material misstatement or 1156 misrepresentation or a failure to comply with the underwriting requirements established by the insurer. 1157

1158 3. After the policy has been in effect for <u>60</u> <del>90</del> days, the 1159 policy may not be canceled by the insurer unless there has been 1160 a material misstatement; a nonpayment of premium; a failure to

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1185

601-03987A-23 20231398c2 1161 comply, within 60  $\frac{90}{200}$  days after the date of effectuation of 1162 coverage, with underwriting requirements established by the 1163 insurer before the date of effectuation of coverage; or a substantial change in the risk covered by the policy or unless 1164 1165 the cancellation is for all insureds under such policies for a 1166 given class of insureds. This subparagraph does not apply to 1167 individually rated risks that have a policy term of less than 90 days. 1168 4. After a policy or contract has been in effect for more 1169 1170 than 60 90 days, the insurer may not cancel or terminate the 1171 policy or contract based on credit information available in 1172 public records. 1173 5. A policy that is nonrenewed by Citizens Property 1174 Insurance Corporation, pursuant to s. 627.351(6), for a policy 1175 that has been assumed by an authorized insurer offering 1176 replacement coverage to the policyholder is exempt from the 1177 notice requirements of paragraph (a) and this paragraph. In such 1178 cases, the corporation must give the named insured written 1179 notice of nonrenewal at least 45 days before the effective date 1180 of the nonrenewal. 6. Notwithstanding any other provision of law, an insurer 1181 1182 may cancel or nonrenew a property insurance policy after at 1183 least 45 days' notice if the office finds that the early 1184 cancellation of some or all of the insurer's policies is

1186 policyholders and the office approves the insurer's plan for 1187 early cancellation or nonrenewal of some or all of its policies. 1188 The office may base such finding upon the financial condition of 1189 the insurer, lack of adequate reinsurance coverage for hurricane

necessary to protect the best interests of the public or

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1190	risk, or other relevant factors. The office may condition its
1191	finding on the consent of the insurer to be placed under
1192	administrative supervision pursuant to s. 624.81 or to the
1193	appointment of a receiver under chapter 631.
1194	7. A policy covering both a home and a motor vehicle may be
1195	nonrenewed for any reason applicable to the property or motor
1196	vehicle insurance after providing 90 days' notice.
1197	Section 16. Effective January 1, 2024, section 627.4554,
1198	Florida Statutes, is amended to read:
1199	627.4554 Suitability in annuity transactions investments
1200	(1) PURPOSEThe purpose of this section is to require
1201	agents to act in the best interest of the consumer when making a
1202	recommendation of an annuity and to require insurers to
1203	establish and maintain a system to supervise so <del>set forth</del>
1204	standards and procedures for making recommendations to consumers
1205	which result in transactions involving annuity products, and to
1206	establish a system for supervising such recommendations in order
1207	to ensure that the insurance needs and financial objectives of
1208	consumers are <u>effectively</u> <del>appropriately</del> addressed at the time of
1209	the transaction.
1210	(2) SCOPE.—This section applies to any <u>sale or</u>
1211	recommendation <u>of</u> <del>made to a consumer to purchase, exchange, or</del>
1212	replace an annuity by an insurer or its agent, and which results
1213	in the purchase, exchange, or replacement recommended.
1214	(3) DEFINITIONSAs used in this section, the term:
1215	(a) "Agent" means a person or entity required to be
1216	licensed under the laws of this state to sell, solicit, or
1217	negotiate insurance, including annuities. For purposes of this
1218	section, the term includes an insurer when no agent is involved

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1219	has the same meaning as provided in s. 626.015.
1220	(b) "Annuity" means an insurance product under state law
1221	which is individually solicited, whether classified as an
1222	individual or group annuity.
1223	(c) "Cash compensation" means any discount, concession,
1224	fee, service fee, commission, sales charge, loan, override, or
1225	cash benefit received by an agent from an insurer or
1226	intermediary or directly from the consumer in connection with
1227	the recommendation or sale of an annuity.
1228	(d) "Consumer profile information" means information that
1229	is reasonably appropriate to determine whether a recommendation
1230	addresses the consumer's financial situation, insurance needs,
1231	and financial objectives, including, at a minimum, the
1232	following:
1233	<u>1. Age.</u>
1234	2. Annual income.
1235	3. Financial situation and needs, including debts and other
1236	obligations.
1237	4. Financial experience.
1238	5. Insurance needs.
1239	6. Financial objectives.
1240	7. Intended use of the annuity.
1241	8. Financial time horizon.
1242	9. Existing assets or financial products, including
1243	investment, annuity, and insurance holdings.
1244	10. Liquidity needs.
1245	11. Liquid net worth.
1246	12. Risk tolerance, including, but not limited to,
1247	willingness to accept nonguaranteed elements in the annuity.

