

**The Florida Senate**  
**BILL ANALYSIS AND FISCAL IMPACT STATEMENT**

(This document is based on the provisions contained in the legislation as of the latest date listed below.)

---

Prepared By: The Professional Staff of the Committee on Banking and Insurance

---

BILL: SB 922

INTRODUCER: Senator Garcia

SUBJECT: Insurance Adjusters

DATE: March 31, 2017

REVISED: \_\_\_\_\_

	ANALYST	STAFF DIRECTOR	REFERENCE	ACTION
1.	Billmeier	Knudson	BI	<b>Pre-meeting</b>
2.			AGG	
3.			AP	

---

**I. Summary:**

SB 922 amends various statutes relating to insurance adjusters. The bill eliminates licensure for public adjuster apprentices and requires a public adjuster apprentice to be licensed as an all-lines adjuster and appointed as a public adjuster apprentice.

Current law authorizes, but does not require, licensure of adjusting firms, unless the person operating the firm fails to designate a primary adjuster within specified timeframes. The bill requires licensure for adjusting firms and provides application requirements and background checks for firm owners and officers.

In addition, the bill:

- Eliminates the temporary license, which is not currently used;
- Revises the requirements for public adjusters to expressly prohibit unlicensed public adjusting that is done directly or indirectly;
- Deletes a provision of law held unconstitutional by the Florida Supreme Court;
- Excludes deductibles from the calculation of an adjuster's fee; and
- Reduces the time a public adjuster apprentice must be supervised before becoming eligible for licensure as a public adjuster.

In addition, the bill makes numerous changes to part VI of ch. 626, F.S., and other statutes applicable to adjusters to improve the efficiency of licensure and enforcement.

**II. Present Situation:**

**Insurance Adjusters**

Part VI, ch. 626, F.S., regulates insurance adjusters, which includes public adjusters, independent adjusters, and company employee adjusters. A "public adjuster" is any person, other than a

licensed attorney, who, for compensation, prepares, completes, or files an insurance claim form for an insured or third-party claimant in negotiating or settling an insurance claim on behalf of an insured or third party.<sup>1</sup> An “independent adjuster” is any person who is self-employed or employed by an independent adjusting firm and who works for an insurer to ascertain and determine the amount of an insurance claim, loss, or damage, or to settle an insurance claim under an insurance contract. A “company employee adjuster” is any person employed in-house by an insurer who ascertains and determines the amount of an insurance claim, loss, or damage, or settles an insurance claim under an insurance contract.

A policyholder who has sustained an insured loss may hire a public adjuster. The public adjuster will inspect the loss site, analyze the damages, assemble claim support data, review the insured’s coverage, determine current replacement costs, and confer with the insurer’s representatives to adjust the claim. Public adjuster fees are capped at 10-20 percent of the insurance claim payments.<sup>2</sup>

Public adjusters are licensed by the Department of Financial Services (DFS) after meeting pre-licensing requirements, which include submitting an application, paying required fees, complying with requirements as to knowledge, experience, or instruction, and submitting fingerprints.

### **Adjusting Firms**

Adjusting firms are not required to be licensed by the DFS. If a firm chooses to obtain a license, it lasts for 3 years and costs \$60.<sup>3</sup> An application for licensure must include:

- The name and address of each majority owner, partner, officer, and director of the adjusting firm;
- The name of the adjusting firm and its principal business address; and
- The location of each adjusting firm office and the name under which each office conducts or will conduct business.<sup>4</sup>

### **Solicitation by Public Adjusters**

In 2008, the Legislature prohibited public adjusters from directly or indirectly through any other person or entity initiating contact or engaging in face-to-face or telephonic solicitation with any insured until at least 48 hours after the occurrence of an event that may be the subject of a claim under the insurance policy.<sup>5</sup> In 2012, the Florida Supreme Court held the law violated a public adjuster’s right to free speech because the statute regulated commercial speech and was more extensive than necessary to serve the state’s interest.<sup>6</sup>

---

<sup>1</sup> s. 626.854(1), F.S.

