Session of 2001

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SENATE BILL No. 123

By Committee on Financial Institutions and Insurance

1-24

8 9 AN ACT concerning insurance; relating to the licensure of insurance 10 producers; amending K.S.A. 40-3702 and repealing the existing sec-11 tion; also repealing K.S.A. 40-239, 40-240, 40-240f, 40-241a, 40-241b, 12 40-241c, 40-241d, 40-241e, 40-241f, 40-241g, 40-241i, 40-242, 40-245, 13 40-246, 40-3701, 40-3703, 40-3704, 40-3705, 40-3706, 40-3707, 40-143708, 40-3709, 40-3710, 40-3711, 40-3712, 40-3713 and 40-3714. 1516 Be it enacted by the Legislature of the State of Kansas: 17New Section 1. (a) Sections 1 through 18, and amendments thereto, 18 shall constitute and be known as the uniform insurance producers li-19 censing act. 20 (b) Except as provided in section 6 and subsection (b) of section 14, 21and amendments thereto, this act shall not apply to any excess and surplus 22 lines agents and brokers licensed pursuant to K.S.A. 40-246b and amend-23 ments thereto. 24New Sec. 2. As used in this act: (a) "Approved subject" or "approved 25course" means any educational presentation involving insurance funda-26 mentals, insurance law, insurance policies and coverage, insurance needs, 27 insurance risk management, insurance agency management or other ar-28eas, which is offered in a class, seminar, computer based training, inter-29 active internet training or other similar form of instruction, and which 30 has been approved by the commissioner under this act as expanding skills 31 and knowledge obtained prior to initial licensure under this act or devel-32 oping new and relevant skills and knowledge in preparation for such 33 licensure. 34 (b) "Biennial due date" means the date of birth of any licensed in-35 surance producer who is required to complete C.E.C.'s and report the 36 completion of such C.E.C.'s to the commissioner pursuant to this act, 37 except that such due date shall not be earlier than two years from the 38 date of the insurance producer's initial licensure under this act. The bi-39 ennial due date for a registered business entity shall be the date of initial 40 licensure under this act.

41 (c) "Biennium" means the period starting with the insurance pro42 ducer's biennial due date in 2001 and each two-year period thereafter for
43 any insurance producer who was born in an odd-numbered year. For any

insurance producer who was born in an even-numbered year, the term
 shall mean the period starting with the insurance producer's biennial due
 date in 2002 and each two-year period thereafter. The biennium for a
 registered business entity shall be the two-year period following such
 business entity's initial licensure or renewal of such license.

6 (d) "Business entity" means any corporation, association, partnership,
7 limited liability company, limited liability partnership or other legal entity.
8 (e) "C.E.C." means continuing education credit containing at least
9 50 minutes of instruction in each clock hour. The term C.E.C. also in10 cludes any value, expressed in a whole number of units, assigned by the
11 commissioner to an approved subject.

(f) "Commissioner" means the commissioner of insurance as defined
in K.S.A. 40-102 and amendments thereto. The term commissioner shall
also include any authorized representative or designee of the
commissioner.

(g) "Department" means the insurance department established byK.S.A. 40-102 and amendments thereto.

(h) "Home state" means the District of Columbia and any state or
territory of the United States in which an insurance producer maintains
such producer's principal place of residence or principal place of business
and is licensed to act as an insurance producer.

(i) "Inactive producer" means any licensed producer who presents
evidence satisfactory to the commissioner which demonstrates that such
producer will not do any act toward transacting the business of insurance
for not less than two but not more than four years from the date such
evidence is received by the commissioner.

(j) "Insurance" means any of the lines of authority specified in K.S.A.
40-241 and amendments thereto.

(k) "Insurance producer" and "producer" means any person required to be licensed under the provisions of chapter 40 of the Kansas Statutes Annotated, and amendments thereto, to sell, solicit or negotiate insurance. For the purposes of this act, whenever the terms "agent" or "broker" appear in chapter 40 of the Kansas Statutes Annotated, and amendments thereto, each term shall mean insurance producer unless the context requires otherwise.

(l) "Insurer" and "insurance company" shall have the meaning ascribed to the term insurance company by K.S.A. 40-222c and amendments thereto;

(m) "License" means a document issued by this state's insurance
commissioner authorizing a person to act as an insurance producer for
the lines of authority specified in such document.

(n) "Limited line credit insurance" includes credit life, credit disa bility, credit property, credit unemployment, involuntary unemployment,

mortgage life, mortgage guaranty, mortgage disability, automobile dealer 1 gap insurance and any other form of insurance offered in connection with 2 3 an extension of credit that is limited to partially or wholly extinguishing that credit obligation that the insurance commissioner determines should 4 be designated a form of limited line credit insurance. 5

"Limited line credit insurance producer" means a person who 6 $(\mathbf{0})$ 7 sells, solicits or negotiates one or more forms of limited line credit insurance coverage to individuals through a master, corporate, group or indi-8 9 vidual policy.

10 (p) "NAIC" means the national association of insurance commissioners.

12 (q) "Negotiate" means the act of conferring directly with or offering 13 advice directly to any purchaser or prospective purchaser of a particular 14 contract of insurance concerning any of the substantive benefits, terms 15or conditions of such contract, provided that the person engaged in such 16 act either sells insurance or obtains insurance from insurers for 17purchasers.

18(r) "Person" means an individual or a business entity.

19 (s) "Sell" means to exchange a contract of insurance by any means, 20 for money or its equivalent, on behalf of an insurance company.

21 (t) "Solicit" shall include any attempt to sell insurance or asking or 22 urging a person to apply for any particular kind of insurance from any 23 particular insurance company.

24New Sec. 3. (a) Unless denied licensure pursuant to section 9 and 25amendments thereto, any person who meets the requirements of section 26 5, and amendments thereto, shall be issued an insurance producer li-27cense. An insurance producer may receive qualifications for a license in 28one or more of the following lines of authority:

29(1) Life—insurance coverage on human lives including benefits of 30 endowment and annuities, and may include benefits in the event of death 31 or dismemberment by accident and benefits for disability income.

32 Accident and health or sickness—insurance coverage for sickness, (2)33 bodily injury or accidental death and may include benefits for disability 34 income.

