

Draft Pending Adoption

Draft: 8/27/24

Producer Licensing (D) Task Force
Chicago, Illinois
August 13, 2024

The Producer Licensing (D) Task Force met in Chicago, IL, Aug. 13, 2024. The following Task Force members participated: Larry D. Deiter, Chair (SD); Glen Mulready, Vice Chair, represented by Erin Wainner and Courtney Khodabakhsh (OK); Lori K. Wing-Heier represented by Heather Carpenter (AK); Mark Fowler represented by Reyn Norman and Jimmy Gunn (AL); Ricardo Lara represented by Charlene Ferguson (CA); Trinidad Navarro (DE); Doug Ommen represented by Robin Petersen (IA); Vicki Schmidt represented by Monicka Richmeier (KS); Sharon P. Clark (KY); Joy Y. Hatchette represented by Mary Kwei (MD); Chlora Lindley-Myers represented by Jo LeDuc (MO); Mike Chaney represented by Vanessa Miller (MS); Mike Causey represented by Angela Hatchell (NC); Michael Humphreys represented by David Buono (PA); Elizabeth Kelleher Dwyer represented by Rachel Chester (RI); Cassie Brown represented by Randall Evans (TX); Scott A. White represented by Richard Tozer (VA); Kevin Gaffney represented by Mary Block (VT); and Mike Kreidler represented by Todd Dixon (WA).

1. Adopted its May 9 Minutes

The Task Force met May 9 and took the following action: 1) discussed the template for the 1033 waiver process; 2) heard reports from the Adjuster Licensing (D) Working Group, Producer Licensing Uniformity (D) Working Group, Public Adjuster Licensing (D) Working Group, and Uniform Education (D) Working Group; and 3) received comments from the American Council of Life Insurers (ACLI), Finseca, and the National Association of Insurance and Financial Advisors (NAIFA) seeking the following changes to the *State Licensing Handbook* (Handbook): a) clarify pre-licensing education is not required; b) encourage states to provide examinations in additional languages; and c) recognize the use of online examinations.

Chester made a motion, seconded by Tozer, to adopt the Task Force's May 9 minutes (Attachment One). The motion passed unanimously.

2. Received Comments on Proposed Amendments to Model #228

Buono said the Public Adjuster Licensing (D) Working Group adopted proposed amendments to Model #228 (Attachment Two) during its July 17 call. Buono said the Working Group received feedback from all parties over the last 10 months and incorporated feedback as much as possible. Buono said the revised *Public Adjuster Licensing Model Act* (#228) is not applicable to public adjusters who settle auto claims. Buono said the Working Group spent considerable time discussing the proposed cap on public adjuster fees. Buono said the Working Group is aware of public adjuster trade associations' concerns that the current fee caps proposal will eliminate consumers' ability to hire public adjusters for smaller value claims. Buono, each state will need to review Model #228 and decide what provisions are best for its marketplace.

Director Deiter asked for comments from state insurance regulators, interested parties, and consumer representatives regarding the proposed revisions to Model #228. No comments were offered.

3. Received Comments on the Draft 1033 Waiver Template

Director Deiter said he would like to focus on two issues. The first issue is whether the 1033 waiver template should be consistent with the language in the Handbook or whether states are suggesting a policy change. The Handbook sets forth a standard that the resident state bears responsibility for consideration of applications for consent waivers and that producers seeking nonresident licenses should not have to go through the 1033 process in all states after the producer's resident state has issued a waiver. Director Deiter said the second issue for

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discussion is the definition of “conviction.” The current definition is the same one used for the NAIC Uniform Licensing Applications and reads as follows: “This term includes but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest, or having been given probation, a suspended sentence or a fine.” Director Deiter said there is a separate statement, which is not used on the NAIC Uniform Licensing Applications, that “States may include in the definition of ‘Conviction’ a plea in abeyance, a diversion, or an expunged conviction.” This separate statement was added because there are differences in what states might consider as a “conviction.”

Ferguson said the Producer Licensing Uniformity (D) Working Group will review the Handbook for possible revisions, including sections addressing 1033 waivers. Ferguson said she believes the Working Group will defer its review of the section addressing 1033 waivers until the Task Force has completed its work on the 1033 waiver template. Chester said most jurisdictions only require a waiver from home state license applicants.

Hearing no further comments, Director Deiter requested that NAIC staff work with a small group of subject matter experts (SMEs) to issue a revised draft within the next 45 days for the Task Force’s review.

4. Exposed Proposed Amendments to the NAIC Uniform Producer Licensing Applications

Eric Saul (National Insurance Producer Registry—NIPR) said NIPR is estimating the proposed amendments (Attachment Three, Four, Five, Six), which the Producer Licensing (D) Uniformity Working Group adopted during its May 7 and June 4 calls, will take between 4,122 and 10,715 hours of work. Saul said this equates to roughly \$330,000–\$857,000 of investment to complete all the changes. Saul said NIPR is requesting this project start in October 2025. Saul said the development would be finished in February 2026, with production implementation ready between March and May 2026.

Hearing no further comments, Director Deiter requested that NAIC staff expose the proposed amendments to the NAIC Uniform Producer Licensing Applications, along with the proposed time and cost estimate from NIPR, for a 30-day comment period ending Sept. 12. Director Deiter said the Producer Licensing (D) Task Force will then consider the adoption of the changes and implementation timeline. The intent is to move these items to the Market Regulation and Consumer Affairs (D) Committee so the Committee can consider them by Oct. 15. The Executive (EX) Committee and Plenary could then consider the adoption of the proposed changes and implementation timeline at the Fall National Meeting.

5. Adopted the Reports of its Working Groups

A. Adjuster Licensing (D) Working Group

Chester said the Working Group met June 12 (Attachment Seven) and May 15 (Attachment Eight). During these meetings, the Working Group discussed the review of Chapter 18—Adjusters of the Handbook.

Chester said the Working Group continues to review Chapter 18 of the Handbook. Chester said the designated home state process for adjuster licensing has complicated the licensing process and encouraged all states to license independent adjusters. Chester said the Working Group issued a survey to states to identify how to create greater consistency in the licensing process and will continue to work with NIPR to assist states in implementing electronic licensing of adjusters, including the designated home state process.

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B. Producer Licensing Uniformity (D) Working Group

Khodabakhsh said the Working Group met Aug. 6 (Attachment Nine), June 4 (Attachment Ten), May 7 (Attachment Eleven), and April 2 (Attachment Twelve). During these meetings, the Working Group took the following action: 1) adopted the 2018 revisions of the NAIC Uniform Licensing Applications for the Individual and Business Entity (Initial and Renewal); and 2) discussed the review of the Handbook.

Khodabakhsh said the Working Group will not review the 1033 waiver provisions in Chapter 7—Continuing Education Recommended Guidelines for Classroom Course of the Handbook or the public adjuster licensing provisions in Chapter 18 until the Producer Licensing (D) Task Force completes its work on the 1033 waiver template and the Public Adjuster Licensing (D) Working Group completes its work on Model #228.

Khodabakhsh said states have expressed concerns about the licensing process for pharmacy benefits managers (PBMs), and a new chapter may be added to the Handbook to address the licensing process for PBMs. The Working Group is gathering data to determine the number of states licensing PBMs and the licensing processes used.

C. Public Adjuster Licensing (D) Working Group

Buono said the Working Group met July 17 (Attachment Thirteen), June 18 (Attachment Fourteen), May 2 (Attachment Fifteen) and April 5 (Attachment Sixteen). During these meetings, the Working Group took the following action: 1) adopted its June 18, May 2, and April 5 minutes; 2) adopted proposed amendments to Model #228; 3) received comments on the proposed amendments to Model #228; 4) discussed proposed amendments to Sections 15, 16, and 19 of Model #228 to strengthen regulatory standards regarding individuals acting as unlicensed public adjusters, contractors who are also acting as public adjusters on the same claim, and inappropriate assignment of benefits; 5) discussed proposed amendments to Sections 3 and 14 of Model #228, which address public adjuster fees; and 6) discussed its charge and scope of work, which is to consider amendments to Model #228 to strengthen regulatory standards governing the conduct of public adjusters for the following four issues: a) individuals acting as unlicensed public adjusters; b) contractors who are also acting as public adjusters on the same claim; c) inappropriate assignment of benefit rights; and d) excessive fees charged by public adjusters.

D. Uniform Education (D) Working Group

Tozer said the Working Group met July 10 (Attachment Seventeen) and May 8 (Attachment Eighteen). During these meetings, the Working Group took the following action: 1) discussed the creation of continuing education (CE) audit procedures and distributed a checklist containing the language from the draft CE audit procedures; and 2) discussed guidelines for the course introduction statements and how states provide course introductory statements.

Tozer said the Working Group is reviewing proposed CE course audit guidelines. Tozer said the goal is for each state to audit courses of its home state CE providers to eliminate duplication of efforts among the states. Tozer said the Working Group is reviewing states' CE course introductory statements and form requirements to enhance uniformity among states. Tozer said the Working Group has received all exam pass rates from examination vendors and has requested that NAIC staff post the state producer licensing exam pass rates to the NAIC website by the end of August.

David Leifer (ACLI) said the publishing of examination pass rates is important to industry, and he believes there has been a decrease in exam pass rates with the pass rates being lower than what is set forth in the Handbook. Commissioner Clark said the pass rates may be lower for many reasons. She said that Kentucky has observed

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instances where applicants have completed examinations in less than 20 minutes even though they have an hour to complete the exam.

Tozer made a motion, seconded by Commissioner Clark, to adopt the reports of the Adjuster Licensing (D) Working Group; Producer Licensing Uniformity (D) Working Group; Public Adjuster Licensing (D) Working Group; and Uniform Education (D) Working Group. The motion passed unanimously.

6. Received a Report from NIPR

Director Deiter said he serves as the president of the 2024 NIPR Board of Directors. He said the Board of Directors accepted a report from its Audit Committee, which highlighted NIPR's strong financial performance through the first half of the year. Through June, NIPR's revenue year-to-date (YTD) is \$39.6 million, which is 5.7% over budget and 10.5% higher than the same period in 2023. Expenses through the month of June are \$1.24 million or 3.3% under budget.

Director Deiter said the Board of Directors heard reports on two critical initiatives for 2024. He said state insurance regulators can expect an expanded team of trained experts who will provide a consistent point of contact, streamlined request handling, and a deep understanding of their needs. Director Deiter said NIPR has a multi-year project to improve the look and functionality of NIPR's website and the credentialing and reporting applications accessed through that site.

Director Deiter said NIPR continues to expand its services to allow electronic solutions for states and industry to process additional licensee updates, including name changes and designated responsible licensed producer (DRLP) changes. To date, NIPR has implemented 18 states for name changes and nine states for DRLP changes.

Dieter said NIPR and the NAIC continue providing the states' producer licensing zone training. The program covers producer licensing practices and current and emerging industry issues, encouraging dialogue among the state licensing peer regulators.

Having no further business, the Producer Licensing (D) Task Force adjourned.

<https://naiconline.sharepoint.com/sites/NAICSupportStaffHub/Member%20Meetings/D%20CMTE/2024%20Summer/PLTF/National%20Meeting/PLTF%20Min%208.13.24.docx>

Adopted by the Executive (EX) Committee and Plenary, XX, 2024

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 2024

Adopted by the Producer Licensing (D) Task Force, Oct. XX, 2024

2025 Proposed Charges

PRODUCER LICENSING (D) TASK FORCE

The mission of the Producer Licensing (D) Task Force is to 1) develop and implement uniform license applications, standards, interpretations, and treatment of producer and adjuster licensees and licensing terminology; 2) monitor and respond to developments related to licensing reciprocity; 3) coordinate with industry and consumer groups regarding priorities for licensing reforms; and 4) provide direction based on NAIC membership initiatives to the National Insurance Producer Registry (NIPR) Board of Directors regarding the development and implementation of uniform producer licensing initiatives, with a primary emphasis on encouraging the use of electronic technology.