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1248	13. Financial resources used to fund the annuity.
1249	14. Tax status.
1250	(e) (c) "FINRA" means the Financial Industry Regulatory
1251	Authority or a succeeding agency.
1252	<u>(f)</u> "Insurer" has the same meaning as provided in s.
1253	624.03.
1254	(g) "Intermediary" means an entity contracted directly with
1255	an insurer or with another entity contracted with an insurer to
1256	facilitate the sale of the insurer's annuities by agents.
1257	(h) "Material conflict of interest" means a financial
1258	interest of the agent in the sale of an annuity which a
1259	reasonable person would expect to influence the impartiality of
1260	a recommendation. The term does not include cash compensation or
1261	noncash compensation.
1262	(i) "Noncash compensation" means any form of compensation
1263	that is not cash compensation, including, but not limited to,
1264	health insurance, office rent, office support, and retirement
1265	benefits.
1266	(j) "Nonguaranteed elements" means the premiums; credited
1267	interest rates, including any bonus; benefits; values;
1268	dividends; noninterest-based credits; charges; or elements of
1269	formulas used to determine any of these, which are subject to
1270	company discretion and are not guaranteed at issue. An element
1271	is considered nonguaranteed if any of the underlying
1272	nonguaranteed elements are used in its calculation.
1273	<u>(k) (e)</u> "Recommendation" means advice provided by an <del>insurer</del>
1274	<del>or its</del> agent to <u>an individual</u> <del>a</del> consumer <u>which was intended to</u>
1275	<u>result or does result</u> <del>which would result</del> in <u>a</u> <del>the</del> purchase, <u>an</u>
1276	exchange, or <u>a</u> replacement of an annuity in accordance with that

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1277	advice. The term does not include general communication to the
1278	public, generalized customer services, assistance or
1279	administrative support, general educational information and
1280	tools, prospectuses, or other product and sales material.
1281	<u>(1)</u> "Replacement" means a transaction in which a new
1282	<u>annuity</u> <del>policy or contract</del> is to be purchased and it is known or
1283	should be known to the proposing <del>insurer or its</del> agent <u>, or to the</u>
1284	proposing insurer whether or not an agent is involved, that by
1285	reason of such transaction an existing annuity or other
1286	insurance policy <u>has been or is to be any of the following</u> <del>or</del>
1287	contract will be:
1288	1. Lapsed, forfeited, surrendered or partially surrendered,
1289	assigned to the replacing insurer, or otherwise terminated;
1290	2. Converted to reduced paid-up insurance, continued as
1291	extended term insurance, or otherwise reduced in value due to
1292	the use of nonforfeiture benefits or other policy values;
1293	3. Amended so as to effect a reduction in benefits or the
1294	term for which coverage would otherwise remain in force or for
1295	which benefits would be paid;
1296	4. Reissued with a reduction in cash value; or
1297	5. Used in a financed purchase.
1298	(m) "SEC" means the United States Securities and Exchange
1299	Commission.
1300	(g) "Suitability information" means information related to
1301	the consumer which is reasonably appropriate to determine the
1302	suitability of a recommendation made to the consumer, including
1303	the following:
1304	<del>1. Age;</del>
1305	2. Annual income;

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1306	3. Financial situation and needs, including the financial
1307	resources used for funding the annuity;
1308	4. Financial experience;
1309	5. Financial objectives;
1310	6. Intended use of the annuity;
1311	7. Financial time horizon;
1312	8. Existing assets, including investment and life insurance
1313	holdings;
1314	9. Liquidity needs;
1315	10. Liquid net worth;
1316	11. Risk tolerance; and
1317	12. Tax status.
1318	(4) EXEMPTIONSUnless otherwise specifically included,
1319	this section does not apply to transactions involving:
1320	(a) Direct-response solicitations where there is no
1321	recommendation based on information collected from the consumer
1322	pursuant to this section;
1323	(b) Contracts used to fund:
1324	1. An employee pension or welfare benefit plan that is
1325	covered by the federal Employee Retirement and Income Security
1326	Act;
1327	2. A plan described by s. 401(a), s. 401(k), s. 403(b), s.
1328	408(k), or s. 408(p) of the Internal Revenue Code, if
1329	established or maintained by an employer;
1330	3. A government or church plan defined in s. 414 of the
1331	Internal Revenue Code, a government or church welfare benefit
1332	plan, or a deferred compensation plan of a state or local
1333	government or tax-exempt organization under s. 457 of the
1334	Internal Revenue Code; <u>or</u>
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1335	4. A nonqualified deferred compensation arrangement
1336	established or maintained by an employer or plan sponsor;
1337	<u>(c)</u> 5. Settlements or assumptions of liabilities associated
1338	with personal injury litigation or a dispute or claim-resolution
1339	process; or
1340	(d) <del>6.</del> Formal prepaid funeral contracts.
1341	(5) DUTIES OF INSURERS AND AGENTS
1342	(a) An agent, when making a recommendation of an annuity,
1343	shall act in the best interest of the consumer under the
1344	circumstances known at the time the recommendation is made,
1345	without placing the financial interest of the agent or insurer
1346	ahead of the consumer's interest. An agent has acted in the best
1347	interest of the consumer if the agent has satisfied the
1348	following obligations regarding care, disclosure, conflict of
1349	interest, and documentation:
1350	1.a. The agent, in making a recommendation, shall exercise
1351	reasonable diligence, care, and skill to:
1352	(I) Know the financial situation, insurance needs, and
1353	financial objectives of the customer.
1354	(II) Understand the available options after making a
1355	reasonable inquiry into options available to the agent.
1356	(III) Have a reasonable basis to believe the recommended
1357	option effectively addresses the consumer's financial situation,
1358	insurance needs, and financial objectives over the life of the
1359	product, as evaluated in light of the consumer profile
1360	information.
1361	(IV) Communicate the reason or reasons for the
1362	recommendation.
1363	b. The requirements of sub-subparagraph a. include:

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1364	(I) Making reasonable efforts to obtain consumer profile
1365	information from the consumer before the recommendation of an
1366	annuity.
1367	(II) Requiring an agent to consider the types of products
1368	the agent is authorized and licensed to recommend or sell which
1369	address the consumer's financial situation, insurance needs, and
1370	financial objectives. This does not require analysis or
1371	consideration of any products outside the authority and license
1372	of the agent or other possible alternative products or
1373	strategies available in the market at the time of the
1374	recommendation. Agents shall be held to standards applicable to
1375	agents with similar authority and licensure.
1376	(III) Having a reasonable basis to believe the consumer
1377	would benefit from certain features of the annuity, such as
1378	annuitization, death or living benefit, or other insurance-
1379	related features.
1380	c. The requirements of this subsection do not create a
1381	fiduciary obligation or relationship and only create a
1382	regulatory obligation as provided in this section.
1383	d. The consumer profile information, characteristics of the
1384	insurer, and product costs, rates, benefits, and features are
1385	those factors generally relevant in making a determination
1386	whether an annuity effectively addresses the consumer's
1387	financial situation, insurance needs, and financial objectives,
1388	but the level of importance of each factor under the care
1389	obligation of this paragraph may vary depending on the facts and
1390	circumstances of a particular case. However, each factor may not
1391	be considered in isolation.
1392	e. The requirements under sub-subparagraph a. apply to the

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1393	particular annuity as a whole and the underlying subaccounts to
1394	which funds are allocated at the time of purchase or exchange of
1395	an annuity, and riders and similar product enhancements, if any.
1396	f. Sub-subparagraph a. does not require that the annuity
1397	with the lowest one-time occurrence compensation structure or
1398	multiple occurrence compensation structure shall necessarily be
1399	recommended.
1400	g. Sub-subparagraph a. does not require the agent to have
1401	ongoing monitoring obligations under the care obligation,
1402	although such an obligation may be separately owed under the
1403	terms of a fiduciary, consulting, investment, advising, or
1404	financial planning agreement between the consumer and the agent.
1405	h. In the case of an exchange or replacement of an annuity,
1406	the agent shall consider the whole transaction, which includes
1407	taking into consideration whether:
1408	(I) The consumer will incur a surrender charge; be subject
1409	to the commencement of a new surrender period; lose existing
1410	benefits, such as death, living, or other contractual benefits;
1411	or be subject to increased fees, investment advisory fees, or
1412	charges for riders and similar product enhancements.
1413	(II) The replacing product would substantially benefit the
1414	consumer in comparison to the replaced product over the life of
1415	the product.
1416	(III) The consumer has had another annuity exchange or
1417	replacement and, in particular, an exchange or replacement
1418	within the preceding 60 months.
1419	i. This section does not require an agent to obtain any
1420	license other than an agent license with the appropriate line of
1421	authority to sell, solicit, or negotiate insurance in this

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state, including, but not limited to, any securities license, in
order to fulfill the duties and obligations contained in this
section; provided, the agent does not give advice or provide
services that are otherwise subject to securities laws or engage
in any other activity requiring other professional licenses.
2.a. Before the recommendation or sale of an annuity, the
agent shall prominently disclose to the consumer, on a form
substantially similar to that posted on the office website as
Appendix A, related to an insurance agent disclosure for
annuities:
(I) A description of the scope and terms of the
relationship with the consumer and the role of the agent in the
transaction.
(II) An affirmative statement on whether the agent is
licensed and authorized to sell the following products:
(A) Fixed annuities.
(B) Fixed indexed annuities.
(C) Variable annuities.
(D) Life insurance.
(E) Mutual funds.
(F) Stocks and bonds.
(G) Certificates of deposit.
(III) An affirmative statement describing the insurers for
which the agent is authorized, contracted, or appointed, or
otherwise able to sell insurance products, using the following
descriptions:
(A) From one insurer;
(B) From two or more insurers; or
(C) From two or more insurers, although primarily

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601-03987A-23 20231398c2 1451 contracted with one insurer. 1452 (IV) A description of the sources and types of cash 1453 compensation and noncash compensation to be received by the 1454 agent, including whether the agent is to be compensated for the 1455 sale of a recommended annuity by commission as part of premium 1456 or other remuneration received from the insurer, intermediary, 1457 or other agent, or by fee as a result of a contract for advice 1458 or consulting services. 1459 (V) A notice of the consumer's right to request additional 1460 information regarding cash compensation described in sub-1461 subparagraph b. 1462 b. Upon request of the consumer or the consumer's designated representative, the agent shall disclose: 1463 1464 (I) A reasonable estimate of the amount of cash 1465 compensation to be received by the agent, which may be stated as 1466 a range of amounts or percentages. 1467 (II) Whether the cash compensation is a one-time or 1468 multiple occurrence amount; and if a multiple occurrence amount, 1469 the frequency and amount of the occurrence, which may be stated 1470 as a range of amounts or percentages. When recommending the 1471 purchase or exchange of an annuity to a consumer which results 1472 in an insurance transaction or series of insurance transactions, 1473 the agent, or the insurer where no agent is involved, must have 1474 reasonable grounds for believing that the recommendation is 1475 suitable for the consumer, based on the consumer's suitability 1476 information, and that there is a reasonable basis to believe all 1477 of the following: 1478 c.1. Before or at the time of the recommendation or sale of 1479 an annuity, the agent shall have a reasonable basis to believe