35 Property-insurance coverage for the direct or consequential loss (3)36 or damage to property of every kind.

Casualty-insurance coverage against legal liability, including that 37 (4)38 for death, injury or disability or damage to real or personal property.

39 (5)Variable life and variable annuity products-insurance coverage 40provided under variable life insurance contracts, variable annuities or any other life insurance or annuity product that reflects the investment ex-4142 perience of a separate account.

43 (6) Personal lines—personal property and casualty insurance coverage

1 sold primarily to an individual or family for noncommercial purposes.

(7) Credit—limited line credit insurance.

3 (8) Any other line of insurance permitted under the provisions of
4 chapter 40 of the Kansas statutes annotated, and amendments thereto,
5 and any rules and regulations promulgated thereunder.

6 (b) Unless suspended, revoked or refused renewal pursuant to sec-7 tion 9, and amendments thereto, an insurance producer license shall re-8 main in effect as long as education requirements for resident individual 9 producers are met by such insurance producer's biennial due date.

10 (c) On and after the effective date of this act: (1) Each licensed in-11 surance producer who is an individual and holds a property or casualty 12 qualification, or both, shall biennially obtain a minimum of 12 C.E.C.'s 13 in courses certified as property and casualty which shall include at least 14 one hour of instruction in insurance ethics. No more than three of the 15 required C.E.C.'s shall be in insurance agency management.

16 (2) Each licensed insurance producer who is an individual and holds 17 a life, accident and health, or variable contracts qualification, or any com-18 bination thereof, shall biennially complete 12 C.E.C.'s in courses certified 19 as life, accident and health, or variable contracts which shall include at 20 least one hour of instruction in insurance ethics. No more than three of 21 the required C.E.C.'s shall be in insurance agency management.

(3) Each licensed insurance producer who is an individual and holds
a crop only qualification shall biennially obtain a minimum of two C.E.C.'s
in courses certified as crop under the property and casualty category.

(4) Each licensed insurance producer who is an individual and is licensed only for title insurance shall biennially obtain a minimum of four
C.E.C.'s in courses certified by the board of abstract examiners as title
under the property and casualty category.

29 Each licensed insurance producer who is an individual and holds (5)30 a life insurance license solely for the purpose of selling life insurance or 31 annuity products used to fund a prearranged funeral program and whose report of compliance required by subsection (g) is accompanied by a 32 33 certification from an officer of each insurance company represented by 34 such producer certifying that such producer transacted no other insur-35 ance business during the period covered by the report shall biennially 36 obtain a minimum of two C.E.C.'s in courses certified as life or variable 37 contracts under the life, accident and health or variable contracts 38 category.

(d) On and after the effective date of this act, each individual insurance producer who holds a license with both a property or casualty qualification, or both, and a life, accident and health or variable contracts
qualification, or any combination thereof, and who earn C.E.C.'s from
courses certified by the commissioner as qualifying for credit in any class,

1 may apply, at such insurance producer's option, such C.E.C.'s toward 2 either the property or casualty continuing education requirement or to 3 the life, accident and health or variable contracts continuing education 4 requirement. However, no C.E.C. shall be applied to satisfy both the 5 biennial property or casualty requirement, or both, and the biennial re-6 quirement for life, accident and health or variable contracts, or any com-7 bination thereof.

8 (e) An instructor of an approved subject shall be entitled to the same9 C.E.C. as a student completing the study.

10 (f) (1) An individual insurance producer who has been licensed for 11 more than one year, on or before such insurance producer's biennial due 12 date, shall file a report with the commissioner certifying that such insur-13 ance producer has met the continuing education requirements for the 14previous biennium ending on such insurance producer's biennial due 15date. Each individual insurance producer shall maintain a record of all courses attended together with a certificate of attendance for the re-16 mainder of the biennium in which the courses were attended and the 1718 entire next succeeding biennium.

19 (2) If the required report showing proof of continuing education 20 completion is not received by the commissioner by the individual insur-21 ance producer's biennial due date, such individual insurance producer's 22 qualification and each and every corresponding license shall be suspended 23automatically for a period of 90 calendar days or until such time as the 24producer satisfactorily demonstrates completion of the continuing edu-25cation requirement whichever is sooner. In addition the commissioner 26 shall assess a penalty of \$100 for each license suspended. If such insurance 27 producer fails to furnish to the commissioner the required proof of con-28tinuing education completion and the monetary penalty within 90 cal-29 endar days of such insurance producer's biennial due date, such individual 30 insurance producer's qualification and each and every corresponding li-31 cense shall expire on such insurance producer's biennial due date. If after 32 more than three but less than 12 months from the date the license ex-33 pired, the insurance producer wants to reinstate such insurance pro-34 ducer's license, such individual shall provide the required proof of con-35 tinuing education completion and pay a reinstatement fee in the amount 36 of \$100 for each license suspended. If after more than 12 months from 37 the date an insurance producer's license has expired, such insurance pro-38 ducer wants to reinstate such insurance producer's license, such individ-39 ual shall apply for an insurance producer's license, provide the required 40proof of continuing education completion and pay a reinstatement fee in the amount of \$100 for each license suspended. Upon receipt of a written 4142 application from such insurance producer claiming extreme hardship, the 43 commissioner may waive any penalty imposed under this subsection.

1 (3) On and after the effective date of this act, any applicant for an individual insurance producer's license who previously held a license 2 3 which expires on or after June 30, 2001, because of failure to meet con-4 tinuing education requirements and who seeks to be relicensed shall provide evidence that appropriate C.E.C.'s have been completed for the prior 56 biennium.

7 (4)Upon receipt of a written application from an individual insurance producer, the commissioner, in cases involving medical hardship or mil-8 9 itary service, may extend the time within which to fulfill the minimum 10 continuing educational requirements for a period of not to exceed 180 11 days.

12 This section shall not apply to any inactive insurance producer (5)13 during the period of such inactivity. For the purposes of this paragraph, 14"inactive period" or "period of inactivity" shall mean a continuous period 15of time of not less than two years and not more than four years starting 16 from the date inactive status is granted by the commissioner. Before re-17turning to active status, such inactive insurance producer shall:

18(A) File a report with the commissioner certifying that such producer 19 has met the continuing education requirement; and

20 pay the renewal fee. If the required proof of continuing education (B) 21completion and the renewal fee is not furnished at the end of the inactive 22 period, such individual insurance producer's qualification and each and 23every corresponding license shall expire at the end of the period of in-24activity. For issuance of a new license, the individual shall apply for a 25license and pass the required examination.