Ongoing Support of NAIC Programs, Products, or Services

1. The **Producer Licensing (D) Task Force** will:

- A. Work closely with NIPR to encourage the full utilization of NIPR products and services by all the states and producers and encourage accurate and timely reporting of state administrative actions to the NAIC's Regulatory Information Retrieval System (RIRS) to ensure that this data is properly reflected in the State Producer Licensing Database (SPLD) and the Producer Database (PDB). (*Ongoing Maintenance*)
- B. Facilitate roundtable discussions, as needed, with the state producer licensing directors for the exchange of views, opinions, and ideas on producer licensing activities in the states and at the NAIC. (*Ongoing Maintenance*)
- C. Discuss, as necessary, state perspectives regarding the regulation and benefit of the activities of the federal Affordable Care Act (ACA), established enrollment assisters (including navigators and non-navigator assisters and certified application counselors), and the activities of producers in assisting individuals and businesses purchasing in the health insurance marketplaces. Coordinate with the Health Insurance and Managed Care (B) Committee and the Antifraud (D) Task Force, as necessary. (*Ongoing Maintenance*)
- D. Monitor the activities of the National Association of Registered Agents and Brokers (NARAB) in the development and enforcement of the NARAB membership rules, including the criteria for successfully passing a background check. (*Ongoing Maintenance*)
- E. Coordinate through NAIC staff to provide guidance to NIPR on producer licensing-related electronic initiatives. Hear a report from NIPR at each national meeting. (*Ongoing Maintenance*)
- F. Coordinate with the Market Information Systems (D) Task Force and the Antifraud (D) Task Force to evaluate and make recommendations regarding the entry, retention, and use of data in the NAIC's Market Information Systems (MIS). (*Ongoing Maintenance*)
- G. Coordinate with the Special (EX) Committee on Race and Insurance on referrals affecting insurance producers. (*Ongoing Maintenance*)
- H. Discuss how criminal convictions may affect producer licensing applicants, review, and amend the NAIC's *Guidelines for State Insurance Regulators to the Violent Crime Control and Law Enforcement Act of 1994* as needed to create a more simplified and consistent approach in how states review 1033 waiver requests. (*Ongoing Maintenance*)

2. The **Adjuster Licensing (D) Working Group** will:

- A. Monitor state implementation of adjuster licensing and reciprocity; update the NAIC adjuster licensing standards, as necessary. (*Ongoing Maintenance*)

PRODUCER LICENSING (D) TASK FORCE *(continued)*

3. The **Producer Licensing Uniformity (D) Working Group** will:
 - A. Work closely with state producer licensing directors and exam vendors to ensure that 1) the states achieve full compliance with the standards in order to achieve greater uniformity and 2) the exams test the qualifications for an entry-level position as a producer. *(Ongoing Maintenance)*
 - B. Provide oversight and ongoing updates to the *State Licensing Handbook*, as needed. *(Ongoing Maintenance)*
 - C. Monitor and assess the state implementation of the Uniform Licensing Standards (ULS) and update the standards, as needed. *(Ongoing Maintenance)*
 - D. Review and update the NAIC's uniform producer licensing applications and uniform appointment form, as needed. Provide any recommended updates to the Producer Licensing (D) Task Force by the Summer National Meeting. *(Ongoing Maintenance)*

4. The **Uniform Education (D) Working Group** will:
 - A. Update the reciprocity guidelines, the uniform application forms for continuing education (CE) providers, and the process for state review and approval of instructors and courses, as needed. Provide any recommended updates to the Producer Licensing (D) Task Force by the Fall National Meeting. *(Ongoing Maintenance)*
 - B. Coordinate with NAIC parent committees, task forces, and/or working groups to review and provide recommendations on prelicensing education and CE requirements that are included in NAIC model acts, regulations, and/or standards, as necessary. *(Ongoing Maintenance)*

NAIC Support Staff: Tim Mullen/Greg Welker



Proposed Uniform Application Changes

At the request of the NAIC Producer License Task Force, the NIPR team met and discussed the uniform application changes that are under consideration by the Committee. The application changes were broken out and estimated on an individual basis (Appendix A). The total number of hours that NIPR estimates it will take to complete all changes fall into the following range in hours:

Application Type	Low Range Hours	High Range Hours
Individual Business Entity	3,673	7,850
Total Hours	4,122	10,715

The results of that exercise are included in the next sections.

Work Estimates:

The team met, reviewed the requested changes, and determined that each change could impact up to eleven products across six teams. The hours estimated included analyzing, developing, and delivering the work to production and working with state and industry customers to coordinate the change. The estimates do not reflect the amount of effort and work each state or back-office vendor would need to complete to be prepared for these changes. The greatest amount of effort for NIPR involved changes to the application where the credentialing transaction is sent to NIPR by the customers and consumed by the states.

To arrive at the estimated hours, the team sized each change into T-Shirt sizes. Those sizes were then broken down into a range of hours necessary to complete. The Shirt Size to Hours table in Appendix B was used to calculate the hours. These hours can be worked in parallel by different teams and the hours reflected in the estimate should not be considered to have to happen linearly.

Implementation Timeline:

NIPR believes with the current road map and initiatives that are in progress, the best time for implementation will be in October 2025 – February 2026 with being ready for Production between March – May 2026 depending on state and customer implementations.

Appendix A:



Uniform
Application Change

Appendix B:

Shirt Size to Hours		
T-Shirt Size	Minimum Hours	Maximum Hours
Small	1	50
Medium	51	100
Large	101	200
X-Large	201+	

INDIVIDUAL INITIAL APPLICATION - LIST OF REVISIONS

Adopted by the Executive (EX) Committee and Plenary, XX, 20XX

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 20XX

Adopted by the Proeducer Licensng (D) Task Force, XX, 20XX

Adopted by the Proeducer Licensng Uniformity (D) Working Group, May 7, 2024

#	REVISION
1	Top of Page - Removal of <u>Producer</u> from title. - Individual Producer License/Registration
2	Top of Page - Removal of Home State Licensing #: _____
3	Field #13 - Home Phone Number - Changed to Home <u>Personal</u> Phone Number
4	Field #14 - Individual Applicant Email Address - Changed to Indiviual Applicant <u>Personal</u> Email Address
8	Field #36 - Employment History - Removal of Language. Account for all time for the past five years. Give all employment expireince starting with your current employer working back five years Include full and part-time work, self-employment, military service, unemployment and full-time education.
10	<p>Field #38 - Background Questions - Language cut from 1c and added to beginning of section.</p> <p>The Applicant must read the following very carefully and answer every question. All written statements submitted by the Applicant must include an original signature.</p> <p><u>NOTE: For Questions 1a, 1b and 1c, "Convicted" includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest.</u></p> <p>–</p> <p><u>If you answered "Yes" to any of the below questions (1a, 1b, or 1c), you must attach to this application:</u></p> <p><u>a) a written statement explaining the circumstances of each incident,</u></p> <p><u>b) a copy of the charging documents of each incident,</u></p> <p><u>c) a copy of the official documents of each incident, which demonstrates the resolution of the charges or any final judgment.</u></p>
11	<p>Field #38 Background Questions - Changed ever to EVER</p> <p>1a . Have you ever EVER been convicted of a misdemeanor, had a judgment withheld or deferred, or are you currently charged with committing a misdemeanor?</p>
12	<p>Field #38 Background Questions - Changed ever to EVER</p> <p>1b. Have you ever EVER been convicted of a felony, had a judgment withheld or deferred, or are you currently charged with committing a felony?</p>

13	<p>Field #38 Background Questions - Add language to felony conviction section</p> <p>1b. Have you ever EVER been convicted of a felony, had a judgment withheld or deferred, or are you currently charged with committing a felony? If you have</p> <p>a felony conviction involving dishonesty or breach of trust, have you applied for written consent to engage in the business of insurance in your home state as required by 18 USC 1033? (Note: For detailed information related to the requirements of 18 USC 1033 as it pertains to insurance licensing please refer to the NAIC publication “Guidelines for State Insurance Regulators to the Violent Crime Control and Law Enforcement Act of 1994” found at https://www.naic.org/documents/prod_serv_legal_sir_op.pdf) </p>
14	<p>Field #38 Background Questions - Removal of NOTE Language and moved to top of section</p> <p>1c. Have you ever been convicted of a military offense, had a judgment withheld or deferred, or are you currently charged with committing a military offense? NOTE: For Questions 1a, 1b and 1c, “Convicted” includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest.</p> <p>If you answered “Yes” to any of the below questions (1a, 1b, or 1c), you must attach to this application:</p> <ul style="list-style-type: none"> a) a written statement explaining the circumstances of each incident, b) a copy of the charging documents of each incident, c) a copy of the official documents of each incident, which demonstrates the resolution of the charges or any final judgment.
15	<p>Field #38 Background Questions - Changed ever to EVER</p> <p>2. Have you ever EVER been named or involved as a party in an administrative proceeding, including FINRA sanction or arbitration proceeding regarding any professional or occupational license or registration?</p>

16	<p>Field #38 Background Questions - Language add to "Involved" description section</p> <p>2. Have you ever EVER been named or involved as a party in an administrative proceeding, including FINRA sanction or arbitration proceeding regarding any professional or occupational license or registration?</p> <p>“Involved” means having a license <u>or registration</u> censured, suspended, revoked, canceled, terminated, <u>restricted</u>; or, being assessed a fine, a cease and desist order, a prohibition order, a compliance order, placed on probation, sanctioned or surrendering a license <u>or entering into a settlement</u> to resolve an administrative action. “Involved” also means being named as a party to an administrative or arbitration proceeding, which is related to a professional or occupational license, or registration. “Involved” also means having a license, or registration application denied or the act of withdrawing an application to avoid a denial. INCLUDE any business so named because of your actions in your capacity as an owner, partner, officer or director, or member or manager of a Limited Liability Company <u>or any other position that exercises management or control over the business</u>. You may EXCLUDE terminations due solely to noncompliance with continuing education requirements or failure to pay a renewal or <u>late filing</u> fee.</p>
17	<p>Field #38 Background Questions - Language added/removed to #3</p> <p>3. Has any demand been made or judgment rendered against you or any business in which you are or were an owner, partner, officer or director, or member or manager of a limited liability company, for overdue monies by an insured, or producer have you ever EVER been subject to a bankruptcy proceeding? Do not include personal bankruptcies, unless they involve funds held on behalf of others, <u>which would include, but is not limited to, deposits, insured’s premium payments, employee tax withholdings, escrow accounts, or any monies held by you in a capacity for third parties.</u></p>
18	<p>Field #38 Background Questions - Language added to #6</p> <p>6. Have you or any business in which you are or were an owner, partner, officer or director, or member or manager of a limited liability company, ever had an insurance agency <u>or securities broker</u> contract or any other business relationship with an insurance company <u>or securities business</u> terminated for any alleged misconduct?</p>

19	<p>Field #38 Background Questions - Language added/removed to #7</p> <p>7. Do you have a child support obligation in arrearage?</p> <p>If you answer yes,</p> <p>a) by how many months are you in arrearage?</p> <p>b) are you subject of a child support related subpoena/warrant you currently subject to and in compliance with any repayment agreement?</p> <p>c) are you currently subject to a repayment agreement? you the subject of a child support related subpoena/warrant?</p> <p>d) are you currently in compliance with the repayment agreement?</p> <p>(If you answered yes to 7 (c), provide documentation showing proof of current payments or an approved repayment plan from the appropriate state child support agency.)</p>
20	<p>Field #38 Background Questions - Language added/removed to #8</p> <p>8. In response to a “yYes” answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</p> <ul style="list-style-type: none"> •You have previously loaded a document(s); •You have recently submitted an application that is pending; •You are submitting the same type of application (resident/nonresident, initial/renewal); and •You are answering “Yes” to the same background question(s). <p>If you have not previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</p> <p>If you answer yes</p> <p>Will you be associating (linking) previously filed documents from the NAIC/NIPR Attachments Warehouse to this application?—</p> <p>Note: If you have previously submitted documents to the Attachments Warehouse that are intended to be filed with this application, you must go to the Attachments Warehouse and associate (link) the supporting document(s) to this application based upon the particular background question number you have answered yes to on this application. You will receive information in a follow-up page at the end of the application process, providing a link to the Attachment Warehouse instructions.</p>

INDIVIDUAL RENEWAL APPLICATION - 2018 LIST OF REVISIONS	
Adopted by the Executive (EX) Committee and Plenary, XX, 20XX	
Adopted by Market Regulation and Consumer Affairs (D) Committee, XX, 20XX	
Adopted by the Producer Licensing (D) Task Force, XX, 20XX	
Adopted by Producer Licensing Uniformity (D) Working Group, June 4, 2024	
#	REVISION
1	Top of Page - Removal of Producer from title. - Individual Producer License Renewal/Continuation
2	Top of Page - Removal of Identify Home State Licensing #: _____
3	Field #3 - Add new field If applicable, FINRA Individual Central Registration Depository (CRD) Number: _____
4	Field #7 - Add new field Are you a Citizen of the United States? (Check One) 0 Yes 0 No _____ (if No, of which country are you a citizen? _____) (If No, and this is an application for a Resident Renewal, you must supply proof of eligibility to work in the U.S.)
5	Field #14 - Individual Applicant Email Address - Changed to Individual Applicant Personal Email Address
6	Field #13 - Add new field - Personal Phone Number
7	Field #14 - Business Entity's Name - Added Employer's Employer's Business Entity's Name
9	Field #26 - Background Questions -Language moved from 1c. to the top of Background Question section NOTE: For Questions 1a, 1b and 1c, "Convicted" includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest. If you answer yes to any of these questions, you must attach to this application: a) a written statement explaining the circumstances of each incident, b) a copy of the charging document of each incident, c) a copy of the official document of each incident, which demonstrates the resolution of the charges or any final judgment.
10	Field #26 - Background Questions - 1a - Add EVER 1a. Have you EVER been convicted of a misdemeanor, had a judgment withheld or deferred, or are you currently charged with committing a misdemeanor, which has not been previously reported to this insurance department?