<sup>2</sup> s. 626.854 (11), F.S.

<sup>3</sup> s. 624.501(20), F.S.

<sup>4</sup> s. 626.8696, F.S.

<sup>5</sup> ch. 2008-220, L.O.F.

<sup>6</sup> *Atwater v. Kortum*, 95 So.2d 85 (Fla. 2012).

### **Public Adjuster Apprentices**

A “public adjuster apprentice” is any person who:

- Is not a licensed public adjuster;
- Is employed by or has a contract with a licensed and appointed public adjuster or a public adjusting firm to assist a public adjuster in conducting business under the license; and
- Satisfies the licensing and character requirements of s. 626.8651, F.S.

A public adjuster apprentice must complete a minimum of 100 hours per month of employment under the supervision of a licensed and appointed all-lines public adjuster in order to qualify for licensure as a public adjuster.<sup>7</sup>

Current law allows an appointing public adjusting firm to maintain up to 12 public adjuster apprentices.<sup>8</sup> A supervising public adjuster may only be responsible for three public adjuster apprentices. An apprentice has the same authority as a public adjuster except that an apprentice may not execute contracts for services of a public adjuster except under the direct supervision of a public adjuster.<sup>9</sup>

### **III. Effect of Proposed Changes:**

#### **Adjusting Firms (Sections 1, 3, 4, 14, 15)**

The bill requires an entity acting as an adjusting firm to have a license from the DFS for each place of business<sup>10</sup> where it engages in activities that may only be performed by a licensed adjuster. The bill exempts individual adjusters operating in his or her name and insurance companies that directly appoint adjusters from the firm’s licensing requirements.

The bill revises the application process for an adjusting firm license. It allows a third party to sign the application on the firm’s behalf but the applicant is accountable for any errors or misstatements. It requires the names of the president, senior vice president, secretary, treasurer, and limited liability company member who directs or participates in the management and control of the firm. It requires fingerprint background checks on all persons named in the application. The application also requires the email address of the firm and the name, address, and email address of the person authorized to accept service of process on the adjusting firm’s behalf. The bill provides that a license will be issued at no charge and will remain in force unless canceled, suspended, or revoked.

The bill requires each business location established by an adjuster to designate a primary adjuster for that location. It also requires adjusting firms and branch locations of the adjusting firms to name primary adjusters. The primary adjuster is responsible for the supervision of the public adjusters or independent adjusters at that location. The primary adjuster is accountable for misconduct by those under his or her direct supervision. If a primary adjuster ends his or her

---

<sup>7</sup> s. 626.8651(6), F.S.

<sup>8</sup> s. 626.8651(7), F.S.

<sup>9</sup> s. 626.8651(11), F.S.

<sup>10</sup> The bill allows an adjusting firm to have “branch” places of business that operate under the same license.

affiliation with the firm and the firm does not designate another primary adjuster within 90 days, the firm's license expires on the 91<sup>st</sup> day.

### **Adjusters (Sections 2, 7, 11, 16, 17, 18, 19)**

The bill defines "adjuster" as a public adjuster, an independent adjuster, a company employee adjuster, or a public adjuster apprentice. It allows an "all-lines adjuster" to act on behalf of a public adjuster.

The bill amends s. 626.864, F.S., to provide that an all-lines adjuster may be appointed as an independent adjuster, a public adjuster apprentice, or a company employee adjuster but not more than one concurrently.

The bill requires adjusters to maintain records relating to claims for 5 years instead of the current 3 years.

The bill repeals s. 626.872, F.S., creating temporary licenses for all-lines adjusters.

The bill clarifies that only authorized insurers or adjusting firms contracted with authorized insurers may designate emergency adjusters for temporary licensure by the DFS during a catastrophe.