26 Any individual who allows such individual's insurance producer (6)27 license in this state and all other states in which such individual is licensed 28as an insurance producer to expire for a period of four or more consec-29 utive years, shall apply for a new insurance producer license and pass the 30 required examination.

31 (g) (1) Each course, program of study, or subject shall be submitted 32 to and certified by the commissioner in order to qualify for purposes of 33 continuing education.

34 Each request for certification of any course, program of study or (2)35 subject shall contain the following information:

36 The name of provider or provider organization; (A)

37 (B) the title of such course, program of study or subject;

38 the date the course, program of study or subject will be offered; (\mathbf{C})

39 (D) the location where the course, program of study or subject will be offered: 40

41 an outline of each course, program of study or subject including (\mathbf{E}) 42 a schedule of times when such material will be presented;

43 the names and qualifications of instructors; (**F**)

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(G) the number of C.E.C.'s requested; and

2 (H) a nonrefundable C.E.C. qualification fee in the amount of \$50
3 per course, program of study or subject or \$250 per year for all courses,
4 programs of study or subjects submitted by a specific provider or provider
5 organization; and

(I) a nonrefundable annual provider fee of \$100.

7 (3) Upon receipt of such information, the commissioner shall grant 8 or deny certification of any submitted course, program of study or subject 9 as an approved subject, program of study or course and indicate the num-10 ber of C.E.C.'s that will be recognized for each approved course, program 11 of study or subject. Each approved course, program of study or subject 12 shall be assigned by the commissioner to one or both of the following 13 classes:

(A) Property and casualty; or

15 (B) life insurance (including annuity and variable contracts) and ac-16 cident and health insurance.

17 (4) Each course, program of study or subject shall have a value of at18 least one C.E.C.

19 (5)Each provider seeking approval of a course, program of study or 20 subject for continuing education credit shall issue or cause to be issued 21to each person who attends a course, program of study or subject offered 22 by such provider a certificate of attendance. The certificate shall be signed 23by either the instructor who presents the course, program of study or 24course or such provider's authorized representative. Each provider shall 25maintain a list of all individuals who attend courses offered by such pro-26 vider for continuing education credit for the remainder of the biennium 27in which the courses are offered and the entire next succeeding biennium.

The commissioner shall accept, without substantive review, any course, program of study or subject submitted by a provider which has been approved by the insurance supervisory authority of any other state or territory accredited by the NAIC. The commissioner may disapprove any individual instructor or provider who has been the subject of disciplinary proceedings or who has otherwise failed to comply with any other state's ot territory's laws or regulations.

(6) The commissioner may grant or approve any specific course, program of study or course that has appropriate merit, such as any course,
programs of study or course with broad national or regional recognition,
without receiving any request for certification. The fee prescribed by
paragraph (2) of subsection (g) shall not apply to any approval granted
pursuant to this provision.

41 (7) The C.E.C. value assigned to any course, program of study or
42 subject, other than a correspondence course, computer based training,
43 interactive internet study training or other course pursued by independ-

ent study, shall in no way be contingent upon passage or satisfactory 1 completion of any examination given in connection with such course, 2 3 program of study or subject. The commissioner shall establish, by rules and regulations criteria for determining acceptability of any method used 4 for verification of the completion of each stage of any computer based or 56 interactive internet study training. Completion of any computer based training or interactive internet study training shall be verified in accord-7 ance with a method approved by the commissioner. 8

Upon request, the commissioner shall provide a list of all ap-9 (h) 10 proved continuing education courses currently available to the public.

11 (i) An individual insurance producer who independently studies an 12 insurance course, program of study or subject which is not a producer's 13 examination approved by the commissioner and who passes an indepen-14 dently monitored examination, shall receive credit for the C.E.C.'s as-15signed by the commissioner as recognition for the approved subject. No other credit shall be given for independent study. 16

17(j) Any licensed individual insurance producer who is unable to com-18ply with license renewal procedures due to military service or some other 19 extenuating circumstances may request a waiver of those procedures from 20 the commissioner. Such producer may also request from the commis-21sioner a waiver of any examination requirement or any other fine or sanc-22 tion imposed for failure to comply with renewal procedures.

23New Sec. 4. (a) No provision of this act shall be construed to require 24an insurer to obtain an insurance producer license. For the purposes of 25this section, the term "insurer" shall not include any officer, director, employee, subsidiary or affiliate of an insurer. 26

(b) The provisions of this act shall not apply to:

28(1) Any officer, director or employee of an insurer or an insurance 29 producer who does not receive any commission on any policy written or 30 sold to insure any risk residing, located or to be performed in this state 31 and:

32 Such officer's, director's or employee's activities are executive, (A) 33 administrative, managerial, clerical, or any combination thereof, and not directly related to the sale, solicitation or negotiation of insurance; 34

35 (B) such officer's, director's or employee's assigned duty relates to 36 underwriting, loss control, inspection or the processing, adjusting, investigating or settling of any claim on a contract of insurance; or 37

(C) such officer, director or employee: 38

39 (i) Acts as a special agent or agency supervisor assisting insurance 40producers;

(ii) limits such person's activities to providing technical advice and 4142 assistance to licensed insurance producers; and

43 (iii) does not sell, solicit or negotiate insurance.

1 (2) Any person who performs one or more of the services listed below 2 but who receives no commission for the performance of such service:

3 (A) Secures and furnishes information for the purpose of group life insurance, group property and casualty insurance, group annuities, group 4 or blanket accident and health insurance; 5

secures and furnishes information for the purpose of enrolling (B) 7 individuals under such insurance plan; issuing certificates under such insurance plan or otherwise assisting in administering such insurance plan; 8 9 or

10 (C) performs administrative services related to mass marketed prop-11 erty and casualty insurance where no commission is paid to such person 12 for such service.