11	<p>Field #26 - Background Questions - 1b - Add EVER convicted of a felony, had a judgment withheld or deferred, or are you currently charged with committing a felony, which has not been previously reported to this insurance department?</p>	<p>1b. Have you EVER been</p>
12	<p>Field #2 - Backgroiund Questions - 1b. Add Note langauge convicted of a felony, had a judgment withheld or deferred, or are you currently charged with committing a felony, which has not been previously reported to this insurance department?</p> <p>You may exclude juvenile adjudications (offenses where you were adjudicated delinquent in a juvenile court)</p> <p>If you have a felony conviction involving dishonesty or breach of trust, have you applied for written consent to engage in the business of insurance in your home state as required by 18 USC 1033? (Note: For detailed information related to the requirements of 18 USC 1033 as it pertains to insurance licensing please refer to the NAIC publication “Guidelines for State Insurance Regulators to the Violent Crime Control and Law Enforcement Act of 1994” found at https://www.naic.org/documents/prod_serv_legal_sir_op.pdf)</p>	<p>1b. Have you EVER been</p>
13	<p>Field #26 - Background Questions - 1c - Add EVER convicted of a military offense, had a judgment withheld or deferred, or are you currently charged with committing a military offense, which has not been previously reported to this insurance department?</p>	<p>1c. Have you EVER been</p>
14	<p>Field #26 - Background Questions - 2 - Add/Remove Langauge or involved as a party in an administrative proceeding, including a FINRA sanction or arbitration proceeding regarding any professional or occupational license or registration, which has not been previously reported to this insurance department?</p> <p>“Involved” means having a license or registration censured, suspended, revoked, canceled, terminated, restricted or, being assessed a fine, placed on probation, sanctioned or surrendering a license or entering into a settlement to resolve an administrative action. “Involved” also means being named as a party to an administrative or arbitration proceeding, which is related to a professional or occupational license, or registration. “Involved” also means having a license, or registration, application denied or the act of withdrawing an application to avoid a denial. INCLUDE any business so named because of your actions in your capacity as an owner, partner, officer or director, or member or manager of a Limited Liability Company or any other position that exercises management or control over the business. You may exclude EXCLUDE terminations due solely to noncompliance with continuing education requirements or failure to pay a renewal or late filing fee.</p>	<p>2. Have you EVER been named</p>

15	<p>Field #26 - Background Questions - 3 - Add/Remove Language</p> <p>3. Do you have a child support obligation in arrearage, which has not been previously reported to this insurance department?</p> <p>If you answer yes,</p> <p>a) by how many months are you in arrearage?</p> <p>b) are you the subject of a child support related subpoena/warrant?</p> <p>c) are you currently subject to and in compliance with any a repayment agreement?</p> <p>d) are you the subject of a child support related subpoena/warrant are you currently in compliance with the repayment agreement?</p> <p>(If you answered "Yes" to 3(c), provide documentation showing proof of current payments or an approved repayment plan from the appropriate state child support.)</p>	
16	<p>Field #26 - Background Questions - 4 - Add/Remove Language</p> <p>4. In response to a "yYes" answer to one or more of the Background Questions for this renewal application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</p> <ul style="list-style-type: none"> • You have previously loaded a document(s); • You have recently submitted an application that is pending; • You are submitting the same type of application (resident/nonresident, initial/renewal); and • You are answering "Yes" to the same background question(s). <p>If you have not previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</p> <hr/> <p>If you answer yes;</p> <p>Will you be associating (linking) previously filed documents from the NAIC/NIPR Attachments Warehouse to this application? –</p> <p>Note: If you have previously submitted documents to the Attachments Warehouse that are intended to be filed with this renewal application, you must go to the Attachments Warehouse and associate (link) the supporting document(s) to this application based upon the particular background question number you have answered yes to on this application. You will receive information in a follow-up page at the end of the application process, providing a link to the Attachment Warehouse instructions.</p>	
18	<p>Field #27 - Applicant's Certification and Attestation - Add New Language</p> <p>8. For Non-Resident License Applications, I certify that I am licensed and in good standing in my home state/resident state for the lines of authority requested from the non-resident state. The state will rely on an electronic verification of an Applicant's resident license through the NAIC's State Producer Licensing Database in lieu of requiring an original Letter of Certification from the resident state.</p>	

19 Field #27 - Applicant's Certification and Attestation - Add New Language

[9.1](#)

[acknowledge that jurisdiction specific attachments may be required with this application. State Specific Requirements and Fees information are available at \[www.NIPR.com\]\(http://www.NIPR.com\). Incomplete applications may be returned as unprocessed and considered deficient.](#)

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BUSINESS ENTITY APPLICATION - LIST OF REVISIONS	
Adopted by the Executive (EX) Committee and Plenary, XX, 20XX	
Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 20XX	
Adopted by Producer Licensing (D) Task Force, XX, 20XX	
Adopted by the Producer Licensing Uniformity (D) Working Group, June 4, 2024	
#	REVISION
2	Top of Page - Removal of Identify Home State Licensing #: _____
10	<p>Field #29 - Background Questions - Language cut from 1c and added to beginning of section. The Applicant must read the following very carefully and answer every question. All written statements submitted by the Applicant must include an original signature.</p> <p><u>NOTE: For Questions 1a, 1b and 1c, “Convicted” includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest.</u></p> <p>–</p> <p><u>If you answered “Yes” to any of the below questions (1a, 1b, or 1c), you must attach to this application:</u></p> <p><u>a) a written statement explaining the circumstances of each incident,</u></p> <p><u>b) a copy of the charging documents of each incident,</u></p> <p><u>c) a copy of the official documents of each incident, which demonstrates the resolution of the charges or any final judgment.</u></p>
11	<p>Field #29 Background Questions - Changed ever to EVER</p> <p>1a. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company, ever EVER been convicted of a misdemeanor, had a judgment withheld or deferred or is the business entity or any owner, partner, officer or director of the business entity, or member or manager currently charged with, committing a misdemeanor?</p>
12	<p>Field #29 Background Questions - Changed ever to EVER</p> <p>1b. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company ever EVER ever been convicted of a felony, had judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company currently charged with committing a felony?</p>

14	<p>Field #29 Background Questions - Add NOTE Language and moved to top of section</p> <p>1b. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company ever EVER ever been convicted of a felony, had judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company currently charged with committing a felony? You may exclude juvenile adjudications (offenses where you were adjudicated delinquent in a juvenile court.)</p> <p>If you have a felony conviction involving dishonesty or breach of trust, have you applied for written consent to engage in the business of insurance in your home state as required by 18 USC 1033? (Note: For detailed information related to the requirements of 18 USC 1033 as it pertains to insurance licensing please refer to the NAIC publication “Guidelines for State Insurance Regulators to the Violent Crime Control and Law Enforcement Act of 1994” found at https://www.naic.org/documents/prod_serv_legal_sir_op.pdf)</p>
15	<p>Field #29 Background Questions - Changed ever to EVER 1c. Has the</p> <p>business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, ever EVER ever been convicted of a military offense, had a judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, currently charged with committing a military offense?</p>
16	<p>Field #29 Background Questions - Removal of NOTE Language</p> <p>1c. Has the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, ever EVER ever been convicted of a military offense, had a judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, currently charged with committing a military offense? .</p> <p>NOTE: For Questions 1a, 1b, and 1c “Convicted” includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest, or having been given probation, a suspended sentence or a fine.</p> <p>If you answer yes to any of these questions, you must attach to this application:</p> <ul style="list-style-type: none"> a) a written statement identifying all parties involved (including their percentage of ownership, if any) and explaining the— circumstances of each incident; b) a copy of the charging document; c) a copy of the official document which demonstrates the resolution of the charges or any final judgment.
17	<p>Field #29 Background Questions - Change ever to EVER 2. Has</p> <p>the business entity or any owner, partner, officer or director of the business entity, or manager or member of a limited liability company, ever EVER ever been named or involved as a party in an administrative proceeding, including a FINRA sanction or arbitration proceeding, regarding any professional or occupational license, or registration?</p>

18	<p>Field #29 Background Questions - Language added to #2 2. Has the business entity or any owner, partner, officer or director of the business entity, or manager or member of a limited liability company, EVER ever been named or involved as a party in an administrative proceeding, including a FINRA sanction or arbitration proceeding, regarding any professional or occupational license, or registration?</p> <p>“Involved” means having a license or registration censured, suspended, revoked, canceled, terminated, restricted; or, being assessed a fine, a cease and desist order, a prohibition order, a compliance order, placed on probation, sanctioned or surrendering a license or entering into a settlement to resolve an administrative action. “Involved” also means being named as a party to an administrative or arbitration proceeding, which is related to a professional or occupational license or registration. “Involved” also means having a license application denied or the act of withdrawing an application to avoid a denial. You may EXCLUDE terminations due solely to noncompliance with continuing education requirements or failure to pay a renewal or late filing fee.</p>
19	<p>Field #29 Background Questions - Language added/removed to #3 3. Has any demand been made or judgment rendered against the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company, for overdue monies by an insurer, insured or producer or have you EVER ever been subject to a bankruptcy proceeding? Do not include personal bankruptcies, unless they involve funds held on behalf of others, which would include, but is not limited to, deposits, insured’s premium payments, employee tax withholdings, escrow accounts, or any monies held by you in a capacity for third parties.</p>
20	<p>Field #29 Background Questions - Change ever to EVER #4 4. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company, EVER ever been notified by any jurisdiction to which you are applying of any delinquent tax obligation that is not the subject of a repayment agreement?</p>
21	<p>Field #29 Background Questions - Change ever to EVER #5 5. Is the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company, a party to, or EVER ever been found liable in any lawsuit or arbitration proceeding involving allegations of fraud, misappropriation or conversion of funds, misrepresentation or breach of fiduciary duty?</p> <p>If you answer yes, you must attach to this application:</p> <ul style="list-style-type: none"> a) a written statement summarizing the details of each incident, b) a copy of the Petition, Complaint or other document that commenced the lawsuit arbitrations, or mediation proceedings and c) a copy of the official documents which demonstrates the resolution of the charges or any final judgment.

22	<p>Field #29 Background Questions - Change ever to EVER</p> <p>owner, partner, officer or director of the business entity, or member or manager of a limited liability company EVER ever had an insurance agency or securities broker contract or any other business relationship with an insurance company or securities business terminated for any alleged misconduct?</p> <p>If you answer yes, you must attach to this application:</p> <p>a) a written statement summarizing the details of each incident and explaining why you feel this incident should not prevent you from receiving an insurance license, and</p> <p>b) copies of all relevant documents.</p>	6. Has the business entity or any
23	<p>Field #29 Background Questions - Add Language #6</p> <p>any owner, partner, officer or director of the business entity, or member or manager of a limited liability company EVER ever had an insurance agency <u>or securities broker</u> contract or any other business relationship with an insurance company or securities business terminated for any alleged misconduct?</p> <p>If you answer yes, you must attach to this application:</p> <p>a) a written statement summarizing the details of each incident and explaining why you feel this incident should not prevent you from receiving an insurance license, and</p> <p>b) copies of all relevant documents.</p>	6. Has the business entity or
24	<p>Field #29 Background Questions - Add Language #7</p> <p>answer to one or more of the Background Questions for this application, are you submitting, <u>or have you previously submitted</u> document(s) to the NAIC/NIPR Attachments Warehouse?</p>	7. In response to a “Yes”
25	<p>Field #29 Background Questions - Add Language #7</p> <p>answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p><u>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</u></p> <ul style="list-style-type: none"> <u>•You have previously loaded a document(s);</u> <u>•You have recently submitted an application that is pending;</u> <u>•You are submitting the same type of application (resident/nonresident, initial/renewal); and</u> <u>•You are answering “Yes” to the same background question(s).</u> <p><u>If you have not previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</u></p>	7. In response to a “Yyes”

26	<p>Field #29 Background Questions - Removal of Language #7</p> <p>“Yyes” answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</p> <ul style="list-style-type: none"> •You have previously loaded a document(s); •You have recently submitted an application that is pending; •You are submitting the same type of application (resident/nonresident, initial/renewal); and •You are answering “Yes” to the same background question(s). <p>previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</p> <p>If you answer yes:</p> <p>Will you be associating (linking) previously filed documents from the NAIC/NIPR Attachments Warehouse to this application?—</p> <p>Note: If you have previously submitted documents to the Attachments Warehouse that are intended to be filed with this application, you must go to the Attachments Warehouse and associate (link) the supporting document(s) to this application based upon the particular background question number you have answered yes to on this application. You will receive information in a follow-up page at the end of the application process, providing a link to the Attachment Warehouse instructions.</p>	7. In response to a
27	<p>Field #30 Applicant's Cerification and Attestation - Add/Delete Language #5</p> <p>which this application is made to give any information they may have concerning me the business entity or any individual named in this application, as permitted by law and in the furtherance of the Commissioner’s, Director’s, or Superintendent’s official duties, to any federal, state or municipal agency, or any other organization and I release the jurisdictions and any person acting on their behalf in the furtherance of official duties their behalf from any and all liability of whatever nature by reason of furnishing such information.</p>	5. I authorize the jurisdictions to
28	<p>Field #30 Applicant's Cerification and Attestation - Add/Delete Language #6</p> <p>understand and that the business entity will comply with the insurance laws and regulations of the jurisdictions to which I am applying for licensure/registration.</p>	6. I acknowledge that I
29	<p>Field #30 Applicant's Cerification and Attestation - Add/Delete Language #7</p> <p>Applications, I certify that I am that the business entity is licensed and in good standing in my home state/resident state for the lines of authority requested from the non-resident state. The state will rely on an electronic verification of an Applicant’s resident license through the NAIC’s State Producer Licensing Database in lieu of requiring an original Letter of Certification from the resident state.</p>	7. For Non-Resident License

30	Field #30 Applicant's Certification and Attestation - Add/Delete Language #8. request, I will furnish the jurisdiction(s) to which I am applying on behalf of the business entity , certified copies of any documents attached to this application or requested by the jurisdiction(s).	8. I hereby certify that upon
32	Field #31 Attachments - Delete Attachment Section #1 1. For Non-Resident License Applications and unless otherwise noted in the State Matrix of Business Rules, a state will rely on an electronic verification of an Applicant's resident license through the NAIC's State Producer Database in lieu of requiring an original Letter of Certification from the resident state	The following attachments must accompany the application otherwise the application may be returned unprocessed or considered deficient.
33	Field #31 Attachments - Delete Attachment Section #2 2. Any jurisdiction specific attachments listed in the State Matrix of Business Rules (www.nipr.com):	The following attachments must accompany the application otherwise the application may be returned unprocessed or considered deficient.