The bill provides that an individual licensed as a public adjuster may not be simultaneously licensed as an all-lines adjuster. It further provides that an individual licensed as an all-lines adjuster and appointed as a company adjuster or a public adjuster apprentice may not be simultaneously appointed or employed in a different adjuster capacity that would require an additional appointment type.

### **Public Adjusters (Sections 5, 12)**

The bill repeals the s. 626.854(6), F.S., restrictions on public adjuster solicitations within 48 hours after an event that may be the subject of an insurance claim. The bill includes "websites" in the definition of "written advertisement." This will require the statutory disclaimer currently required in written advertisements to be placed on websites as well.

The bill amends s. 626.854, F.S., to expand the definition of "public adjuster" to include persons who directly or indirectly solicit or perform other duties on behalf of a public adjuster. It removes a limitation that requires a consumer wishing to cancel a public adjuster contract to do so in writing or by phone.

The bill prohibits public adjusters from charging a fee based on policy deductibles.

Current law requires a public adjuster apprentice to serve as a public adjuster apprentice for 1 year before becoming a public adjuster. The bill reduces the time to 6 months.

### **Public Adjuster Apprentices (Sections 6, 8, 13)**

The bill repeals the current law creating the license for public adjuster apprentices. The bill defines a public adjuster apprentice as a person licensed as an all-lines adjuster who is appointed and employed by a public adjuster or public adjusting firm. The apprentice assists the public adjuster in determining the amount of any claim, loss or damage payable under an insurance contract. The bill provides the DFS will issue an appointment as a public adjuster apprentice to licensee who:

- Is licensed as an all-lines adjuster;
- Has filed with the DFS a bond executed and issued by a surety insurer in the amount of \$50,000, which is conditioned upon the faithful performance of duties as a public adjuster apprentice; and
- Maintains such bond unimpaired throughout the existence of the appointment and for at least 1 year after termination of the appointment.

The bill provides that an appointing public adjusting firm may maintain no more than four public adjuster apprentices and that a supervising public adjuster may supervise no more than one apprentice.

The bill removes the limitation on solicitation of contracts by public adjuster apprentices.

### **Miscellaneous Provisions**

**Section 9** amends s. 626.8584, F.S., to provide that a nonresident all-lines adjuster can be appointed by a public adjuster or a public adjusting firm.

**Section 10** amends s. 626.861, F.S., to provide that a regularly salaried employee of an insurer handling claims if the sublimit coverage does not exceed \$500 can adjust such claims.

**Section 20** repeals s. 626.879, F.S., which allows the DFS to have a pool of adjusters in case of declarations of emergency. The DFS has not used the pool in a number of years and does not believe the statute is needed.

**Section 21** makes a technical change.

**Section 22** provides an effective date of January 1, 2018.

### **IV. Constitutional Issues:**

A. Municipality/County Mandates Restrictions:

None.

B. Public Records/Open Meetings Issues:

None.

C. Trust Funds Restrictions:

None.

**V. Fiscal Impact Statement:**

A. Tax/Fee Issues:

None.

B. Private Sector Impact:

Unknown.

C. Government Sector Impact:

The DFS anticipates \$2,500 per year in recurring revenue from penalties imposed for failing to obtain a license as an adjusting firm.

**VI. Technical Deficiencies:**

None.

**VII. Related Issues:**

None.

**VIII. Statutes Affected:**

This bill substantially amends the following sections of the Florida Statutes: 624.501, 626.015, 626.022, 626.112, 626.854, 626.8541, 626.8548, 626.8561, 626.8584, 626.861, 626.864, 626.865, 626.8651, 626.8695, 626.8696, 626.874, 626.875, 626.876, and 626.9953.

This bill repeals the following sections of the Florida Statutes: 626.872 and 626.879.

**IX. Additional Information:**

A. Committee Substitute – Statement of Changes:

(Summarizing differences between the Committee Substitute and the prior version of the bill.)

None.

B. Amendments:

None.