13 Any employer or business entity, any officer, director, employee (3)14of such business entity, or the trustee of an employee trust plan, engaged 15in the administration or operation of a program of employee benefits for 16 the employees of such employer or business entity, which involves the 17use of insurance issued by an insurer, so long as any person involved with such program of employee benefits is not compensated in any manner, 1819 directly or indirectly, by the company issuing the insurance contract.

20(4) Any employee of an insurer, or any organization employed by an 21 insurer, who does not participate individually in the sale, solicitation or 22 negotiation of insurance that:

Engages in the inspection, rating or classification of risks; or (A)

(B) engages in the supervision of the training of insurance producers.

25Any person who does not sell, solicit or negotiate insurance that (5)would insure any risk residing, located or to be performed in this state 26 27and who limits such person's activities in this state to advertising through 28any communication in any printed publication or any form of electronic 29 mass media.

30 Any person who is not a resident of this state who sells, solicits or (6)31 negotiates a contract of insurance for commercial property and casualty 32 risks to an insured having risks insured under that contract located in 33 more than one state, whenever:

34 (A) Such person is licensed as an insurance producer to sell, solicit 35 or negotiate such insurance in the state where the insured maintains such 36 insured's principal place of business; and

the contract of insurance insures risks located in that state. (B)

Any salaried full-time employee who: (7)

Advises such employee's employer regarding the insurance inter-39 (A) ests of such employer or such employer's subsidiaries or business affili-4041 ates: and

42 (B) does not sell or solicit insurance or receive a commission from the sale or solicitation of such insurance. 43

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1 (8) Any person who arranges for the inclusion of insurance in a credit transaction under the applicable provisions of the uniform consumer 2 3 credit code, K.S.A. 16a-1-101 et seq. and amendments thereto.

Any bank or officer or employee thereof who collects and remits 4 (9)a premium by charging such premium against the account of a depositor 56 on the order of such depositor.

7 Any producer selling credit life, health and accident insurance (10)issued exclusively in connection with a commercial loan. 8

9 (11)Any person who arranges for the inclusion of insurance in con-10 sumer credit transactions as defined in the uniform consumer credit code, 11 K.S.A. 16a-1-101 et seq. and amendments thereto.

(12) Any person who arranges for the inclusion of insurance in any 1213 real estate mortgage transaction.

14 (13) Any full-time student who is enrolled in an accredited high 15school in this state while such student participates in an insurance project sponsored by a bona fide junior achievement program. 16

17New Sec. 5. (a) Subject to the provisions of section 4, and amend-18ments thereto, it shall be unlawful for any person to sell, solicit or ne-19gotiate any insurance within this state unless such person has been issued 20 a license as an insurance producer in accordance with this act.

21(b) Any person applying for a resident insurance producer license 22 shall make application on a form prescribed by the commissioner. The 23applicant shall declare under penalty of perjury that the statements made 24in the application are true, correct and complete to the best of the ap-25plicant's knowledge and belief. Before approving the application, the 26 commissioner shall determine that the applicant:

(1) Is at least 18 years of age;

28(2) has not committed any act that is grounds for denial pursuant to 29 this section or suspension or revocation pursuant to section 9 and amendments thereto; 30

has paid a nonrefundable fee in the amount of \$30; and (3)

32 has successfully passed the examination for each line of authority (4)33 for which the applicant has applied.

34 (c) If the applicant is a business entity, then the commissioner shall make the following additional determinations in addition to those re-35 36 quired by subsection (a):

(1) The name and address of a licensed producer who shall be re-37 sponsible for the business entity's compliance with the insurance laws of 38 39 this state and the rules and regulations promulgated thereunder;

(2) that each officer, director, partner and employee of the business 40entity who acts as an insurance producer is licensed as an insurance 4142 producer;

43 (3) that the business entity has disclosed to the department all of its

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officers, directors and partners whether or not such officers, directors,
 partners and employees are licensed as insurance producers; and
 (4) that the business entity has disclosed to the department each of-

4 ficer, director, partner and employee who is licensed as insurance 5 producers.

6 (d) Any business entity which acts as an insurance producer and holds
7 a direct agency appointment from an insurance company shall be required
8 to obtain an insurance producer license.

9 (e) The commissioner may require the applicant to furnish any doc-10 ument or other material reasonably necessary to verify the information 11 contained in an application.

(f) Each insurer that sells, solicits or negotiates any form of limited
line credit insurance shall provide a program of instruction approved by
the commissioner to each individual employed by or acting on behalf of
such insurer to sell, solicit or negotiate limited line credit insurance.

(g) (1) Each licensed insurance producer shall notify the commissioner of any officer, director, partner or employee of such insurance
producer who:

19 (A) Is licensed as an individual insurance producer; and

20 (B) was not disclosed in such insurance producer's application for a 21 license or any renewal thereof.

(2) Each licensed insurance producer shall notify the commissionerof any of its officers, directors, partners or employees who:

(A) Have terminated such relationship as an officer, director, partneror employee of such insurance producer; and

26 (B) has been previously disclosed in such insurance producer's ap-27 plication for a license or any renewal thereof.

(3) Each licensed insurance producer shall notify the commissioner
within 30 working days of occurrence of any event required to be reported
under paragraphs (1) or (2) of this subsection. Failure to provide the
commissioner with the information required by this subsection shall subject the licensee to a monetary penalty of \$10 per day for each working
day the required information is late subject to a maximum of \$50 per
person per licensing year.

(h) Any applicant whose application for a license, is denied shall be
given an opportunity for a hearing in accordance with the provisions of
the Kansas administrative procedure act.

New Sec. 6. (a) Unless denied licensure pursuant to section 9, and
 amendments thereto, a nonresident person shall receive a nonresident
 producer license if:

(1) Such person is currently licensed as a resident and in good stand-ing in such person's home state;

43 (2) such person has submitted the proper request for licensure and

1 has paid to the commissioner a biennial fee of \$50;

(3) such person has submitted or transmitted to the commissioner of
insurance a copy of the application for licensure that such person submitted to such person's home state, or in lieu of the same, a completed
application on a form prescribed by the commissioner; and

6 (4) such person's home state awards a nonresident producer license 7 to residents of this state on the same basis.

8 (b) The commissioner may verify the insurance producer's licensing
9 status through the producer database maintained by the NAIC, its affil10 iates or subsidiaries.