BUSINESS ENTITY RENEWAL APPLICATION - LIST OF REVISIONS	
Adopted by the Executive (EX) Committee and Plenary, XX, 20XX	
Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 20XX	
Adopted by the Producer Licensing (D) Task Force, XX, 20XX	
Adopted by Producer Licensing Uniformity (D) Working Group, June 4, 2024	
#	REVISION
1	<p>Field #20 - Background Questions -Language moved from 1c. to the top of Background Question section NOTE: For Questions 1a, 1b and 1c, “Convicted” includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest.</p> <p>If you answer yes to any of these questions, you must attach to this application:</p> <p>a) a written statement explaining the circumstances of each incident,</p> <p>b) a copy of the charging document of each incident,</p> <p>c) a copy of the official document of each incident, which demonstrates the resolution of the charges or any final judgment.</p>
2	<p>Field #20 Background Questions - Changed ever to EVER</p> <p>1a. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company, ever EVER been convicted of a misdemeanor, had a judgment withheld or deferred or is the business entity or any owner, partner, officer or director of the business entity, or member or manager currently charged with, committing a misdemeanor?</p>
3	<p>Field #20 Background Questions - Changed ever to EVER</p> <p>1b. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company ever EVER ever been convicted of a felony, had judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company currently charged with committing a felony?</p>

4	<p>Field #20 Background Questions - Add NOTE Language and moved to top of section</p> <p>1b. Has the business entity or any owner, partner, officer or director of the business entity, or member or manager of a limited liability company ever EVER ever been convicted of a felony, had judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company currently charged with committing a felony? You may exclude juvenile adjudications (offenses where you were adjudicated delinquent in a juvenile court.)</p> <p>If you have a felony conviction involving dishonesty or breach of trust, have you applied for written consent to engage in the business of insurance in your home state as required by 18 USC 1033? (Note: For detailed information related to the requirements of 18 USC 1033 as it pertains to insurance licensing please refer to the NAIC publication “Guidelines for State Insurance Regulators to the Violent Crime Control and Law Enforcement Act of 1994” found at https://www.naic.org/documents/prod_serv_legal_sir_op.pdf)</p>
5	<p>Field #20 Background Questions - Changed ever to EVER 1c. Has the</p> <p>business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, ever EVER ever been convicted of a military offense, had a judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, currently charged with committing a military offense?</p>
6	<p>Field #20 Background Questions - Removal of NOTE Language 1c.</p> <p>Has the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, ever EVER ever been convicted of a military offense, had a judgment withheld or deferred, or is the business entity or any owner, partner, officer or director of the business entity or member or manager of a limited liability company, currently charged with committing a military offense? .</p> <p>NOTE: For Questions 1a, 1b, and 1c “Convicted” includes, but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest, or having been given probation, a suspended sentence or a fine.</p> <p>If you answer yes to any of these questions, you must attach to this application:</p> <ul style="list-style-type: none"> a) a written statement identifying all parties involved (including their percentage of ownership, if any) and explaining the circumstances of each incident; b) a copy of the charging document; c) a copy of the official document which demonstrates the resolution of the charges or any final judgment.
7	<p>Field #20 Background Questions - Change ever to EVER 2. Has the</p> <p>business entity or any owner, partner, officer or director of the business entity, or manager or member of a limited liability company, ever EVER ever been named or involved as a party in an administrative proceeding, including a FINRA sanction or arbitration proceeding, regarding any professional or occupational license, or registration?</p>

8	<p>Field #20 Background Questions - Language add/delete to #2</p> <p>or any owner, partner, officer or director of the business entity, or manager or member of a limited liability company, EVER ever been named or involved as a party in an administrative proceeding, including a FINRA sanction or arbitration proceeding, regarding any professional or occupational license, or registration?</p> <p>“Involved” means having a license or registration censured, suspended, revoked, canceled, terminated, restricted; or, being assessed a fine, a cease and desist order, a prohibition order, a compliance order, placed on probation, sanctioned or surrendering a license or entering into a settlement to resolve an administrative action. “Involved” also means being named as a party to an administrative or arbitration proceeding, which is related to a professional or occupational license or registration. “Involved” also means having a license application denied or the act of withdrawing an application to avoid a denial. You may EXCLUDE terminations due solely to noncompliance with continuing education requirements or failure to pay a renewal or late filing fee.</p>	2. Has the business entity
	<p>Field #20 Background Questions - Add Language #3</p> <p>answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p>	3. In response to a “ Y yes”
9	<p>Field #20 Background Questions - Add Language #3</p> <p>answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</p> <ul style="list-style-type: none"> •You have previously loaded a document(s); •You have recently submitted an application that is pending; •You are submitting the same type of application (resident/nonresident, initial/renewal); and •You are answering “Yes” to the same background question(s). <p>If you have not previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</p>	3. In response to a “ Y yes”

10	<p>Field #20 Background Questions - Removal of Language #3</p> <p>“Yyes” answer to one or more of the Background Questions for this application, are you submitting, or have you previously submitted document(s) to the NAIC/NIPR Attachments Warehouse?</p> <p>NOTE: The state(s) identified on this application will receive an alert that your supporting documents are available if:</p> <ul style="list-style-type: none"> •You have previously loaded a document(s); •You have recently submitted an application that is pending; •You are submitting the same type of application (resident/nonresident, initial/renewal); and •You are answering “Yes” to the same background question(s). <p>previously loaded your supporting documents, you may do so after you have successfully completed your application. You will be provided a link to the Attachment Warehouse instructions upon completion.</p> <p>If you answer yes:</p> <p>Will you be associating (linking) previously filed documents from the NAIC/NIPR Attachments Warehouse to this application?—</p> <p>Note: If you have previously submitted documents to the Attachments Warehouse that are intended to be filed with this application, you must go to the Attachments Warehouse and associate (link) the supporting document(s) to this application based upon the particular background question number you have answered yes to on this application. You will receive information in a follow-up page at the end of the application process, providing a link to the Attachment Warehouse instructions.</p>	<p>3. In response to a</p> <p>If you have not</p>
11	<p>Field #21 Applicant's Certification and Attestation - Add/Delete Language #5</p> <p>which this application is made to give any information they may have concerning me the business entity or any individual named in this application, as permitted by law and in the furtherance of the Commissioner’s, Director’s, or Superintendent’s official duties, to any federal, state or municipal agency, or any other organization and I release the jurisdictions and any person acting on their behalf in the furtherance of official duties their behalf from any and all liability of whatever nature by reason of furnishing such information.</p>	<p>5. I authorize the jurisdictions to</p>
12	<p>Field #21 Applicant's Certification and Attestation - Add/Delete Language #6</p> <p>understand and that the business entity will comply with the insurance laws and regulations of the jurisdictions to which I am applying for licensure/registration.</p>	<p>6. I acknowledge that I</p>
13	<p>Field #21 Applicant's Certification and Attestation - Add/Delete Language #7</p> <p>Applications, I certify that I am that the business entity is licensed and in good standing in my home state/resident state for the lines of authority requested from the non-resident state. The state will rely on an electronic verification of an Applicant’s resident license through the NAIC’s State Producer Licensing Database in lieu of requiring an original Letter of Certification from the resident state.</p>	<p>7. For Non-Resident License</p>

14	Field #21 Applicant's Certification and Attestation - Add Language #8. will furnish the jurisdiction(s) to which I am applying on behalf of the business entity , certified copies of any documents attached to this application or requested by the jurisdiction(s).	8. I hereby certify that upon request, I
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Adopted by the Executive Committee and Plenary, XX, 2024

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 2024

Adopted by the Producer Licensing (D) Task Force, XX, 2024

Adopted by the Public Adjuster Licensing (D) Working Group, July 17, 2024

Revisions marks reflect proposed changes from Public Adjuster Model Act adopted by the NAIC in 2005.

PUBLIC ADJUSTER LICENSING MODEL ACT

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Section 1. Purpose and Scope

This Act governs the qualifications and procedures for the licensing of public adjusters. It specifies the duties of and restrictions on public adjusters, which include limiting their licensure to assisting insureds in first party claims, [excluding claims for personal or commercial auto lines of insurance](#).

Drafting Note: It is recommended that any statute or regulation inconsistent with this Act be repealed or amended.

Drafting Note: This Act also requires a report to the insurance commissioner of any action in another jurisdiction against either the public adjuster license or licensee.

Drafting Note: [This Act is not intended to apply to the settlement of claims for personal or commercial auto lines of insurance.](#)

Section 2. Definitions

- A. “Apprentice public adjuster” means the one who is qualified in all respects as a public adjuster except as to experience, education and/or training.
- B. “Business entity” means a corporation, association, partnership, limited liability company, limited liability partnership or other legal entity.
- C. “Catastrophic disaster” according to the Federal Response Plan, means an event that results in large numbers of deaths and injuries; causes extensive damage or destruction of facilities that provide and sustain human needs; produces an overwhelming demand on state and local response resources and mechanisms; causes a severe long-term effect on general economic activity; and severely affects state, local and private

Adopted by the Executive Committee and Plenary, XX, 2024

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 2024

Adopted by the Producer Licensing (D) Task Force, XX, 2024

Adopted by the Public Adjuster Licensing (D) Working Group, July 17, 2024

Revisions marks reflect proposed changes from Public Adjuster Model Act adopted by the NAIC in 2005.

sector capabilities to begin and sustain response activities. A catastrophic disaster shall be declared by the President of the United States or the Governor of the state or district in which the disaster occurred.

- D. “Fingerprints” for the purposes of this act, means an impression of the lines on the finger taken for purpose of identification. The impression may be electronic or in ink converted to electronic format.
- E. “Home state” means the District of Columbia and any state or territory of the United States in which the public adjuster’s principal place of residence or principal place of business is located. If neither the state in which the public adjuster maintains the principal place of residence nor the state in which the public adjuster maintains the principal place of business has a substantially similar law governing public adjusters, the public adjuster may declare another state in which it becomes licensed and acts as a public adjuster to be the ‘home state.’
- F. “Individual” means a natural person.
- G. “Person” means an individual or a business entity.
- H. “Public adjuster” means any person who, for compensation or any other thing of value on behalf of the insured:
- (1) Acts or aids, solely in relation to first party claims arising under insurance contracts that insure the real or personal property of the insured, on behalf of an insured in negotiating for, or effecting the settlement of, a claim for loss or damage covered by an insurance contract;
 - (2) Advertises for employment as a public adjuster of insurance claims or solicits business or represents himself or herself to the public as a public adjuster of first party insurance claims for losses or damages arising out of policies of insurance that insure real or personal property; or
 - (3) Directly or indirectly solicits business, investigates or adjusts losses, or advises an insured about first party claims for losses or damages arising out of policies of insurance that insure real or personal property for another person engaged in the business of adjusting losses or damages covered by an insurance policy, for the insured.
- I. “Uniform individual application” means the current version of the National Association of Insurance Commissioners (NAIC) Uniform Individual Application for resident and nonresident individuals.
- J. [Optional] “Uniform business entity application” means the current version of the National Association of Insurance Commissioners (NAIC) Uniform Business Entity Application for resident and nonresident business entities.

Drafting Note: Subsection J is optional and would apply only to those states that have a business entity license requirement.

Drafting Note: If any term is similarly defined in a relevant section of the state’s insurance code, do not include the definition of the term in this Act or, in the alternative, reference the statute: “[term] is defined in [insert appropriate reference to state law or regulation].”

Section 3. License Required

- A. A person shall not act, ~~or~~ hold himself/herself out as a public adjuster, solicit, or negotiate a contract for public adjusting services in this state unless the person is licensed as a public adjuster in accordance with this Act.
- B. A person licensed as a public adjuster shall not misrepresent to a claimant that ~~he or she is~~ they are an

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adjuster representing an insurer in any capacity, including acting as an employee of the insurer or acting as an independent adjuster unless so appointed by an insurer in writing to act on the insurer's behalf for that specific claim or purpose. A licensed public adjuster is prohibited from charging that specific claimant a fee when appointed by the insurer and the appointment is accepted by the public adjuster.

- C. A business entity acting as a public adjuster is required to obtain a public adjuster license. Application shall be made using the Uniform Business Entity Application. Before approving the application, the insurance commissioner shall find that:
- (1) The business entity has paid the fees set forth in [insert appropriate reference to state law or regulation; and
 - (2) The business entity has designated a licensed public adjuster responsible for the business entity's compliance with the insurance laws, rules and regulations of this state.

Drafting Note: Subsection C is optional and would apply only to those states that have a business entity license requirement.

- D. Notwithstanding subsection A through C, a license as a public adjuster shall not be required of the following:
- (1) An attorney-at-law admitted to practice in this state, when acting in his or her professional capacity as an attorney;
 - (2) A person who negotiates or settles claims arising under a life or health insurance policy or an annuity contract;
 - (3) A person employed only for the purpose of obtaining facts surrounding a loss or furnishing technical assistance to a licensed public adjuster, including photographers, estimators, private investigators, engineers and handwriting experts;
 - (4) A licensed health care provider, or employee of a licensed health care provider, who prepares or files a health claim form on behalf of a patient; or
 - (5) A person who settles subrogation claims between insurers.

Section 4. Application for License

- A. A person applying for a public adjuster license shall make application to the commissioner on the appropriate uniform application or other application prescribed by the commissioner.
- B. The applicant shall declare under penalty of perjury and under penalty of refusal, suspension or revocation of the license that the statements made in the application are true, correct and complete to the best of the applicant's knowledge and belief.
- C. In order to make a determination of license eligibility, the insurance commissioner is authorized to require fingerprints of applicants and submit the fingerprints and the fee required to perform the criminal history record checks to the state identification bureau (or state department of justice public state agency) and the Federal Bureau of Investigation (FBI) for state and national criminal history record checks; the insurance commissioner shall require a criminal history record check on each applicant in accordance with this Act. The insurance commissioner shall require each applicant to submit a full set of fingerprints in order for the insurance commissioner to obtain and receive National Criminal History Records from the FBI Criminal Justice Information Services Division.

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- (1) The insurance commissioner may contract for the collection, transmission and resubmission of fingerprints required under this section. If the commissioner does so, the fee for collecting, transmitting and retaining fingerprints shall be payable directly to the contractor by the person. The insurance commissioner may agree to a reasonable fingerprinting fee to be charged by the contractor.
- (2) The insurance commissioner may waive submission of fingerprints by any person that has previously furnished fingerprints and those fingerprints are on file with the Central Repository of the ~~National Association of Insurance Commissioners~~ (NAIC), its affiliates or subsidiaries.
- (3) The insurance commissioner is authorized to receive criminal history record information in lieu of the [insert reference to Department of Justice/Public Safety Agency] that submitted the fingerprints to the FBI.
- (4) The insurance commissioner is authorized to submit electronic fingerprint records and necessary identifying information to the NAIC, its affiliates or subsidiaries for permanent retention in a centralized repository. The purpose of such a centralized repository is to provide insurance commissioners with access to fingerprint records in order to perform criminal history record checks.

Drafting Note: The FBI requires that fingerprints be submitted to the state Department of Law Enforcement, Public Safety or Criminal Justice for a check of state records before the fingerprints are submitted to the FBI for a criminal history check. The FBI recommends all fingerprint submissions to be in an electronic format. The FBI has approved the language in Section 4 (C) to authorize a state identification bureau to submit fingerprints on behalf of its applicants in conjunction with licensing and employment.