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1480	the consumer has been <del>reasonably</del> informed of various features of
1481	the annuity, such as the potential surrender period and
1482	surrender charge; potential tax penalty if the consumer sells,
1483	exchanges, surrenders, or annuitizes the annuity; mortality and
1484	expense fees; any annual fees; investment advisory fees;
1485	potential charges for and features of riders <u>or other options of</u>
1486	the annuity; limitations on interest returns; potential changes
1487	in nonguaranteed elements of the annuity; insurance and
1488	investment components; and market risk.
1489	2. The consumer would benefit from certain features of the
1490	annuity, such as tax-deferred growth, annuitization, or the
1491	death or living benefit.
1492	3. An agent shall identify and avoid or reasonably manage
1493	and disclose material conflicts of interest, including material
1494	conflicts of interest related to an ownership interest.
1495	4. An agent shall at the time of the recommendation or
1496	sale:
1497	a. Make a written record of any recommendation and the
1498	basis for the recommendation, subject to this section.
1499	b. Obtain a consumer-signed statement on a form
1500	substantially similar to that posted on the office website as
1501	Appendix B, related to a consumer's refusal to provide
1502	information, documenting:
1503	(I) A customer's refusal to provide the consumer profile
1504	information, if any.
1505	(II) A customer's understanding of the ramifications of not
1506	providing his or her consumer profile information or providing
1507	insufficient consumer profile information.
1508	c. Obtain a consumer-signed statement on a form

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1509	substantially similar to that posted on the office website as
1510	Appendix C, related to a consumer's decision to purchase an
1511	annuity not based on a recommendation, acknowledging the annuity
1512	transaction is not recommended if a customer decides to enter
1513	into an annuity transaction that is not based on the agent's
1514	recommendation.
1515	5. Any requirement applicable to an agent under this
1516	subsection applies to every agent who has exercised material
1517	control or influence in the making of a recommendation and has
1518	received direct compensation as a result of the recommendation
1519	or sale, regardless of whether the agent has had any direct
1520	contact with the consumer. Activities such as providing or
1521	delivering marketing or education materials, product wholesaling
1522	or other back office product support, and general supervision of
1523	an agent do not, in and of themselves, constitute material
1524	control or influence.
1525	3. The particular annuity as a whole, the underlying
1526	subaccounts to which funds are allocated at the time of purchase
1527	or exchange of the annuity, and riders and similar product
1528	enhancements, if any, are suitable; and, in the case of an
1529	exchange or replacement, the transaction as a whole is suitable
1530	for the particular consumer based on his or her suitability
1531	information.
1532	4. In the case of an exchange or replacement of an annuity,
1533	the exchange or replacement is suitable after considering
1534	whether the consumer:
1535	a. Will incur a surrender charge; be subject to the
1536	commencement of a new surrender period; lose existing benefits,
1537	such as death, living, or other contractual benefits; or be

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1538	subject to increased fees, investment advisory fees, or charges
1539	for riders and similar product enhancements;
1540	b. Would benefit from product enhancements and
1541	improvements; and
1542	c. Has had another annuity exchange or replacement,
1543	including an exchange or replacement within the preceding 36
1544	months.
1545	(b) Before executing a purchase, exchange, or replacement
1546	of an annuity resulting from a recommendation, an insurer or its
1547	agent must make reasonable efforts to obtain the consumer's
1548	suitability information. The information shall be collected on
1549	form DFS-H1-1980, which is hereby incorporated by reference, and
1550	completed and signed by the applicant and agent. Questions
1551	requesting this information must be presented in at least 12-
1552	point type and be sufficiently clear so as to be readily
1553	understandable by both the agent and the consumer. A true and
1554	correct executed copy of the form must be provided by the agent
1555	to the insurer, or to the person or entity that has contracted
1556	with the insurer to perform this function as authorized by this
1557	section, within 10 days after execution of the form, and shall
1558	be provided to the consumer no later than the date of delivery
1559	of the contract or contracts.
1560	(c) Except as provided under paragraph (d), an insurer may
1561	not issue an annuity recommended to a consumer unless there is a
1562	reasonable basis to believe the annuity is suitable based on the
1563	consumer's suitability information.
1564	(b)1. <del>(d)</del> Except as provided under subparagraph 2., An

1565 insurer's issuance of an annuity must be reasonable based on all 1566 the circumstances actually known to the insurer at the time the

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1567	<del>annuity is issued. However,</del> an <del>insurer or its</del> agent <u>does not</u>
1568	have does not have an obligation to a consumer related to an
1569	annuity transaction under <u>subparagraph (a)1.</u> <del>paragraph (a) or</del>
1570	<del>paragraph (c)</del> if:
1571	<u>a.</u> 1. A recommendation has not been made;
1572	b.2. A recommendation was made and is later found to have
1573	been based on materially inaccurate information provided by the
1574	consumer;
1575	<u>c.<del>3.</del> A consumer refuses to provide relevant consumer</u>
1576	profile suitability information and the annuity transaction is
1577	not recommended; or
1578	<u>d.</u> 4. A consumer decides to enter into an annuity
1579	transaction that is not based on a recommendation of <u>the</u> <del>an</del>
1580	insurer or its agent.
1581	2. An insurer's issuance of an annuity subject to
1582	subparagraph 1. must be reasonable under all the circumstances
1583	actually known to the insurer at the time the annuity is issued.
1584	(c)1. Except as permitted under paragraph (b), an insurer
1585	may not issue an annuity recommended to a consumer unless there
1586	is a reasonable basis to believe the annuity would effectively
1587	address the particular consumer's financial situation, insurance
1588	needs, and financial objectives based on the consumer's consumer
1589	profile information.
1590	(e) At the time of sale, the agent or the agent's
1591	representative must:
1592	1. Make a record of any recommendation made to the consumer
1593	<del>pursuant to paragraph (a);</del>
1594	2. Obtain the consumer's signed statement documenting his
1595	or her refusal to provide suitability information, if
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1596	applicable; and
1597	3. Obtain the consumer's signed statement acknowledging
1598	that an annuity transaction is not recommended if he or she
1599	decides to enter into an annuity transaction that is not based
1600	on the insurer's or its agent's recommendation, if applicable.
1601	(f) Before executing a replacement or exchange of an
1602	annuity contract resulting from a recommendation, the agent must
1603	provide on form DFS-H1-1981, which is hereby incorporated by
1604	reference, information that compares the differences between the
1605	existing annuity contract and the annuity contract being
1606	recommended in order to determine the suitability of the
1607	recommendation and its benefit to the consumer. A true and
1608	correct executed copy of this form must be provided by the agent
1609	to the insurer, or to the person or entity that has contracted
1610	with the insurer to perform this function as authorized by this
1611	section, within 10 days after execution of the form, and must be
1612	provided to the consumer no later than the date of delivery of
1613	the contract or contracts.
1614	<u>2.(g)</u> An insurer shall establish <u>and maintain</u> a supervision
1615	system that is reasonably designed to achieve the insurer's and
1616	its agent's compliance with this section, including, but not
1617	limited to, the following: -
1618	1. Such system must include, but is not limited to:
1619	a. The insurer shall establish and maintain Maintaining