11 (c) (1) Any nonresident producer who is licensed in this state and 12 who moves from one state to another state or a resident producer who 13 moves from this state to another state shall file with the commissioner 14 within 30 days a change of address and provide certification from the new 15 resident state.

(2) Any insurance producer who resides in this state and who moves
from this state to another state shall file with the commissioner within 30
days a change of address and provide certification from the new resident
state.

20 (3) No fee or license application shall be required for any filing re-21 quired by this subsection.

(d) Subject to the provisions of subsection (a), any person licensed as
a surplus lines producer in such person's home state shall receive a nonresident surplus lines producer license. Except as provided in subsection
(a), nothing in this section shall be construed to amend or supersede any
provision of K.S.A. 40-246b and amendments thereto.

(e) Subject to the provisions of subsection (a), any person licensed as
a limited line credit insurance or other type of limited lines producer in
such person's home state shall receive a nonresident limited lines producer license in this state granting the same scope of authority as granted
under the license issued by the such insurance producer's home state.

New Sec. 7. (a) Except as provided in subsection (c), the commissioner may issue a temporary insurance producer license for a period not to exceed 180 days without requiring the applicant to pass a written examination. A temporary insurance producer's license may be issued to:

(1) The surviving spouse or court-appointed personal representative
 of a licensed insurance producer who dies or becomes mentally or phys ically disabled to allow adequate time:

39 (A) For the sale of the insurance business owned by such insurance40 producer;

41 (B) for the recovery or return of such insurance producer to the busi-42 ness; or

43 (C) to provide for the training and licensing of new personnel to op-

1 erate such insurance producer's business.

Any insurance producer's license issued to a surviving spouse shall lapse
upon issuance of an insurance producer's license or a temporary insurance
producer's license to a court-appointed personal representative of such
deceased person.

6 (2) Any member or employee of a business entity licensed as an in-7 surance producer, upon the death or disability of an individual designated 8 in such business entity's application or the insurance producer's license.

9 (3) The designee of an individual licensed as an insurance producer 10 who is entering active service in the armed forces of the United States of 11 America.

(4) Any other person under such other circumstance where the commissioner deems that the public interest will be best served by the issuance of such license.

(b) The commissioner may issue any order deemed necessary by the
commissioner to limit the authority of any temporary licensee to protect
insureds and the public. The commissioner may require the temporary
licensee to have a suitable sponsor. Such sponsor shall:

19 (1) Be a licensed insurance producer or insurer; and

20 (2) assume responsibility for all acts of the temporary licensee.

The commissioner may impose other similar requirements designed to protect insureds and the public. If the interests of the insureds or the public are endangered, the commissioner may by order revoke a temporary license. No temporary license shall continue after the owner or the personal representative disposes of the business.

(c) (1) Except as provided in paragraph (2) the commissioner may
extend a temporary insurance producer's license for one additional period
of up to 180 days.

(2) Any temporary insurance producer license issued pursuant to paragraph (3) of subsection (a) may be renewed for such period of time as
in the commissioner's opinion may be necessary for the continuation of
the business of such licensed individual.

New Sec. 8. (a) The commissioner shall waive examinations for an
individual who applies for an insurance producer license in this state who
was previously licensed for the same lines of authority in another state
when the applicant establishes that:

(1) (A) The applicant is currently licensed in such other state; or

(B) if the application is received within 90 days of the cancellation of the applicant's previous license issued by such other state and if such other state certifies that, at the time of cancellation, the applicant was in good standing in such other state. In lieu of issuance of a certification by such other state that the applicant was in good standing, the commissioner

43 may accept evidence from such other state's producer database records,

maintained by the NAIC, its affiliates or subsidiaries, which indicate that 1 the applicant is or was licensed in good standing for the line of authority 2 3 requested.

4 (2) The applicant seeks a license as travel insurance producer to per-5sons selling transportation tickets of common carriers, who shall act as 6 such producer only as to transportation ticket policies, or health or acci-7 dent insurance, or baggage insurance on personal effects in connection with such transportation tickets of common carriers. 8

9 (3)The applicant has been licensed in Kansas for the class of insur-10 ance the applicant is applying for and where the license has been vol-11 untarily surrendered for not more than two years prior to the date of the application with all educational requirements satisfied for the current 12licensing period and where the commissioner is satisfied that the appli-13 14 cant is trustworthy and competent.

15(4) The applicant is an applicant for a license to write insurance on 16 growing crops in this state and has been continuously licensed to write 17such coverage in this state on and after April 30, 1986.

18(5)The applicant has qualified by examination, but due to clerical 19 error by an insurance company, the applicant was not certified pursuant 20 to K.S.A. 40-241i and amendments thereto. Such insurance company shall 21pay all appointment fees that would have been paid had the applicant 22 been properly appointed plus the penalty prescribed by K.S.A. 40-241i 23 and amendments thereto, for each violation.

24(b) Any person licensed as an insurance producer pursuant to section 256, and amendments thereto, in another state who moves to this state shall 26make application to become a resident licensee within 90 days after such 27person establishes legal residence in this state. Except as required by the 28commissioner by rule and regulation, no person who has been previously 29 authorized for any line of authority shall be required to be examined in 30 this state for the same line of authority.

31 New Sec. 9. (a) The commissioner may suspend, revoke or refuse 32 renewal of any license issued under this act if the commissioner finds that 33 the applicant or license holder has:

34 (1) Provided incorrect, misleading, incomplete or untrue information 35 in the license application.

(2)Violated:

36

37 (A) Any provision of chapter 40 of the Kansas Statutes Annotated, and amendments thereto, or any rule and regulation promulgated thereunder; 38

39 (B) any subpoena or order of the commissioner;

40 (\mathbf{C}) any insurance law or regulation of another state; or

41 any subpoena or order issued by the regulatory official for insur-(D) 42 ance in another state.

43 Obtained or attempted to obtain a license under this act through (3)

misrepresentation or fraud. 1

2 (4) Improperly withheld, misappropriated or converted any moneys 3 or properties received in the course of doing insurance business.

(5) Intentionally misrepresented the provisions, terms and conditions 4

of an actual or proposed insurance contract or application for insurance. 56

Been convicted of a misdemeanor or felony. (6)

7 (7)Admitted to or been found to have committed any insurance unfair trade practice or fraud in violation of K.S.A. 40-2404 and amendments 8 9 thereto.