Drafting Note: If the state has adopted the Producer Licensing Model Act, it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Drafting Note: This provision does not permit the sharing of criminal history record information with the NAIC or other insurance commissioners as such sharing of information is prohibited by 28 CFR 20.33.

Section 5. Resident License

- A. Before issuing a public adjuster license to an applicant under this section, the commissioner shall find that the applicant:
 - (1) Is eligible to designate this state as his or her home state or is a nonresident who is not eligible for a license under Section 8;
 - (2) Has not committed any act that is a ground for denial, suspension or revocation of a license as set forth in Section 11;
 - (3) Is trustworthy, reliable, and of good reputation, evidence of which may be determined by the commissioner;
 - (4) Is financially responsible to exercise the license and has provided proof of financial responsibility as required in Section 12 of this Act;
 - (5) Has paid the fees set forth in [insert appropriate reference to state law or regulation]; and
 - (6) Maintains an office in the home state of residence with public access by reasonable appointment and/or regular business hours. This includes a designated office within a home state of residence.

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- B. In addition to satisfying the requirements of Subsection A, an individual shall
- (1) Be at least eighteen (18) years of age; and
 - (2) Have successfully passed the public adjuster examination.
 - (3) Designate a licensed individual public adjuster responsible for the business entity's compliance with the insurance laws, rules, and regulations of this state; and
 - (4) Designate only licensed individual public adjusters to exercise the business entity's license.

Drafting Note: Subsection C is optional and would apply only to those states that have a business entity license requirement. C's PLMA Section 6B.

- C. The commissioner may require any documents reasonably necessary to verify the information contained in the application.

Section 6. Examination

- A. An individual applying for a public adjuster license under this act shall pass a written examination unless exempt pursuant to Section 7. The examination shall test the knowledge of the individual concerning the duties and responsibilities of a public adjuster and the insurance laws and regulations of this state. Examinations required by this section shall be developed and conducted under rules and regulations prescribed by the commissioner.
- B. The commissioner may make arrangements, including contracting with an outside testing service, for administering examinations and collecting the nonrefundable fee set forth in [insert appropriate reference to state law or regulation].
- C. Each individual applying for an examination shall remit a non-refundable fee as prescribed by the commissioner as set forth in [insert appropriate reference to state law or regulation].
- D. An individual who fails to appear for the examination as scheduled or fails to pass the examination, shall reapply for an examination and remit all required fees and forms before being rescheduled for another examination.

Drafting Note: A state may wish to prescribe by regulation limitations on the frequency of application for examination in addition to other preclicensing requirements.

Drafting Note: If the state has adopted the Producer Licensing Model Act, it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Section 7. Exemptions from Examination

- A. An individual who applies for a public adjuster license in this state who was previously licensed as a public adjuster in another state based on a public adjuster examination shall not be required to complete any preclicensing examination. This exemption is only available if the person is currently licensed in that state or if the application is received within twelve (12) months of the cancellation of the applicant's previous license and if the prior state issues a certification that, at the time of cancellation, the applicant was in good standing in that state or the state's producer database records or records maintained by the NAIC, its affiliates, or subsidiaries, indicate that the public adjuster is or was licensed in good standing.
- B. A person licensed as a public adjuster in another state based on a public adjuster examination who moves to this state shall make application within ninety (90) days of establishing legal residence to become a

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resident licensee pursuant to Section 5. No prelicensing examination shall be required of that person to obtain a public adjuster license.

- C. An individual who applies for a public adjuster license in this state who was previously licensed as a public adjuster in this state shall not be required to complete any prelicensing examination. This exemption is only available if the application is received within twelve (12) months of the cancellation of the applicant's previous license in this state and if, at the time of cancellation, the applicant was in good standing in this state.

Drafting Note: If the state has adopted the Producer Licensing Model Act, it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Section 8. Nonresident License Reciprocity

- A. Unless denied licensure pursuant to Section 11, a nonresident person shall receive a nonresident public adjuster license if:
- (1) The person is currently licensed as a resident public adjuster and in good standing in his or her home state;
 - (2) The person has submitted the proper request for licensure, has paid the fees required by [insert appropriate reference to state law or regulation] [NAIC's PLMA Section 8A(2)], and has provided proof of financial responsibility as required in Section 12 of this Act;
 - (3) The person has submitted or transmitted to the commissioner the appropriate completed application for licensure; and
 - (4) The person's home state awards non-resident public adjuster licenses to residents of this state on the same basis.
- B. The commissioner may verify the public adjuster's licensing status through the producer database maintained by the NAIC, its affiliates, or subsidiaries.
- C. As a condition to continuation of a public adjuster license issued under this section, the licensee shall maintain a resident public adjuster license in his or her home state. The non-resident public adjuster license issued under this section shall terminate and be surrendered immediately to the commissioner if the home state public adjuster license terminates for any reason, unless the public adjuster has been issued a license as a resident public adjuster in his or her new home state. Notification to the state or states where non-resident license is issued must be made as soon as possible, yet no later than thirty (30) days of change in new state resident license. Licensee shall include new and old address. A new state resident license is required for non-resident licenses to remain valid. The new state resident license must have reciprocity with the licensing non-resident state(s) for the non-resident license not to terminate.

Drafting Note: If the state has adopted the PLMA, it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Section 9. License

- A. Unless denied licensure under this Act, persons who have met the requirements of this Act shall be issued a public adjuster license.
- B. A public adjuster license shall remain in effect unless revoked, terminated or suspended as long as the

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request for renewal and fee set forth in [insert appropriate reference to state law or regulation] is paid and any other requirements for license renewal are met by the due date.

- C. The licensee shall inform the commissioner by any means acceptable to the commissioner of a change of address, change of legal name, or change of information submitted on the application within thirty (30) days of the change.
- D. A licensed public adjuster shall be subject to [cite state's Unfair Claims Settlement Act and state's Trade Practices and Fraud sections of the Insurance Code].
- E. A public adjuster who allows his or her license to lapse may, within twelve (12) months from the due date of the renewal, be issued a new public adjuster license upon the commissioner's receipt of the request for renewal. However, a penalty in the amount of double the unpaid renewal fee shall be required for the issue of the new public adjuster license. The new public adjuster license shall be effective the date the commissioner receives the request for renewal and the late payment penalty.
- F. Any public adjuster licensee that fails to apply for renewal of a license before expiration of the current license shall pay a lapsed license fee of twice the license fee and be subject to other penalties as provided by law before the license will be renewed. If the Department receives the request for reinstatement and the required lapsed license fee within sixty (60) days of the date the license lapsed, the Department shall reinstate the license retroactively to the date the license lapsed. If the Department receives the request for reinstatement and the required lapsed license fee after sixty (60) days but within one year of the date the license lapsed, the Department shall reinstate the license prospectively with the date the license is reinstated. If the person applies for reinstatement more than one year from date of lapse, the person shall reapply for the license under this Act.
- G. A licensed public adjuster ~~that~~who is unable to comply with license renewal procedures due to military service, a long-term medical disability, or some other extenuating circumstance, may request a waiver of those procedures. The public adjuster may also request a waiver of any examination requirement, fine, or other sanction imposed for failure to comply with renewal procedures.

Drafting Note: References to license "renewal" should be deleted in those states that do not require license renewal.

- H. The license shall contain the licensee's name, city and state of business address, personal identification number, the date of issuance, the expiration date, and any other information the commissioner deems necessary. I. In order to assist in the performance of the commissioner's duties, the commissioner may contract with non-governmental entities, including the NAIC or any affiliates or subsidiaries that the NAIC oversees, to perform any ministerial functions, including the collection of fees and data, related to licensing that the commissioner may deem appropriate.]

Drafting Note: If the state has adopted the Producer Licensing Model Act, it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Section 10. Apprentice Public Adjuster License ~~{Optional}~~

- A. The apprentice public adjuster license is an optional license to facilitate the training necessary to ensure reasonable competency to fulfill the responsibilities of a public adjuster as defined in [insert state statute].
- B. The apprentice public adjuster license shall be subject to the following terms and conditions:
 - (1) An attestation/certification from a licensed public adjuster (licensee) shall accompany an application for an initial apprentice public adjuster license assuming responsibility for all actions

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of such applicant;

- (2) The apprentice public adjuster is authorized to adjust claims in the state that has issued licensure only;
- (3) The apprentice public adjuster shall not be required to take and successfully complete the prescribed public adjuster examination;
- (4) The licensee shall at all times be an employee of a public adjuster and subject to training, direction, and control by a licensed public adjuster;
- (5) The apprentice public adjuster license is for a period not to exceed twelve (12) months, the license shall not be renewed;
- (6) The licensee is restricted to participation in factual investigation, tentative closing and solicitation of losses subject to the review and final determination of a licensed public adjuster;
- (7) Compensation of an apprentice public adjuster shall be on a salaried or hourly basis only; and
- (8) The licensee shall be subject to suspension, revocation, or conditions in accordance with [Insert ~~S~~state ~~L~~aws].

Section 11. License Denial, Non-~~r~~Renewal, or Revocation

- A. The commissioner may place on probation, suspend, revoke or refuse to issue or renew a public adjuster's license or may levy a civil penalty in accordance with [insert appropriate reference to state law] or any combination of actions, for any one or more of the following causes:
- (1) Providing incorrect, misleading, incomplete, or materially untrue information in the license application;
 - (2) Violating any insurance laws, or violating any regulation, subpoena, or order of the commissioner or of another state's insurance commissioner;
 - (3) Obtaining or attempting to obtain a license through misrepresentation or fraud;
 - (4) Improperly withholding, misappropriating, or converting any monies or properties received in the course of doing insurance business;
 - (5) Intentionally misrepresenting the terms of an actual or proposed insurance contract or application for insurance;
 - (6) Having been convicted of a felony;
 - (7) Having admitted or been found to have committed any insurance unfair trade practice or insurance fraud;
 - (8) Using fraudulent, coercive or dishonest practices; or demonstrating incompetence, untrustworthiness or financial irresponsibility in the conduct of business in this state or elsewhere;
 - (9) Having an insurance license, or its equivalent, denied, suspended, or revoked in any other state,

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province, district or territory;

- (10) Forging another's name to an application for insurance or to any document related to an insurance transaction;
- (11) Cheating, including improperly using notes or any other reference material, to complete an examination for an insurance license;
- (12) Knowingly accepting insurance business from an individual who is not licensed but who is required to be licensed by the commissioner;
- (13) Failing to comply with an administrative or court order imposing a child support obligation; or
- (14) Failing to pay state income tax or comply with any administrative or court order directing payment of state income tax.

Drafting Note: Paragraph (14) is for those states that have a state income tax.

- B. In the event that the action by the commissioner is to deny an application for or not renew a license, the commissioner shall notify the applicant or licensee and advise, in writing, the applicant or licensee of the reason for the non-renewal or denial of the applicant's or licensee's license. The applicant or licensee may make written demand upon the commissioner within [insert appropriate time period from state's administrative procedure act] for a hearing before the commissioner to determine the reasonableness of the commissioner's action. The hearing shall be held within [insert time period from state law] and shall be held pursuant to [insert appropriate reference to state law].
- C. The license of a business entity may be suspended, revoked or refused if the commissioner finds, after hearing, that an individual licensee's violation was known or should have been known by one or more of the partners, officers or managers acting on behalf of the business entity and the violation was neither reported to the commissioner nor corrective action taken.
- D. In addition to or in lieu of any applicable denial, suspension or revocation of a license, a person may, after hearing, be subject to a civil fine according to [insert appropriate reference to state law].
- E. The commissioner shall retain the authority to enforce the provisions of and impose any penalty or remedy authorized by this Act and Title [insert appropriate reference to state law] against any person who is under investigation for or charged with a violation of this Act or Title [insert appropriate reference to state law] even if the person's license or registration has been surrendered or has lapsed by operation of law.

Drafting Note: If the state has adopted the Producer Licensing Model Act, it may not be necessary to adopt this section. The state may want to amend its relevant insurance producer statute to include public adjusters.

Section 12. Bond or Letter of Credit

Prior to issuance of a license as a public adjuster and for the duration of the license, the applicant shall secure evidence of financial responsibility in a format prescribed by the insurance commissioner through a security bond or irrevocable letter of credit:

- A. A surety bond executed and issued by an insurer authorized to issue surety bonds in this state, which bond:
 - (1) Shall be in the minimum amount of \$20,000;

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- (2) Shall be in favor of this state and shall specifically authorize recovery by the commissioner on behalf of any person in this state who sustained damages as the result of erroneous acts, failure to act, conviction of fraud, or conviction of unfair practices in his or her capacity as a public adjuster; and
 - (3) Shall not be terminated unless at least thirty (30) days' prior written notice will have been filed with the commissioner and given to the licensee.
- B. An irrevocable letter of credit issued by a qualified financial institution, which letter of credit:
- (1) Shall be in the minimum amount of \$20,000;
 - (2) Shall be to an account to the commissioner and subject to lawful levy of execution on behalf of any person to whom the public adjuster has been found to be legally liable as the result of erroneous acts, failure to act, fraudulent acts, or unfair practices in his or her capacity as a public adjuster; and
 - (3) Shall not be terminated unless at least thirty (30) days' prior written notice will have been filed with the commissioner and given to the licensee.
- C. The issuer of the evidence of financial responsibility shall notify the commissioner upon termination of the bond or letter of credit, unless otherwise directed by the commissioner.
- D. The commissioner may ask for the evidence of financial responsibility at any time he or she deems relevant.
- E. The authority to act as a public adjuster shall automatically terminate if the evidence of financial responsibility terminates or becomes impaired.

Section 13. Continuing Education

- A. An individual, who holds a public adjuster license and who is not exempt under Subsection B of this section, shall satisfactorily complete a minimum of twenty-four (24) hours of continuing education courses, including ethics, reported on a biennial basis in conjunction with the license renewal cycle.
- B. This section shall not apply to:
- (1) Licensees not licensed for one full year prior to the end of the applicable continuing education biennium; or
 - (2) Licensees holding nonresident public adjuster licenses who have met the continuing education requirements of their home state and whose home state gives credit to residents of this state on the same basis.
- C. Only continuing education courses approved by the commissioner shall be used to satisfy the continuing education requirement of Subsection A.