1620 reasonable procedures to inform its agents of the requirements 1621 of this section and incorporating those requirements into 1622 relevant agent training manuals.+

1623 b. <u>The insurer shall establish and maintain</u> Establishing
1624 standards for agent product training <u>and shall establish and</u>

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601-03987A-23 20231398c2 1625 maintain reasonable procedures to require its agents to comply 1626 with the requirements of subsection (6).+ 1627 c. The insurer shall provide Providing product-specific 1628 training and training materials that explain all material 1629 features of its annuity products to its agents.; 1630 d. The insurer shall establish and maintain Maintaining 1631 procedures for the review of each recommendation before issuance 1632 of an annuity which are designed to ensure that there is a 1633 reasonable basis to determine the recommended annuity would 1634 effectively address the particular consumer's financial 1635 situation, insurance needs, and financial objectives for 1636 determining that a recommendation is suitable. Such review 1637 procedures may use a screening system for identifying selected 1638 transactions for additional review and may be accomplished 1639 electronically or through other means, including, but not 1640 limited to, physical review. Such electronic or other system may 1641 be designed to require additional review only of those 1642 transactions identified for additional review using established 1643 selection criteria.+ 1644 e. The insurer shall establish and maintain Maintaining 1645 reasonable procedures to detect recommendations that are not in 1646 compliance with paragraphs (a), (b), (d), and (e). This may include, but is not limited to, suitable, such as confirmation 1647 of consumer profile suitability information, systematic customer 1648 1649 surveys, agent and consumer interviews, confirmation letters, 1650 agent statements or attestations, and internal monitoring 1651 programs. This sub-subparagraph does not prevent an insurer from

1652 using sampling procedures or from confirming the consumer

1653 <u>profile</u> suitability information after the issuance or delivery

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1654	of the annuity. <del>; and</del>
1655	f. The insurer shall establish and maintain reasonable
1656	procedures to assess, prior to or upon issuance or delivery of
1657	an annuity, whether an agent has provided to the consumer the
1658	information required to be provided under this subsection.
1659	g. The insurer shall establish and maintain reasonable
1660	procedures to identify and address suspicious consumer refusals
1661	to provide consumer profile information.
1662	h. The insurer shall establish and maintain reasonable
1663	procedures to identify and eliminate any sales contests, sales
1664	quotas, bonuses, and noncash compensation that are based on the
1665	sales of specific annuities within a limited period of time. The
1666	requirements of this sub-subparagraph are not intended to
1667	prohibit the receipt of health insurance, office rents, office
1668	support, retirement benefits, or other employee benefits by
1669	employees, as long as those benefits are not based upon the
1670	volume of sales of a specific annuity within a limited period of
1671	time.
1672	<u>i.<del>f.</del> The insurer shall</u> annually <u>provide</u> <del>providing</del> a <u>written</u>
1673	report to senior managers, including the senior manager who is
1674	responsible for audit functions, which details a review, along
1675	with appropriate testing, which is reasonably designed to
1676	determine the effectiveness of the supervision system, the
1677	exceptions found, and corrective action taken or recommended, if
1678	any.
1679	3.2. An insurer is not required to include in its
1680	supervision system:
1681	<u>a.</u> Agent recommendations to consumers of products other
1682	than the annuities offered by the insurer; or

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1683	b. Consideration of or comparison to options available to
1684	the agent or compensation relating to those options other than
1685	annuities or other products offered by the insurer.
1686	4.3. An insurer may contract for performance of a function,
1687	including maintenance of procedures, required under subparagraph
1688	1.
1689	a. An insurer's supervision system under this subsection
1690	shall include supervision of contractual performance under this
1691	subsection, which includes, but is If an insurer contracts for
1692	the performance of a function, the insurer must include the
1693	supervision of contractual performance as part of those
1694	procedures listed in subparagraph 1. These include, but are not
1695	limited to:
1696	(I) Monitoring and, as appropriate, conducting audits to
1697	ensure that the contracted function is properly performed; and
1698	(II) Annually obtaining a certification from a senior
1699	manager who has responsibility for the contracted function that
1700	the manager has a reasonable basis to represent, and does
1701	represent, for representing that the function is being properly
1702	performed.
1703	b. An insurer is responsible for taking appropriate
1704	corrective action and may be subject to sanctions and penalties
1705	pursuant to subsection $(8)$ (7) regardless of whether the insurer
1706	contracts for performance of a function and regardless of the
1707	insurer's compliance with sub-subparagraph a.