10 Used any fraudulent, coercive, or dishonest practice, or demon-(8)11 strated any incompetence, untrustworthiness or financial irresponsibility 12 in the conduct of business in this state or elsewhere.

13 Had an insurance producer license, or its equivalent, denied, sus-(9)14 pended or revoked in any other state, district or territory.

15(10) Forged another person's name to an application for insurance or 16 to any document related to an insurance transaction.

17(11) Improperly used notes or any other reference material to com-18plete an examination for an insurance license issued under this act.

19 (12) Knowingly accepted insurance business from an individual who 20is not licensed.

21 Failed to comply with any administrative or court order imposing (13)22 a child support obligation upon the applicant or license holder.

23 (14) Failed to pay any state income tax or comply with any adminis-24trative or court order directing payment of state income tax.

25Rebated the whole or any part of any insurance premium or (15)26 offered in connection with the presentation of any contract of insurance 27 any other inducement not contained in the contract of insurance.

28(16) Made any misleading representation or incomplete comparison 29 of policies to any person for the purposes of inducing or tending to induce 30 such person to lapse, forfeit or surrender such person's insurance then in 31 force.

32 In addition, the commissioner may suspend, revoke or refuse re-(b) 33 newal of any license issued under this act if the commissioner finds that 34 the interests of the insurer or the insurable interests of the public are not 35 properly served under such license.

36 (c) Any action taken under this section which affects any license or 37 imposes any administrative penalty shall be taken only after notice and 38 an opportunity for a hearing conducted in accordance with the provisions 39 of the Kansas administrative procedures act.

The license of any business entity may be suspended, revoked or 4041 refused renewal if the insurance commissioner finds that any violation 42 committed by an individual licensee employed by or acting on behalf of 43 such business entity was known by or should have been known by one or

more of the partners, officers or managers acting on behalf of the business
 entity and:

3 (1) Such violation was not reported to the insurance commissioner 4 by such business entity; or

(2) such business entity failed to take any corrective action.

6 (e) None of the following actions shall deprive the commissioner of 7 any jurisdiction or right to institute or proceed with any disciplinary pro-8 ceeding against such license, to render a decision suspending, revoking 9 or refusing to renew such license, or to establish and make a record of 10 the facts of any violation of law for any lawful purpose:

11 (1) The imposition of an administrative penalty under this section;

12 (2) the lapse or suspension of any license issued under this act by 13 operation of law;

(3) the licensee's failure to renew any license issued under this act;or

(4) the licensee's voluntary surrender of any license issued under this
act. No such disciplinary proceeding shall be instituted against any licensee after the expiration of two years from the termination of the
license.

20 (f) Whenever the commissioner imposes any administrative penalty 21 or denies, suspends, revokes or refuses renewal of any license pursuant 22 to subsection (a), any costs incurred as a result of conducting an admin-23istrative hearing authorized under the provisions of this section shall be 24assessed against the person who is the subject of the hearing or any busi-25ness entity represented by such person who is the party to the matters 26 giving rise to the hearing. As used in this subsection, "costs" shall include 27 witness fees, mileage allowances, any costs associated with the reproduction of documents which become a part of the hearing record and the 2829 expense of making a record of the hearing.

(g) No person whose license as a producer or broker had been suspended or revoked shall be employed by any insurance company doing business in this state either directly, indirectly, as an independent contractor or otherwise to negotiate or effect contracts of insurance, suretyship or indemnity or perform any act toward the solicitation of or transaction of any business of insurance during the period of such suspension or revocation.

37 (h) In lieu of taking any action under subsection (a), the commis-38 sioner may:

39 (1) Censure the person; or

(2) issue an order imposing an administrative penalty up to a maximum of \$500 for each violation but not to exceed \$2,500 for the same
violation occurring within any six consecutive calendar months from the
date of the original violation unless such person knew or should have

1 known that the violative act could give rise to disciplinary action under 2 subsection (a). If such person knew or reasonably should have known the 3 violative act could give rise to any disciplinary proceeding authorized by 4 subsection (a), the commissioner may impose a penalty up to a maximum 5 of \$1,000 for each violation but not to exceed \$5,000 for the same violation 6 occurring within any six consecutive calendar months from the date of 7 the imposition of the original administrative penalty.

8 (i) When the license of any producer is suspended, revoked or re9 fused renewal, the broker's license of such person also shall be suspended,
10 revoked or refused renewal.

11 New Sec. 10. (a) No insurance company or insurance producer shall 12 pay a commission, service fee, brokerage or other valuable consideration 13 to a person for selling, soliciting or negotiating insurance in this state if 14 that person is required to be licensed under this act and is not so licensed.

15 (b) No person shall accept a commission, service fee, brokerage or 16 other valuable consideration for selling, soliciting or negotiating insurance 17 in this state if that person is required to be licensed under this act and is 18 not so licensed.

(c) Renewal or other deferred commissions may be paid to a personfor selling, soliciting or negotiating insurance in this state if:

(1) Such person was required to be licensed under this act at the timethe sale, solicitation or negotiation of insurance occurred; and

23 (2) such person was licensed as required by this act when the sale,24 solicitation or negotiation of insurance occurred.

(d) An insurance producer may place a kind or kinds of business, for
which such insurance producer is licensed pursuant to this act, with an
insurer for which such insurance producer is not an agent, by placing
such business through an agent of such insurer.

(e) An insurance producer may divide or share in commissions with
other producers licensed to write the same kind or kinds of insurance
provided the solicitation of such business shall be subject to subsection
(d).

(f) Any insurance producer may pay or assign a commission, service
fee, brokerage or any other valuable consideration to an insurance agency
or any financial holding company which does not sell, solicit or negotiate
insurance in this state unless such payment or assignment violates any
provision of K.S.A. 40-2404 and amendments thereto.