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Section 14. Public Adjuster Fees

~~A. [Optional] A public adjuster may charge the insured a reasonable fee as determined by state law [insert appropriate reference to state law or regulation].~~

~~Drafting Note: This model designates Section 14A as optional. A majority of the states do not require a cap on fees of public adjusters.~~

~~B~~A. A public adjuster shall not pay a commission, service fee or other valuable consideration to a person for investigating or settling claims in this state if that person is required to be licensed under this Act and is not so licensed.

~~C~~B. A person shall not accept a commission, service fee or other valuable consideration for investigating or settling claims in this state if that person is required to be licensed under this Act and is not so licensed.

~~D~~C. A public adjuster may pay or assign commission, service fees or other valuable consideration to persons who do not investigate or settle claims in this state, unless the payment would violate [insert appropriate reference to state law, i.e. citation to anti-rebating statute or sharing commission statute, if applicable].

~~E~~D. ~~[Optional] In the event of a catastrophic disaster, t~~There shall be limits on ~~catastrophic fees. n~~No public adjuster shall charge, agree to or accept as compensation or reimbursement any payment, commission, fee, or ~~an~~other thing of value equal ~~to~~of more than ten percent (10%) ~~of any insurance settlement or proceeds for any catastrophic insurance claim settlement, and no more than fifteen percent (15%) for any insurance claim settlement.~~ No public adjuster shall require, demand or accept any fee, retainer, compensation, deposit, or other thing of value, prior to settlement of a claim.

~~Drafting Note: This model designates Section 14E, as optional. It is recommended that the states that establish catastrophic fees utilize the recommended language in this model.~~

Section 15. Contract Between Public Adjuster and Insured

A. Public adjusters shall ensure that all contracts for their services are in writing and contain the following terms:

- (1) Legible full name of the adjuster signing the contract, as specified in Department of Insurance records;
- (2) Permanent home state business address and phone number;
- (3) Department of Insurance license number;
- (4) Title of “Public Adjuster Contract”;
- (5) The insured’s full name, street address, insurance company name and policy number, if known or upon notification;
- (6) A description of the loss and its location, if applicable;
- (7) Description of services to be provided to the insured;
- (8) Signatures of the public adjuster and the insured;
- (9) Date contract was signed by the public adjuster and date the contract was signed by the insured;

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- (10) Attestation language stating that the public adjuster is fully bonded pursuant to state law; and
 - (11) Full salary, fee, commission, compensation or other considerations the public adjuster is to receive for services.
- B. The contract may specify that the public adjuster shall be named as a co-payee on an insurer's payment of a claim.
- (1) If the compensation is based on a share of the insurance settlement, the exact percentage shall be specified.
 - (2) Initial expenses to be reimbursed to the public adjuster from the proceeds of the claim payment shall be specified by type, with dollar estimates set forth in the contract and with any additional expenses first approved by the insured.
 - (3) Compensation provisions in a public adjusting contract shall not be redacted in any copy of the contract provided to the commissioner. Such a redaction shall constitute an omission of material fact in violation of [insert reference to relevant state law].
- C. If the insurer, not later than seventy-two (72) hours after the date on which the loss is reported to the insurer, either pays or commits in writing to pay to the insured the policy limit of the insurance policy, the public adjuster shall:
- (1) Not receive a commission consisting of a percentage of the total amount paid by an insurer to resolve a claim;
 - (2) Inform the insured that loss recovery amount might not be increased by insurer; and
 - (3) Be entitled only to reasonable compensation from the insured for services provided by the public adjuster on behalf of the insured, based on the time spent on a claim and expenses incurred by the public adjuster, until the claim is paid or the insured receives a written commitment to pay from the insurer.
- D. A public adjuster shall provide the insured a written disclosure concerning any direct or indirect financial interest that the public adjuster has with any other party who is involved in any aspect of the claim, other than the salary, fee, commission or other consideration established in the written contract with the insured, including but not limited to any ownership of, other than as a minority stockholder, or any compensation expected to be received from, any construction firm, salvage firm, building appraisal firm, motor vehicle repair shop, or any other firm which that provides estimates for work, or that performs any work, in conjunction with damages caused by the insured loss on which the public adjuster is engaged. The word "firm" shall include any corporation, partnership, association, joint-stock company or person.
- E. A public adjuster contract may not contain any contract term that:
- (1) Allows the public adjuster's percentage fee to be collected when money is due from an insurance company, but not paid, or that allows a public adjuster to collect the entire fee from the first check issued by an insurance company, rather than as percentage of each check issued by an insurance company;
 - (2) Requires the insured to authorize an insurance company to issue a check only in the name of the

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- public adjuster;
 - (3) Imposes collection costs or late fees; or
 - (4) Precludes a public adjuster from pursuing civil remedies.
- F. Prior to the signing of the contract the public adjuster shall provide the insured with a separate disclosure document regarding the claim process that states:
- (1) Property insurance policies obligate the insured to present a claim to his or her insurance company for consideration. There are three (3) types of adjusters that could be involved in that process. The definitions of the three types are as follows:
 - (a) “Company adjuster” means the insurance adjusters who are employees of an insurance company. They represent the interest of the insurance company and are paid by the insurance company. They will not charge you a fee.
 - (b) “Independent adjuster” means the insurance adjusters who are hired on a contract basis by an insurance company to represent the insurance company’s interest in the settlement of the claim. They are paid by your insurance company. They will not charge you a fee.
 - (c) “Public adjuster” means the insurance adjusters who do not work for any insurance company. They work for the insured to assist in the preparation, presentation and settlement of the claim. The insured hires them by signing a contract agreeing to pay them a fee or commission based on a percentage of the settlement, or other method of compensation.
 - (2) The insured is not required to hire a public adjuster to help the insured meet his or her obligations under the policy, but has the right to do so.
 - (3) The insured has the right to initiate direct communications with the insured’s attorney, the insurer, the insurer’s adjuster, and the insurer’s attorney, or any other person regarding the settlement of the insured’s claim.
 - (4) The public adjuster is not a representative or employee of the insurer.
 - (5) The salary, fee, commission or other consideration is the obligation of the insured, not the insurer.
- G. The contracts shall be executed in duplicate to provide an original contract to the public adjuster, and an original contract to the insured. The public adjuster's original contract shall be available at all times for inspection without notice by the commissioner.
- H. The public adjuster shall provide the insurer a notification letter, which has been signed by the insured, authorizing the public adjuster to represent the insured’s interest. [The insurer shall verify the public adjuster holds a valid license with the Department of Insurance.](#)
- I. The public adjuster shall give the insured written notice of the insured’s right as provided in [cite the state consumer protection laws].
- J. The insured has the right to rescind the contract within three (3) business days after the date the contract was signed. The rescission shall be in writing and mailed or delivered to the public adjuster at the address in the contract within the three (3) business day period.

Adopted by the Executive Committee and Plenary, XX, 2024

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 2024

Adopted by the Producer Licensing (D) Task Force, XX, 2024

Adopted by the Public Adjuster Licensing (D) Working Group, July 17, 2024

Revisions marks reflect proposed changes from Public Adjuster Model Act adopted by the NAIC in 2005.

- K. If the insured exercises the right to rescind the contract, anything of value given by the insured under the contract will be returned to the insured within fifteen (15) business days following the receipt by the public adjuster of the cancellation notice.
- L. Subject to its terms relating to assignability, a property insurance policy, whether heretofore or hereafter issued, under the terms of which the policy and its rights and benefits are assignable, may provide that the rights and benefits under the insurance may only be assigned to a person who has the legal authority to represent the named insured or to a subsequent owner of the property to whom title is transferred, and may explicitly prohibit assignment of rights and benefits to any other person, including a property repair contractor. For purposes of this subsection, having “legal authority to represent the named insured” includes the person named by the named insured as having the named insured’s power of attorney, the person who is the named insured’s licensed public adjuster, or any other comparable person. Property repair contractors operating in this state may not subvert the public adjuster licensing requirements of [insert appropriate reference to state law] through the acquisition of a power of attorney from the named insured.

Drafting Note: The details in this section should comply with your state’s consumer protection contract rescission law.

Section 16. Unlicensed Actors

A person or entity commits a fraudulent insurance act if he or she:

- A. Represents or advertises themselves to be a public adjuster who has not met the requirements of licensure under [insert appropriate reference to state law].
- B. Conducts business for which a license is required under this Act without a license.

~~Section 16~~17. **Escrow or Trust Accounts**

A public adjuster who receives, accepts or holds any funds on behalf of an insured, towards the settlement of a claim for loss or damage, shall deposit the funds in a non-interest bearing escrow or trust account in a financial institution that is insured by an agency of the federal government in the public adjuster’s home state or where the loss occurred.

~~Section 17~~18. **Record Retention**

- A. A public adjuster shall maintain a complete record of each transaction as a public adjuster. The records required by this section shall include the following:
- (1) Name of the insured;
 - (2) Date, location and amount of the loss;
 - (3) Copy of the contract between the public adjuster and insured;
 - (4) Name of the insurer, amount, expiration date and number of each policy carried with respect to the loss;
 - (5) Itemized statement of the insured’s recoveries;
 - (6) Itemized statement of all compensation received by the public adjuster, from any source whatsoever, in connection with the loss;

Adopted by the Executive Committee and Plenary, XX, 2024

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- (7) A register of all monies received, deposited, disbursed, or withdrawn in connection with a transaction with an insured, including fees transfers and disbursements from a trust account and all transactions concerning all interest bearing accounts;
 - (8) Name of public adjuster who executed the contract;
 - (9) Name of the attorney representing the insured, if applicable, and the name of the claims representatives of the insurance company; and
 - (10) Evidence of financial responsibility in a format prescribed by the insurance commissioner.
- B. Records shall be maintained for at least five (5) years after the termination of the transaction with an insured and shall be open to examination by the commissioner at all times.
- C. Records submitted to the commissioner in accordance with this section that contain information identified in writing as proprietary by the public adjuster shall be treated as confidential by the commissioner and shall not be subject to [insert reference to open record laws] of this state.

Section ~~18~~19. Standards of Conduct of Public Adjuster

- A. A public adjuster is obligated, under his or her license, to serve with objectivity and complete loyalty the interest of his client alone; and to render to the insured such information, counsel and service, as within the knowledge, understanding and opinion in good faith of the licensee, as will best serve the insured's insurance claim needs and interest.
- B. A public adjuster shall not solicit, or attempt to solicit, an insured during the progress of a loss-producing occurrence, as defined in the insured's insurance contract.
- ~~C.~~ A public adjuster shall not advertise or infer damage unless an inspection of the property has been completed.
- ~~D.~~ A public adjuster shall not offer to pay an insured's deductible, or claim the insured's deductible will be waived, as an inducement to using the services of a public adjuster.
- ~~E.~~ A public adjuster shall not permit an unlicensed employee or representative of the public adjuster to conduct business for which a license is required under this Act.
- ~~F.~~ A public adjuster shall not have a direct or indirect financial interest in any aspect of the claim, other than the salary, fee, commission or other consideration established in the written contract with the insured; ~~unless full written disclosure has been made to the insured as set forth in Section 15G.~~
- ~~G.~~ A public adjuster shall not acquire any interest in salvage of property subject to the contract with the insured unless the public adjuster obtains written permission from the insured after settlement of the claim with the insurer as set forth in Section 15G.
- ~~H.~~ The public adjuster shall abstain from referring or directing the insured to get needed repairs or services in connection with a loss from any person; ~~unless disclosed to the insured:~~
- (1) With whom the public adjuster has a financial interest; or

Adopted by the Executive Committee and Plenary, XX, 2024

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- (2) From whom the public adjuster may receive direct or indirect compensation for the referral.

Drafting Note: Optional language for Subsection F: "Licensees may not solicit a client for employment between the hours of ___ pm and ___ am."

~~G. The public adjuster shall disclose to an insured if he or she has any interest or will be compensated by any construction firm, salvage firm, building appraisal firm, motor vehicle repair shop or any other firm that performs any work in conjunction with damages caused by the insured loss. The word "firm" shall include any corporation, partnership, association, joint stock company or individual as set forth in Section 15A(4).~~

~~H.~~ Any compensation or anything of value in connection with an insured's specific loss that will be received by a public adjuster shall be disclosed by the public adjuster to the insured in writing including the source and amount of any such compensation.

~~I.~~ Public adjusters shall adhere to the following general ethical requirements:

- (1) A public adjuster shall not undertake the adjustment of any claim if the public adjuster is not competent and knowledgeable as to the terms and conditions of the insurance coverage, or which otherwise exceeds the public adjuster's current expertise;
- (2) A public adjuster shall not knowingly make any oral or written material misrepresentations or statements which are false or maliciously critical and intended to injure any person engaged in the business of insurance to any insured client or potential insured client;
- (3) No public adjuster, while so licensed by the Department, may represent or act as a company adjuster, or independent adjuster on the same claim;

Drafting Note: If a state only allows licensure in one class of adjuster licensing, the adjuster may not represent another type of licensure in any circumstance.

- (4) The contract shall not be construed to prevent an insured from pursuing any civil remedy after the three-business day revocation or cancellation period;
- (5) A public adjuster shall not enter into a contract or accept a power of attorney that vests in the public adjuster the effective authority to choose the persons who shall perform repair work; and
- (6) A public adjuster shall ensure that all contracts for the public adjuster's services are in writing and set forth all terms and conditions of the engagement.

~~J.~~ A public adjuster may not agree to any loss settlement without the insured's knowledge and consent.