1708(d) (h)Neither an agent nor an insurer shall may not1709dissuade, or attempt to dissuade, a consumer from:

1710 1. Truthfully responding to an insurer's request for 1711 confirmation of <u>consumer profile</u> <del>suitability</del> information;

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1712	2. Filing a complaint; or
1713	3. Cooperating with the investigation of a complaint.
1714	(e)1. <del>(i)</del> <u>Recommendations and</u> sales made in compliance with
1715	comparable standards shall FINRA requirements pertaining to the
1716	suitability and supervision of annuity transactions satisfy the
1717	requirements of this section. This applies to <u>all</u>
1718	<u>recommendations and</u> <del>FINRA broker-dealer</del> sales of <del>variable</del>
1719	annuities <u>made by financial professionals in compliance with</u>
1720	business rules, controls, and procedures that satisfy a
1721	comparable standard even if such standard would not otherwise
1722	apply to the product or recommendation at issue and fixed
1723	annuities if the suitability and supervision is similar to those
1724	applied to variable annuity sales. However, this paragraph does
1725	not limit the ability of the office or the department to
1726	investigate and enforce, including investigate, the provisions
1727	<del>of</del> this section.
1728	2. Subparagraph 1. does not limit the insurer's obligation
1729	to comply with subparagraph (c)1., although the insurer may base
1730	its analysis on information received from either the financial
1731	professional or the entity supervising the financial
1732	professional.
1733	<u>3.</u> For <u>subparagraph 1.</u> <del>this paragraph</del> to apply, an insurer
1734	must:
1735	<u>a.1.</u> Monitor relevant conduct of the financial professional
1736	seeking to rely on subparagraph 1. or the entity responsible for
1737	supervising the financial professional, such as the financial
1738	professional's broker-dealer or an investment adviser registered
1739	under federal or state securities law, the FINRA member broker-
1740	dealer using information collected in the normal course of an

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601-03987A-23 20231398c2 insurer's business; and 1741 b.2. Provide to the entity responsible for supervising the 1742 financial professional seeking to rely on subparagraph 1., such 1743 1744 as the financial professional's broker-dealer or investment 1745 adviser registered under federal or state securities laws, FINRA 1746 member broker-dealer information and reports that are reasonably 1747 appropriate to assist such entity the FINRA member broker-dealer 1748 in maintaining its supervision system. 1749 4. For purposes of this paragraph, the term: 1750 a. "Comparable standards" means: 1751 (I) With respect to broker-dealers and registered 1752 representatives of broker-dealers, applicable SEC and FINRA 1753 rules pertaining to best interest obligations and supervision of 1754 annuity recommendations and sales, including, but not limited 1755 to, Regulation Best Interest, 17 C.F.R. s. 240.151-1, and any 1756 amendments or successor regulations thereto; (II) With respect to investment advisers registered under 1757 1758 federal or state securities laws or investment adviser 1759 representatives, the fiduciary duties and all other requirements 1760 imposed on such investment advisers or investment adviser 1761 representatives by contract or under the Investment Advisers Act 1762 of 1940 or applicable state securities laws, including, but not 1763 limited to, Form ADV and interpretations; and 1764 (III) With respect to plan fiduciaries or fiduciaries, the duties, obligations, prohibitions, and all other requirements 1765 1766 attendant to such status under the Employee Retirement Income 1767 Security Act of 1974 or the Internal Revenue Code and any 1768 amendments or successor statutes thereto. 1769 b. "Financial professional" means an agent that is

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1770	regulated and acting as:
1771	(I) A broker-dealer registered under federal or state
1772	securities laws or a registered representative of a broker-
1773	dealer;
1774	(II) An investment adviser registered under federal or
1775	state securities laws or an investment adviser representative
1776	associated with the federal or state registered investment
1777	adviser; or
1778	(III) A plan fiduciary under s. 3(21) of the Employee
1779	Retirement Income Security Act of 1974 or fiduciary under s.
1780	4975(e)(3) of the Internal Revenue Code or any amendments or
1781	successor statutes thereto.
1782	(6) AGENT TRAINING
1783	(a) An agent shall not solicit the sale of an annuity
1784	product unless the agent has adequate knowledge of the product
1785	to recommend the annuity and the agent is in compliance with the
1786	insurer's standards for product training. An agent may rely on
1787	insurer-provided, product-specific training standards and
1788	materials to comply with this subsection.
1789	(b)1.a. An agent who engages in the sale of annuity
1790	products shall complete a one-time 4-hour training course. This
1791	requirement is not part of an agent's continuing education
1792	requirement in s. 626.2815; however, if a course provider
1793	submits and receives approval from the department, the course is
1794	eligible for continuing education credit pursuant to s.
1795	<u>626.2815.</u>
1796	b. Agents who hold a life insurance line of authority on
1797	January 1, 2024, and who desire to sell annuities shall complete
1798	the requirements of this subsection by July 1, 2024. Individuals