New Sec. 11. A licensed insurance producer may receive compensation for or on account of negotiating contracts of insurance or placing or soliciting or effecting contracts of insurance. Nothing in this chapter shall abridge or restrict freedom of contract of insurance carriers or agents or brokers with reference to the amount of commissions or fees to be paid to such insurance producers and such payments are expressly au-

thorized. Insurance producers shall have the right to compensation other 1 than commissions from any insured or prospective insured on account of 2 3 negotiation or procurement of or other services in connection with con-4 tracts of insurance policies including adjustment of claims if such compensation is based upon a written agreement between the insurance pro-56 ducer and insured specifying the amount of such compensation. Nothing 7 herein contained shall affect the right of any insurance producer to recover from the insured the amount of any premium or premiums for 8 9 insurance placed by or through the insurance producer.

10 New Sec. 12. (a) Any company authorized to transact business in this 11 state may, upon determining that the insurance producer is of good busi-12 ness reputation and, if an individual, has had experience in insurance or 13 will immediately receive a course of instruction in insurance and on the 14policies and policy forms of such company, appoint such insurance pro-15ducer as the insurance producer of the company under the license in 16 effect for the insurance producer. The appointment shall be made on a 17form prescribed by the commissioner. Such form shall be sent to the 18 commissioner within 30 days of the date the company appoints such in-19 surance producer. A nonrefundable appointment or certification fee set 20 forth in K.S.A. 40-252, and amendments thereto, shall be paid in accord-21 ance with the billing procedures established by the commissioner. Such 22 procedures shall require payment of the fees annually, based on the num-23 ber of insurance producers appointed during the calendar year preceding 24the return. The certification fees required by K.S.A. 40-252, and amend-25ments thereto, shall be due for all insurance producers appointed by the 26 company during the preceding calendar year, irrespective of the number 27 of months the insurance producer was appointed for that year. The cer-28tification fee shall not be returned for any reason, and failure of the com-29 pany to certify an insurance producer within 30 working days of such 30 insurance producer's appointment shall subject the company to a penalty 31 of not more than \$25 per calendar day from the date the appropriate 32 return was required from the date of appointment to the date proper 33 certification is recorded by the insurance department.

34 Certification of other than an individual insurance producer will (b) 35 automatically include each licensed insurance producer who is an officer, 36 director, partner, employee or otherwise legally associated with the cor-37 poration, association, partnership or other legal entity appointed by the 38 company. The required annual certification fee shall be paid for each 39 licensed insurance producer certified by the company and the prescribed 40reporting form shall be returned at the same time the company files its 41 tax returns as required by K.S.A. 40-252, and amendments thereto.

42 (c) With respect to insurance on growing crops, evidence satisfactory43 to the commissioner that the insurance producer is qualified to transact

insurance in accordance with standards or procedures established by any 1 branch of the federal government shall be deemed to be the equivalent 2 3 of certification by a company. (d) Duly licensed insurance producers transacting business in ac-4 cordance with the provisions of article 41 of chapter 40 of the Kansas 5Statutes Annotated, and amendments thereto, shall be deemed to be 6 7 certified by a company for the kinds of insurance permitted under the license in effect for the insurance producer. 8 9 New Sec. 13. (a) (1) Each insurer shall notify the commissioner 10 whenever such insurer terminates a business relationship with an insur-11 ance producer if: The termination is for cause; 12 (A) 13 such insurance producer has committed any act which would be (B) 14 in violation of any provision of subsection (a) of section 9, and amend-15ments thereto; or such insurer has knowledge that such insurance producer is en-16 (\mathbf{C}) 17gaged in any activity which would be in violation of any provision of subsection (a) of section 9, and amendments thereto. 1819(2)The notification shall: 20(A) Be made in a format prescribed by the commissioner; 21 (B) be submitted to the commissioner within 30 days of the date of 22 the termination of the business relationship; and 23 (\mathbf{C}) contain: 24(i) The name of the insurance producer; and 25(ii) the reason for the termination of the business relationship with 26 such insurer. 27 Upon receipt of a written request from the commissioner, each (3)28insurer shall provide to the commissioner any additional data, documents,

records or other information concerning the termination of the insurer's
 business relationship with such producer.

(4) Whenever an insurer discovers or obtains additional information
which would have been reportable under paragraph (1) of this subsection,
the insurer shall forward such additional information to the commissioner
within 30 days of its discovery.

(b) (1) Each insurer shall notify the commissioner whenever such
insurer terminates a business relationship with an insurance producer for
any reason not listed in subsection (a).

(2) The notification shall:

38

39 (A) Be made in a format prescribed by the commissioner;

40 (B) be submitted to the commissioner within 30 days of the date of 41 the termination of the business relationship.

42 (3) Upon receipt of a written request from the commissioner, each43 insurer shall provide to the commissioner any additional data, documents,

records or other information concerning the termination of the insurer's 1 business relationship with such producer. 2

3 (4) Whenever an insurer discovers or obtains additional information which would have been reportable under paragraph (1) of this subsection, 4 the insurer shall forward such additional information to the commissioner 56 within 30 days of its discovery.

7 (c) For the purposes of this section, the term "business relationship" shall include any appointment, employment, contract or other relation-8 9 ship under which such insurance producer represents the insurer.

10 No insurance entity, or any agent or employee thereof acting on (d) 11 behalf of such insurance entity, any regulatory official, any law enforcement official or the insurance regulatory official of another state who 12 provides information to the commissioner in good faith pursuant to this 13 14 section shall be subject to a civil action for damages as a result of reporting 15such information to the commissioner.

16 (e) (1) No insurance entity, or any agent or employee thereof acting 17on behalf of such insurance entity, regulatory official, law enforcement 18official or the insurance regulatory official of another state who provides 19 information to the commissioner in good faith pursuant to this section 20 shall be subject to a civil action for damages as a result of reporting such 21 information to the commissioner. For the purposes of this section, insur-22 ance entity shall mean any insurer, insurance producer or organization to 23 which the commissioner belongs by virtue of the commissioner's office.

24(2) Any document, material or other information in the control or 25possession of the department that is furnished by an insurance entity or 26 an employee or agent thereof acting on behalf of such insurance entity, 27 or obtained by the insurance commissioner in an investigation pursuant 28to this section shall be kept confidential by the commissioner. Such in-29 formation shall not be made public or subject to subpoena, other than by 30 the commissioner and then only for the purpose of enforcement actions 31 taken by the commissioner pursuant to this act or any other provision of 32 the insurance laws of this state.