Section ~~19~~20. Reporting of Actions

- A. The public adjuster shall report to the commissioner any administrative action taken against the public adjuster in another jurisdiction or by another governmental agency in this state within thirty (30) days of the final disposition of the matter. This report shall include a copy of the order, consent to order, or other relevant legal documents.
- B. Within thirty (30) days of the initial pretrial hearing date, the public adjuster shall report to the commissioner any criminal prosecution of the public adjuster taken in any jurisdiction. The report shall include a copy of the initial complaint filed, the order resulting from the hearing, and any other relevant legal documents.

Draft: 6/18/24

Adopted by the Executive Committee and Plenary, XX, 2024

Adopted by the Market Regulation and Consumer Affairs (D) Committee, XX, 2024

Adopted by the Producer Licensing (D) Task Force, XX, 2024

Adopted by the Public Adjuster Licensing (D) Working Group, July 17, 2024

Revisions marks reflect proposed changes from Public Adjuster Model Act adopted by the NAIC in 2005.

Drafting Note: If the state has adopted the Producer Licensing Model Act , it may not be necessary to adopt this section. Rather, the state may want to amend its relevant insurance producer statute to include public adjusters.

Section ~~20~~21. Regulations

The commissioner may, in accordance with [insert appropriate reference to state law], promulgate reasonable regulations as are necessary or proper to carry out the purposes of this Act.

Section ~~21~~22. Severability

If any provisions of this Act, or the application of a provision to any person or circumstances, shall be held invalid, the remainder of the Act, and the application of the provision to persons or circumstances other than those to which it is held invalid, shall not be affected.

Section ~~22~~23. Effective Date

This Act shall take effect [insert date]. Provided, however that the provision of Section 4 does not become effective until a state participates in the NAIC's central repository for the purpose of obtaining criminal background information.

Drafting Note: A minimum of six months to one-year implementation time for proper notice of changes, fees, and procedures is recommended.

Chronological Summary of Action (all references are to the Proceedings of the NAIC).

2005 Proc. 2nd Quarter 698 (adopted by parent committee).

2005 Proc. 3rd Quarter 26, 35-49 (amended and adopted by Plenary).

Draft: 5/9/24

Revision marks reflect proposed changes to the draft of Sept. 29, 2022.

DISCUSSION DRAFT

Template for 1033 Consent Process

Suggestion on How to Make 1033 Consent Process Effective and Efficient

Initial Draft of Sept. 29, 2022 - Based on Utah Process for Written Consent
<https://insurance.utah.gov/licensee/producers/exam/1033-consent-process>

Comment of Maine (Hancock Fenton/Tracy Cunningham): I don't understand why the process is being formalized into a one-size fits all form. I think it's a bad idea and one that will destabilize the 1033 process. My main concern is that applicants will be able to apply for 1033s from seemingly any US jurisdiction even if they've already been denied by their home state.

1. Introduction

- A. Federal law provides penalties for a person who: (a) has been convicted of a felony involving dishonesty or breach of trust; and (b) willfully engages in the business of insurance affecting interstate commerce, unless the person receives written consent from the state insurance regulatory official with appropriate jurisdiction. See, Violent Crime Control and Law Enforcement Act of 1994, 18 U.S.C. §§1033 and 1034.
- B. A person who has not obtained written consent and who has been convicted of a felony involving dishonesty or breach of trust is a "prohibited person." A prohibited person who engages in the business of insurance faces possible federal criminal and civil action.
- C. The federal law also penalizes those in the insurance industry who willfully allow prohibited persons to engage in the business of insurance. They must notify the [Insert Jurisdiction Insurance Department] ("the Department") in writing of an employee or agent who is a prohibited person. [Insurance entities which already employ a prohibited person who does not have a waiver should shall take the necessary steps to have the individual apply for a 1033 written consent.](#)

Comment of Maine (Hancock Fenton/Tracy Cunningham): I don't believe state regulators can oblige "those in the insurance industry who willfully allow prohibited persons to engage in the business of insurance" to notify us in writing of the employee or agent who is a prohibited person by just citing to the federal Crime Act. There may be state law that would apply from the PLMA but I think this needs to be discussed and we shouldn't assume the federal law gives us that power.

Comment of West Virginia (Robert Grishaber): Any state that has enacted the Model Insurance Fraud Prevention Act has a statutory prohibition in addition to any PLMA prohibitions.

INSURANCE FRAUD PREVENTION MODEL ACT

Section 3. Fraudulent Insurance Acts, Interference and Participation of Convicted Felons Prohibited

- A. A person shall not commit a fraudulent insurance act.
- B. A person shall not knowingly or intentionally interfere with the enforcement of the provisions of this Act or investigations of suspected or actual violations of this Act.

C. (1) A person convicted of a felony involving dishonesty or breach of trust shall not participate in the business of insurance.

(2) A person in the business of insurance shall not knowingly or intentionally permit a person convicted of a felony involving dishonesty or breach of trust to participate in the business of insurance

2. A prohibited person may seek written consent

- A. A prohibited person ~~may~~ must seek written consent prior to engageing in the business of insurance in ~~[Insert Jurisdiction] their Home State~~. The process for obtaining consent is set forth in this document. The process is available only to a ~~[Insert Jurisdiction] resident who is seeking a [Insert Jurisdiction Insurance Department] insurance license or who wishes to be employed in the business of insurance in [Insert Jurisdiction Insurance Department] in a prohibited person seeking an insurance license or who wishes to be employed in the business of insurance in a~~ non-licensed capacity in [Insert Jurisdiction]. ~~A non-resident should consult her or his home state insurance department. Nonresident applicants should not have to apply for a 1033 waiver. However, states may issue a nonresident 1033 waiver if the Home State did not issue a 1033 written consent or when the Home State does not issue 1033 written consents on the same basis.~~ The [Insert Jurisdiction Insurance Department] may require the prohibited person to ~~provide a copy of the home state's written consent~~ release any information the [Insert Jurisdiction Insurance Department] may request as part of the investigation, including but not limited to, records of former employment, state and federal tax returns, business records, banking records.

Comment of Maine (Hancock Fenton/Tracy Cunningham): A policy issue here. The NAIC Licensing Handbook states that "The Working Group determined that the resident state bears responsibility for consideration of applications for consent waivers. Nonresident applicants should not be subject to additional procedures, nor should producers seeking nonresident licenses have to go through the 1033 process in all states after the producer's resident state has issued a waiver." This new proposal seems to run counter to the idea that only the resident state will issue 1033s. I get that the new proposal is meant to deal with those prohibited persons who live in states that don't issue 1033s or are tight in handing them out...but I think this proposal would open up the 1033 process to chaos. People will be able to apply far and wide for a 1033.

Comment of Maine (Hancock Fenton/Tracy Cunningham): This ability to "require" "any information" is I think really broad. I think we'd want to constrain ourselves a bit concerning what information we should be able to request. I'm thinking in a number of years maybe regulators might say "give us your phone" and the applicant would have to turn over the phone or be denied a 1033. I may be over thinking this one but Maine typically doesn't require fingerprinting for instance when it comes to licensing boards.

Comment of Ohio (Tim Schirmer): Need the waiver, so if applicant does not have one, should say they'd need to apply.

Comment of Ohio (Tim Schirmer): Add something about NR providing a copy of the consent?

Comment of West Virginia (Robert Grishaber): The West Virginia Offices of the Insurance Commissioner is opposed to changing the 1033 consent process to require states to engage in the 1033 consent process for nonresident applicants for several reasons.

1) The West Virginia OIC currently only has legislative authority to consider 1033 waivers for resident applicants. We would have to petition our legislature to change the rule granting authority, which could take a few years to change. The West Virginia OIC suggests that the NAIC encourage states without authority to consider 1033 waivers to petition their respective legislatures to grant them authority.

2) However, if the NAIC moves forward with these changes as promulgated, there are some issues that need to be clarified. Beginning with fifth sentence in Section 2.A: "However, states may issue a nonresident 1033 waiver *if the Home State did not issue a 1033 written consent or when the Home State does not issue 1033 written consents on*

the same basis." We believe that the emphasized language suggests a nonresident state can issue a 1033 written consent when the Home State has not issued the 1033 written consent for any reason (i.e. consideration and denial of the applicant's 1033 application). If this is the intended meaning of this language, it ruins the spirit of uniformity and reciprocity between the states. We suggest that the sentence be reworded: "However, states may issue a nonresident 1033 waiver when the Home State *does not have the authority under state law to issue* 1033 written consents." It may also be helpful if home states were required to issue some notice to nonresident states that a 1033 waiver was required and the state did not have the authority to act.

3) The proposed language suggests all nonresident states grant 1033 waivers when the resident state has not considered the 1033 requirement. Can it be clarified whether one nonresident jurisdiction may grant a 1033 waiver upon which all other jurisdictions can rely, similar to the current system?

4) If so, is there a way to determine which nonresident state will lead in the 1033 consent process? There is potential for nonresident jurisdictions to put off the 1033 process until another jurisdiction has ruled on the waiver. Perhaps judging which application was filed first is the clearest indicator of what jurisdiction should begin the 1033 process.

5) How will nonresident states honor other nonresident waivers? Will a second state be required to honor the waiver, or can the second state begin its own process and make its own determination? Similarly, can nonresident states re-evaluate a candidate for a 1033 waiver, despite a recent denial of a waiver in another nonresident state?

You appear to be inviting forum shopping here.

Comment of Wyoming (Becky McFarland): In reference to the following language in 2.A: "Nonresident applicants should not have to apply for a 1033 waiver. However, states may issue a nonresident 1033 waiver if the Home State did not issue a 1033 written consent or when the Home State does not issue 1033 written consents on the same basis." This statement negates consistency in issuing 1033 waivers for nonresidents. First, states issue 1033's for many different reasons with limited consistency. Second, there is a difference between a home state that does not issue a 1033 waiver as a matter of course, and a home state that did not issue a 1033 after review of the information and determination that a 1033 was not necessary. Should there be further clarification here?

3. Definition of relevant terms

- A. Breach of Trust. ~~A crime involving breach of trust includes, but is not limited to, an offense constituting or involving misuse, misapplication or misappropriation of: (a) anything of value held as a fiduciary (including, but not limited to, a trustee, administrator, executor, conservator, receiver, guardian, agent, employee, partner, officer director or public servant); or (b) anything of value of any public, private or charitable organization~~ A wrongful act, use, misappropriation, or omission with respect to any property or fund which has been committed to a person in a fiduciary, official capacity or some other relationship based on trust, or the misuse of one's official fiduciary, or other position based on trust to engage in a wrongful act, use, misappropriation, or omission. (For example, a fiduciary relationship is present in a lawyer/client relationship, physician/patient relationship), or caregiver/elder adult relationship.

Comment of Wyoming (Becky McFarland): This definition would omit any crimes that are committed as an individual, i.e. not in a fiduciary or special relationship capacity, up to and including insurance fraud, theft, forgery, etc. This definition would also eliminate all violent crimes from consideration despite the 1033 waiver originating within the Violent Crime Control and Law Enforcement Act of 1994.

- B. Business of Insurance. This term means the writing of insurance or the reinsuring of risks, by an insurer, including all acts necessary or incidental to such writing or reinsuring and the activities of persons who act as, or are, officers, directors, agents, or other licensed or unlicensed employees of insurers or who are other persons authorized to act on behalf of such persons.

Comment of Texas (Jodie Delgado): Should we include language to indicate this also applies to adjusters? (even if they are not employees of companies) same question regarding title/escrow?

Comment of Wyoming (Becky McFarland): Saying that amendments must be filed immediately or timely can present problems of implementation and interpretation. Specifically, immediately filing an amendment may not be possible if the discovery or recollection of information occurs outside business hours of the regulatory agency. The term "Timely" can be vague and subject to interpretation. Should a statement such as "time is of the essence with regard to filing of amendments" be included instead?

- C. Conviction. This term includes ~~but is not limited to: (a) a plea in abeyance or other similar agreement that defers a criminal judgment, regardless of whether the criminal charges were dismissed pursuant to the terms of the agreement; and (b) an expunged conviction~~ but is not limited to, having been found guilty by verdict of a judge or jury, having entered a plea of guilty or nolo contendere or no contest, or having been given probation, a suspended sentence or a fine.

States may include in the definition of "Conviction" a plea in abeyance, a diversion, or an expunged conviction.

Comment of Maine (Hancock Fenton/Tracy Cunningham): This seems to veer from traditional notions of what constitutes a "conviction" into stuff that typically is not thought to constitute a "conviction." Such as "having been given probation, a suspended sentence or a fine" and "a plea in abeyance, a diversion, or an expunged conviction." We don't consider expunged convictions to even be reportable as I recall. The definition says "states may include..." Isn't the point of the exercise to provide uniformity? Why then have inexact definitions? It doesn't make sense to me and I think it's bad policy. I also don't think there's enough in the federal law to even allow state regulators to define "conviction" as it is defined in the document. For instance, how can successful completion of a diversion program and avoidance of a conviction be considered to be a "conviction"?

Comment of West Virginia (Robert Grishaber): We would suggest that the separate sentence setting forth additional definitions of "conviction" (a plea in abeyance, so on) be deleted. Pleas in abeyance or diversions are not convictions. While it may be concerning if an applicant is involved in these legal processes, the applicant is required to report current criminal charges in the application process. Thus, these non-convictions should still be discovered and considered. Further, if the applicant is later convicted (such as in the case of a plea held in abeyance) the applicant would then be required to obtain a waiver. However, if this definition is not changes, the application should be altered. As amended, Section II. 1. of the applications requires applicants to report felonies of which the applicant has been "convicted." A plea in abeyance or diversion are not convictions within the common understanding of this word and there is nothing in the application to suggest that these situations should be reported. So some change would be necessary for fairness to the applicants.

Generally if there is an expungement there is no record. That is the very essence of expungement. W.Va. Code § 61-11-26(p)(2) "Expungement" means the removal from all public records, other than those specifically exempted therefrom by the provisions of this section and §61-11-26a of this code, all evidence that a person has been charged or convicted of a crime.

Additionally, states have begun to enact legislation limiting the ability of employers to inquire about felonies outside or the limitations the statute has mandated. Some states have passed laws restricting how employers may use an applicant's criminal record in making job decisions.