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1799	who obtain a life insurance line of authority after January 1,
1800	2024, may not engage in the sale of annuities until the annuity
1801	training course required under this subsection has been
1802	completed.
1803	2. The minimum length of the training required under this
1804	subsection is 4 hours.
1805	3. The training required under this subsection shall
1806	include information on the following topics:
1807	a. The types of annuities and various classifications of
1808	annuities.
1809	b. Identification of the parties to an annuity.
1810	c. How product-specific annuity contract features affect
1811	consumers.
1812	d. The application of income taxation of qualified and
1813	nonqualified annuities.
1814	e. The primary uses of annuities.
1815	f. The appropriate standard of conduct, sales practices,
1816	replacement, and disclosure requirements.
1817	4. Providers of courses intended to comply with this
1818	subsection shall cover all topics listed in the prescribed
1819	outline and shall not present any marketing information or
1820	provide training on sales techniques or provide specific
1821	information about a particular insurer's products. Additional
1822	topics may be offered in conjunction with and in addition to the
1823	required outline.
1824	5. An agent who has completed an annuity training course
1825	before January 1, 2024, shall, by July 1, 2024, complete either:
1826	a. A new 4-hour training course; or
1827	b. An additional 1-hour training course on appropriate
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1828	sales practices, replacement, and disclosure requirements under
1829	this section.
1830	6. Annuity training courses may be conducted and completed
1831	by classroom or self-study methods.
1832	7. Providers of annuity training shall issue certificates
1833	of completion.
1834	8. The satisfaction of the training requirements of another
1835	state that are substantially similar to the provisions of this
1836	subsection shall be deemed to satisfy the training requirements
1837	of this subsection in this state.
1838	9. The satisfaction of the training requirements of any
1839	course or courses with components substantially similar to the
1840	provisions of this subsection shall be deemed to satisfy the
1841	training requirements of this subsection in this state.
1842	10. An insurer shall verify that an agent has completed the
1843	annuity training course required under this subsection before
1844	allowing the agent to sell an annuity product for that insurer.
1845	(7) <del>(6)</del> RECORDKEEPING
1846	(a) Insurers and agents must maintain or be able to make
1847	available to the office or department records of the information
1848	collected from the consumer and other information used in making
1849	the recommendations that were the basis for insurance
1850	transactions for 5 years after the insurance transaction is
1851	completed by the insurer. An insurer may maintain the
1852	documentation on behalf of its agent.
1853	(b) Records required to be maintained under this subsection

1854 may be maintained in paper, photographic, microprocess, 1855 magnetic, mechanical, or electronic media, or by any process 1856 that accurately reproduces the actual document.

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1857
           (8) (7) COMPLIANCE MITIGATION; PENALTIES.-
1858
            (a) An insurer is responsible for compliance with this
1859
      section. If a violation occurs because of the action or inaction
1860
      of the insurer or its agent which results in harm to a consumer,
1861
      the office may order the insurer to take reasonably appropriate
1862
      corrective action for the consumer and may impose appropriate
1863
      penalties and sanctions.
1864
            (b) The department may order:
1865
           1. An insurance agent to take reasonably appropriate
1866
      corrective action for a consumer harmed by a violation of this
1867
      section by the insurance agent, including monetary restitution
1868
      of penalties or fees incurred by the consumer, and impose
1869
      appropriate penalties and sanctions.
1870
           2. A managing general agency or insurance agency that
1871
      employs or contracts with an insurance agent to sell or solicit
1872
      the sale of annuities to consumers to take reasonably
1873
      appropriate corrective action for a consumer harmed by a
1874
      violation of this section by the insurance agent.
1875
            (c) In addition to any other penalty authorized under
1876
      chapter 626, the department shall order an insurance agent to
1877
      pay restitution to a consumer who has been deprived of money by
1878
      the agent's misappropriation, conversion, or unlawful
1879
      withholding of moneys belonging to the consumer in the course of
1880
      a transaction involving annuities. The amount of restitution
1881
      required to be paid may not exceed the amount misappropriated,
1882
      converted, or unlawfully withheld. This paragraph does not limit
1883
      or restrict a person's right to seek other remedies as provided
1884
      by law.
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1885

(d) Any applicable penalty under the Florida Insurance Code

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1886	for a violation of this section shall be reduced or eliminated
1887	according to a schedule adopted by the office or the department,
1888	as appropriate, if corrective action for the consumer was taken
1889	promptly after a violation was discovered.
1890	(e) A violation of this section does not create or imply a
1891	private cause of action.
1892	(9) <del>(8)</del> PROHIBITED CHARGES.—An annuity contract issued to a
1893	senior consumer age 65 or older may not contain a surrender or
1894	deferred sales charge for a withdrawal of money from an annuity
1895	exceeding 10 percent of the amount withdrawn. The charge shall
1896	be reduced so that no surrender or deferred sales charge exists
1897	after the end of the 10th policy year or 10 years after the date
1898	of each premium payment if multiple premiums are paid, whichever
1899	is later. This subsection does not apply to annuities purchased
1900	by an accredited investor, as defined in Regulation D as adopted
1901	by the United States Securities and Exchange Commission, or to
1902	those annuities specified in paragraph (4)(b).
1903	(10) (9) RULESThe department and the commission may adopt
1904	rules to administer this section. The department may adopt by
1905	rule the forms prescribed in the National Association of
1906	Insurance Commissioners Suitability in Annuity Transactions
1907	Model Regulation Appendix A - Insurance Agent (Producer)
1908	Disclosure for Annuities, Appendix B - Consumer Refusal to
1909	Provide Information, and Appendix C - Consumer Decision to
1910	Purchase an Annuity Not Based on a Recommendation.
1911	Section 17. Subsection (5) is added to section 627.70132,
1912	Florida Statutes, to read:
1913	627.70132 Notice of property insurance claim
1914	(5) For loss assessment claims made under s. 627.714, the