33 Neither the commissioner nor any person who received docu-(3)34 ments, materials or other information while acting under the authority of 35 the commissioner shall be required to testify in any private civil action 36 concerning any confidential documents, materials or information subject 37 to paragraph (2).

38 (4) The commissioner may share or exchange any documents, materials or other information, including confidential and privileged docu-39 ments referred to in paragraph (2) of subsection (e), received in the per-40formance of the commissioner's duties under this act, with: 41

42 (A) The NAIC;

43 other state, federal or international regulatory agencies; and (B)

1 (C) other state, federal or international law enforcement authorities. 2 (5) (A) The sharing or exchanging of documents, materials or other 3 information under this subsection shall be conditioned upon the recipient's authority and agreement to maintain the confidential and privileged 4 status, if any, of the documents, materials or other information being 56 shared or exchanged.

7 (B) No waiver of an existing privilege or claim of confidentiality in the documents, materials or information shall occur as a result of disclo-8 9 sure to the commissioner under this section or as a result of sharing as 10 authorized by paragraph (1) of subsection (e).

11 The commissioner of insurance is hereby authorized to adopt such (6)12 rules and regulations establishing protocols governing the exchange of 13 information as may be necessary to implement and carry out the provi-14 sions of this act.

15(f) The provisions of paragraph (2) of subsection (e) shall expire on 16 July 1, 2006, unless the legislature acts to reenact such provision. The 17provisions of paragraph (2) of subsection (e) shall be reviewed by the legislature prior to July 1, 2006. 18

19 (g) For the purposes of this section, insurance entity shall mean any 20 insurer, insurance producer or organization to which the commissioner 21belongs by virtue of the commissioner's office.

22 (h) Any insurance entity, including any authorized representative of 23such insurance entity, that fails to report to the commissioner as required 24under the provisions of this section or that is found by a court of com-25petent jurisdiction to have failed to report in good faith, after notice and hearing, may have its license or certificate of authority suspended or re-26 27voked and may be fined in accordance with section 9 and amendments 28thereto.

29 New Sec. 14. (a) Subject to the provisions of section 8, and amend-30 ments thereto, the commissioner shall waive any license application 31 requirements for a nonresident insurance producer license if:

32 (1) The applicant has a valid current license issued by such applicant's 33 home state; and

34 the applicant's home state awards nonresident licenses to resi-(2)35 dents of this state on the same basis.

36 (b) A nonresident producer's satisfaction of such insurance producer's home state's continuing education requirements for licensed in-37 38 surance producers shall constitute satisfaction of this state's continuing 39 education requirements if the nonresident producer's home state accepts

40satisfaction of its continuing education requirements imposed upon pro-

ducers from this state as satisfying the continuing education requirements 41

42 imposed by the nonresident insurance producer's home state on the same 43 basis.

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New Sec. 15. (a) Notwithstanding the provisions of sections 3 and 6, 1 and amendments thereto, any person who is currently licensed as an in-2 3 surance agent on the day before the effective date of this act and whose biennial due date occurred during the 24 calendar months immediately 4 preceding the effective date of this act shall be deemed to be licensed as 56 an insurance producer under this act unless such person's license has 7 been suspended, revoked or refused renewal prior to the effective date of this act. 8

9 (b) Any person licensed as an insurance producer under the provi-10 sions of subsection (a) shall renew such license in accordance with the 11 provisions of this act on or before the first occurrence of such person's 12 biennial due date after the effective date of this act.

13 New Sec. 16. In accordance with the provisions of the rules and reg-14 ulations filing act, K.S.A. 77-415 *et seq.* and amendments thereto, the 15 commissioner may adopt, amend and revoke rules and regulations gov-16 erning the administration and enforcement of this act, including but not 17 limited to:

(a) Criteria for approval of continuing education materials and as-signing C.E.C. values for such materials;

(b) any form required to implement this act, subject to the condition
that any application form shall substantially comply with any requirements
imposed by the NAIC;

(c) any application for examination or licensure under this act;

(d) any examination for licensing under this act;

(e) any report which may be required by this act; and

26 (f) such other rules and regulations as the commissioner may deem 27 necessary to carry out the provisions of this act.

New Sec. 17. The commissioner shall remit all moneys received by or for the commissioner under the provisions of this act to the state treasurer at least monthly. Upon receipt of each such remittance, the state treasurer shall deposit the entire amount thereof in the state treasury and such amount shall be credited to the insurance department service regulation fund.

New Sec. 18. The commissioner may enter into any contracts or purchase any services necessary to implement the provisions of this act.

Sec. 19. K.S.A. 40-3702 is hereby amended to read as follows: 40-37 3702. As used in this act: (a), "broker" means any individual who acts or

aids in any manner in negotiating contracts of insurance, or in placing

39 risks or in soliciting or effecting contracts of insurance as an agent for an

40 insured other than himself or herself such individual and not as an agent 41 of an insurance company or any other type of insurance carrier. The term

42 "broker" shall not include a person working as an officer for an insurance

43 carrier, or in a clerical, administrative or service capacity for an insurance

carrier, licensed agent or broker, provided that the such person does not solicit contracts of insurance. The term "broker" shall not include an attorney-at-law in the performance of his or her such attorney's duties, an insured who places or negotiates the placement of his or her such insured's own insurance, or any employee of an insured engaged in plac-ing or negotiating for placement of insurance for his or her such em-ployee's employer. (b) "Casualty insurance broker's license" means a license issued pur-suant to the provisions of this act for the brokerage of property and ca-sualty insurance. -(c) "Commissioner" means the commissioner of insurance. -(d) "Life insurance broker's license" means a license issued pursuant to the provisions of this act for the brokerage of life and accident and health insurance. Sec. 20. K.S.A. 40-239, 40-240, 40-240f, 40-241a, 40-241b, 40-241c, 40-241d, 40-241e, 40-241f, 40-241g, 40-241i, 40-242, 40-245, 40-246, 40-3701, 40-3702, 40-3703, 40-3704, 40-3705, 40-3706, 40-3707, 40-3708, 40-3709, 40-3710, 40-3711, 40-3712, 40-3713 and 40-3714 are hereby

19 repealed.20 Sec. 21. This act shall take effect and be in force from and after its

21 publication in the statute book.