Some states prohibit employers from considering older offenses. Some states prohibit employers from asking about arrest records or records that have been sealed or expunged. Some states require employers to consider whether the offense bears a reasonable relationship to the job. And, some states provide guidance to employers on what they should and should not ask about criminal records in interviews.

Some states law allows someone whose arrest, charge, or conviction was expunged to omit that expunged entry in response to questions. Employers are also prohibited from asking applicants about expunged criminal history.

In some states, certain types of criminal records are off limits for employers. Employers may not ask about or consider the following at any time during the hiring or employment process, even if voluntarily provided by the applicant:

- Arrest records. Employers may not ask an applicant about prior arrests that did not lead to convictions or seek or use records related to such arrests. Employers may ask applicants about arrests that did lead to conviction and arrests for which the applicant is awaiting trial (for example, because the applicant is out on bail or has been released on his or her own recognizance pending trial).
- Diversion programs. Employers may not ask about an applicant's referral to or participation in a pretrial or post-trial diversion program (unless offered by the applicant after the conditional offer as evidence of rehabilitation or mitigating circumstances).
- Dismissed convictions. Employers may not ask about convictions that have been judicially dismissed or ordered sealed, expunged or statutorily eradicated, or any convictions for which the applicant has received a full pardon or has been issued a certificate of rehabilitation.

Some of these have been imposed on state licensing agencies. There is a hodgepodge of these laws across the states and a one size fits all approach to this is errant.

Some research into this should occur before there is an attempt to make a definition that conflicts with or makes it impossible to comply with under state laws.

There has been a concerted effort in recent years by states to make it easier for felons to enter the work force as the criminal history has in the past made many unemployables.

The general federal definition of conviction generally states: A person shall not be considered to have been convicted if the conviction has been expunged or set aside, or is an offense for which the person has been pardoned...

This varies somewhat among the titles and sections.

Comment of ACLI, Finseca, NAIFA (David Leifer, Melissa Bova, Roger Moore):

We are concerned that the proposal's definition of "Conviction" in Sec. 3(C), as written, could lead to an increase in the number of applicants required to go through the 1033 consent process. While we appreciate the change to the definition making pleas in abeyance and expungements optional, we still would note the inclusion of these pleas is largely out of line with most states current law. Currently, most states do not consider pleas in abeyance to be convictions requiring 1033 written consent. For example, even in Utah, whose process this template was originally based on, there is a Criminal Procedure statute making explicit that "plea in abeyance" does not have a judgement of conviction against a defendant. To avoid unnecessary confusion among applicants, and to avoid having more candidates be required to undergo the 1033 process, we recommend that the language in section 3 (c) be amended to exclude an abeyance where the criminal judgment was dismissed or expunged.

Similarly, the definition of Conviction does still affirmatively include other non-conviction pleas like Nolo Contendere and no contest. Nolo contendere and no contest pleas or other pleas are often required for "pre-trial" diversion programs. These pleas are generally only available to first time offenders charged with lesser offences. Operationally, these pleas of Nolo and no contest are required to enter these diversionary program, which if successfully completed expunges an individual's record and therefore no "conviction" has ever occurred as no judgement was entered.

We believe that most states do not view these types of pleas as "Convictions", and by defining a "Conviction" for 1033 processes to include non-conviction pleas could potentially significantly increase the numbers of applicants required to go through a 1033 waiver process and would run counter to the broader goals of diversion programs and reducing unnecessary barriers to licensure. We would further note that applicants are already required to disclose to Departments of Insurance Nolo and no contest pleas as part of the uniform application, so Departments are already receiving disclosure of these pleas.

- D. Dishonesty. ~~A crime involving dishonesty includes, but is not limited to, an offense constituting or involving perjury, bribery, forgery, counterfeiting, false or misleading oral or written statements, deception, fraud, theft, schemes or artifices to deceive or defraud, material misrepresentations and the failure to disclose material facts.~~ Means directly or indirectly to cheat or defraud; to cheat or defraud for monetary gain or its equivalent; or wrongfully to take property belonging to another in violation of any criminal statute. Dishonesty includes acts involving want of integrity, lack of probity, or a disposition to distort, cheat, or act deceitfully or fraudulently, and may include crimes which federal, state or local laws define as dishonest. Common definition for dishonesty includes, lie, cheat, deceive, or defraud. Untrustworthiness, lack of integrity, honesty, fairness, etc.

Comment of Maine (Hancock Fenton/Tracy Cunningham): Questioned source of definition and whether this requires such a specific definition.

- E. Felony. A “felony” is an offense that is specifically classified as such in ~~the section defining it~~ [insert appropriate reference to state law]. If there is no classification, an offense is a felony if the maximum term of authorized imprisonment authorized is more than one year, or if the maximum penalty is death.

Comment of Maine (Hancock Fenton/Tracy Cunningham): Account for those sentenced to “life imprisonment” as well?

4. **Applying for written consent** (This section is not applicable in jurisdictions that incorporate the 1033 consent process into the producer licensing process and do not require a separate Application for Written Consent.)

- A. Each prohibited person seeking written consent must submit a completed Application for Written Consent to Engage in the Business of Insurance (“Application”) addressed to [Insert Individual Name to review request]. An Application shall be electronically submitted to [Insert Jurisdiction email address].
- B. A prohibited person has the responsibility to read the Application in its entirety and answer every question completely and accurately. ~~Absolute and complete candor is required.~~ Failure to complete the Application or submit any requested documentation ~~shall may~~ result in the denial [or dismissal] of the Application. An amendment to the Application must be filed immediately upon the occurrence of any event or discovery or recollection of any fact that would change any answer on the Application and a copy of that amendment must be sent to other states where written consent was granted. Failure to file a timely amendment may result in denial of written consent or withdrawal of previously granted consent.

5. **Process for granting or denying an Application**

- A. Each jurisdiction will establish a process for the receipt and review of an Application. This may include incorporating the 1033 consent process into the process a jurisdiction uses to issue an insurance producer license.
- B. Notification of a 1033 waiver application availability should be clearly presented prior to and during the licensing application process.
- C. A jurisdiction’s process for review of a 1033 waiver application should be provided to an applicant at the time of submission.
- D. A jurisdiction should submit its final decision to grant or deny a 1033 waiver to the NAIC’s 1033 State Decision Repository.

Comment of Virginia (Richard Tozer): Delete “producer” in 5.A because 1033 applies to all licenses.

6. **Standard by which an Application is evaluated**

- A. An Application provides a prohibited person with the opportunity to demonstrate that, notwithstanding the conviction(s), ~~he or she~~ they ~~is sufficiently trustworthy to participate~~ may engage in the business of insurance ~~without being a risk to consumers and/or insurers~~. A prohibited person has the burden of satisfying this standard. Factors that may be considered by the Commissioner may be determined by each jurisdiction's rules, and may include, but are not limited to, the following:
- a. the nature and severity of the offense and sentence;
 - b. the date of conviction(s);
 - c. the age at the time of committing the crime(s);
 - d. the nature and extent of injury and/or loss caused by the act for which the prohibited person was convicted;
 - e. unpaid judgment(s);
 - f. whether the crime was related to the business of insurance or the exercise of any professional or other license or authority conferred by a federal, state or local governmental agency;
 - g. whether the prohibited person received an expungement or pardon from the sovereign that convicted him or her, and the reason for it;
 - h. whether the prohibited person successfully completed parole or probation without incident and all court requirements, including, parole or probation without incident but not limited to, and whether completion of community service, court ordered treatment and payment of all fines, penalties or other assessments ~~were satisfied~~;
 - i. any aggravating or mitigating factors;
 - ~~j. whether other jurisdictions have granted or denied an 18 U.S.C. § 1033 consent;~~
 - ~~k.~~ i. the nature and strength of any letters of recommendation and other evidence of rehabilitation;
 - ~~l.~~ k. the prohibited person's employment history before and after the commission of the crime(s);
 - ~~m.~~ l. the nature of any consumer complaints in the Department's possession or reported by the prohibited person;
 - ~~n.~~ m. whether and to what extent the prohibited person has made materially false statements in any license application or in any other documents filed with the Department;
 - ~~o.~~ n. the prohibited person's proposed type of employment in the insurance industry;
 - ~~p.~~ o. the extent to which the prohibited person will be supervised in that employment;
 - ~~q.~~ p. whether and to what extent the prohibited person has made materially false statements in any application or in other documents filed with any other state or federal agency; and
 - q. whether the prohibited person has had any professional license revoked or suspended by any state or federal agency.
 - r. whether the prohibited person's civil rights have been restored;
 - s. whether the prohibited person has a pattern of unlawful activity;
 - t. extent an insurance license offers opportunity to engage in further criminal activity;
 - ~~r.~~ u. level of cooperativeness of the prohibited person during the application process.

Comment of West Virginia (Robert Grishaber): It is our opinion that section 6.A.j. should not be deleted. If multiple jurisdictions will be considering 1033 waivers for a single applicant, we think this factor is more important than before when only the home state considered the waiver.

Comment of ACLI, Finseca, NAIFA (David Leifer, Melissa Bova, Roger Moore):

We appreciate that Section 6(A) has been amended to include "expungement" as one of the factors available for consideration in evaluating 1033 consents. We believe this change is consistent with New York's 2022 circular letter disallowing insurers from using expunged criminal histories in underwriting, following expungement reforms related to marijuana convictions. As many states have recently engaged in criminal justice reform, including the legalization or decriminalization of cannabis, we believe this is a necessary step for the insurance industry and regulatory community to catch up with the recent changes.

7. ~~Ongoing duties of person who Application is granted~~ Conditions of Written Consent

- A. An Application granted by the Commissioner is conditioned on the truth of the documents and information submitted by or on behalf of the prohibited person. If a prohibited person has made materially false or misleading statements, has presented materially false or misleading information, or has failed to disclose material information, that may constitute a separate violation of law.
- B. A person whose Application is granted has the Commissioner's consent to engage in the business of insurance according to the terms and conditions of the written consent.

Comment of Virginia (Richard Tozer): Recommends adding the following language to 7.B: If the conditions of the Written Consent are not continually met, [Insert Jurisdiction Insurance Department] may withdraw its consent under 18 U.S.C. §1033(e)(2). Failure of a "Prohibited Person" to comply with all the terms and conditions will result in the termination of the Written Consent and revocation of the license to transact the business of insurance. Violations of the terms and conditions include, but are not limited to the following:
Any subsequent felony conviction or failure to notify the [Insert Jurisdiction Insurance Department] of any subsequent felony conviction involving dishonesty, breach of trust, or a violation of 18 U.S.C. §1033.
The filing of an administrative sanction against you in your Home State or any other state.
Failure to amend your application for written consent upon a change in job duties.
Failure to notify your employer of your status as a Prohibited Person under 18 U.S.C. §1033.
Making materially false or misleading statements, or failure to disclose material information on your application for written consent.

Proposed changes to Short Form Application are noted with revision marks.

Comment of North Carolina (Joe Wall): one recommendation is for something that we require from an applicant for written consent in North Carolina; and that is character references. We ask for at least five (5) character references relating to the applicant's honesty, trustworthiness, and financial responsibility. These reference letters are to be signed (not just a typed name) and they would be required attachments to the Application for written consent, in addition to the affidavit from the future employer.

**SHORT FORM APPLICATION
FOR WRITTEN CONSENT TO ENGAGE IN THE BUSINESS OF INSURANCE
PURSUANT TO 18 U.S.C. §§ 1033 ~~AND 1034~~**

Notice to Applicant: 18 U.S.C. § 1033 prohibits certain activities by or affecting persons engaged, or proposing to become engaged, in the business of insurance:

- (e)(1)(A) Any individual who has been convicted of any criminal felony involving dishonesty or a breach of trust, or who has been convicted of an offense under this section, and who willfully engages in the business of insurance whose activities affect interstate commerce or participates in such business, shall be fined as provided in this title or imprisoned not more than five (5) years, or both.**
- (B) Any individual who is engaged in the business of insurance whose activities affect interstate commerce and who willfully permits the participation described in subparagraph (A) shall be fined as provided in this title or imprisoned not more than five (5) years, or both.**
- (e)(2) A person described in paragraph (1)(A) may engage in the business of insurance or participate in such business if such person has the written consent of any regulatory official authorized to regulate the insurer, which consent specifically refers to this section.**

This Application will be reviewed by the chief insurance regulatory official in this state to determine whether the Applicant should be given written consent to engage in the business of insurance or participate in the business pursuant to 18 U.S.C. § 1033(e)(2).

You must answer every question on the Application. If a question does not apply, indicate N/A in the space provided for the answer. Your answers are not limited to the space provided on the Application. Attach additional pages as needed. The Department of Insurance will not process incomplete Applications. Additional information may be requested.

2. Provide details of the conviction for which you are seeking written consent and the final disposition of these matter(s) including sentence; dates of incarceration; dates of probation/parole (if you are currently under probation/parole, include the name and phone number of person supervising your parole or probation; restitution paid; fines/costs ordered: fines/costs paid; and pardons granted. Include information as to whether or not your civil and political rights have been restored. Attach additional pages if needed.

Comment of Oklahoma (Erin Wainner): Add the following sentence: A copy of the official disposition document from the court, which demonstrates the resolution of the charges or any final judgment must be provided.

3. Have you ever applied for consent from an insurance regulatory authority? Yes No
If yes, provide details below:

State(s): _____

- Granted
 Denied
 Other _____

Please provide details of outcome of prior or pending applications for Consent:

SECTION III - PRESENT/PROPOSED INSURANCE EMPLOYMENT

1. Please specify the name and address of your current or proposed employer to which the requested ~~exemption~~-consent will apply.

2. Please describe in detail the office, position, and title to which the requested ~~exemption~~-consent will apply and a complete description of the activities, duties and responsibilities. Please attach or describe any proposed or current written or oral agreements, contracts, or understandings with any entity engaged in the business of insurance as defined by 18 U.S.C. § 1033. (If consent is given, it will be applicable to the activities described herein.) Please include your date of employment or proposed date of employment.