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1915	notice of claim must be given to the insurer in accordance with
1916	the terms of the policy within 3 years of the date of loss.
1917	Section 18. Paragraph (b) of subsection (8) of section
1918	634.041, Florida Statutes, is amended to read:
1919	634.041 Qualifications for license.—To qualify for and hold
1920	a license to issue service agreements in this state, a service
1921	agreement company must be in compliance with this part, with
1922	applicable rules of the commission, with related sections of the
1923	Florida Insurance Code, and with its charter powers and must
1924	comply with the following:
1925	(8)
1926	(b) A service agreement company does not have to establish
1927	and maintain an unearned premium reserve if it secures and
1928	maintains contractual liability insurance in accordance with the
1929	following:
1930	1. Coverage of 100 percent of the claim exposure is
1931	obtained from an insurer approved by the office, which holds a
1932	certificate of authority under s. 624.401 to do business within
1933	this state, or secured through a risk retention group, which is
1934	authorized to do business within this state under s. 627.943 or
1935	s. 627.944. Such insurer or risk retention group must maintain a
1936	surplus as regards policyholders of at least \$15 million.
1937	2. If the service agreement company does not meet its
1938	contractual obligations, the contractual liability insurance
1939	policy binds its issuer to pay or cause to be paid to the
1940	service agreement holder all legitimate claims and cancellation
1941	refunds for all service agreements issued by the service
1942	agreement company while the policy was in effect. This

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requirement also applies to those service agreements for which

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1944 no premium has been remitted to the insurer. 1945 3. If the issuer of the contractual liability policy is 1946 fulfilling the service agreements covered by the contractual 1947 liability policy and the service agreement holder cancels the 1948 service agreement, the issuer must make a full refund of 1949 unearned premium to the consumer, subject to the cancellation 1950 fee provisions of s. 634.121(3). The sales representative and 1951 agent must refund to the contractual liability policy issuer 1952 their unearned pro rata commission. 4. The policy may not be canceled, terminated, or 1953 1954 nonrenewed by the insurer or the service agreement company 1955 unless a 90-day written notice thereof has been given to the 1956 office by the insurer before the date of the cancellation, termination, or nonrenewal. 1957 1958 5. The service agreement company must provide the office 1959 with the claims statistics. 6. A policy issued in compliance with this paragraph may 1960 1961 either pay 100 percent of claims as they are incurred, or 100 1962 percent of claims due in the event of the failure of the service 1963 agreement company to pay such claims when due. 1964 1965 All funds or premiums remitted to an insurer by a motor vehicle 1966 service agreement company under this part shall remain in the 1967 care, custody, and control of the insurer and shall be counted 1968 as an asset of the insurer; provided, however, this requirement 1969 does not apply when the insurer and the motor vehicle service 1970 agreement company are affiliated companies and members of an 1971 insurance holding company system. If the motor vehicle service

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agreement company chooses to comply with this paragraph but also

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1973	maintains a reserve to pay claims, such reserve shall only be
1974	considered an asset of the covered motor vehicle service
1975	agreement company and may not be simultaneously counted as an
1976	asset of any other entity.
1977	Section 19. Paragraphs (d), (e), and (f) of subsection (17)
1978	of section 634.401, Florida Statutes, are amended to read:
1979	634.401 DefinitionsAs used in this part, the term:
1980	(17) "Manufacturer" means any entity or its affiliate
1981	which:
1982	(d) Maintains outstanding debt obligations, if any, rated
1983	in the top four rating categories by a recognized rating
1984	service;
1985	<u>(d)</u> Has and maintains at all times, a minimum net worth
1986	of at least $\frac{\$100}{\$10}$ million as evidenced by certified financial
1987	statements prepared by an independent certified public
1988	accountant in accordance with generally accepted accounting
1989	principles; and
1990	<u>(e)</u> Is authorized to do business in this state.
1991	Section 20. Paragraph (a) of subsection (7) of section
1992	634.406, Florida Statutes, is amended to read:
1993	634.406 Financial requirements
1994	(7) An association licensed under this part and holding no
1995	other license under part I or part II of this chapter is not
1996	required to establish an unearned premium reserve or maintain
1997	contractual liability insurance and may allow its premiums to
1998	exceed the ratio to net assets limitation of this section if the
1999	association complies with the following:
2000	(a) The association or, if the association is a direct or
2001	indirect wholly owned subsidiary of a parent corporation, its
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2023

601-03987A-2320231398c22002parent corporation has, and maintains at all times, a minimum2003net worth of at least \$100 million and provides the office with2004the following:20051. A copy of the association's annual audited financial

2006 statements or the audited consolidated financial statements of 2007 the association's parent corporation, prepared by an independent 2008 certified public accountant in accordance with generally 2009 accepted accounting principles, which clearly demonstrate the net worth of the association or its parent corporation to be 2010 2011 \$100 million and a quarterly written certification to the office 2012 that such entity continues to maintain the net worth required 2013 under this paragraph.

2014 2. The association's, or its parent corporation's, Form 10-2015 K, Form 10-Q, or Form 20-F as filed with the United States 2016 Securities and Exchange Commission or such other documents 2017 required to be filed with a recognized stock exchange, which 2018 shall be provided on a quarterly and annual basis within 10 days 2019 after the last date each such report must be filed with the 2020 Securities and Exchange Commission, the National Association of 2021 Security Dealers Automated Quotation system, or other recognized 2022 stock exchange.

Failure to timely file the documents required under this paragraph may, at the discretion of the office, subject the association to suspension or revocation of its license under this part. An association or parent corporation demonstrating compliance with subparagraphs 1. and 2. must maintain outstanding debt obligations, if any, rated in the top four rating categories by a recognized rating service.

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2031		Section 21. Except as otherwise expressly provided	in	this	
2032	act,	, this act shall take effect July 1, 2023.			

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