1	A bill to be entitled
2	An act relating to consumer protection; amending s.
3	494.001, F.S.; revising the definition of the term
4	"branch office"; defining the term "remote location";
5	authorizing a licensee under ch. 494, F.S., to allow
6	loan originators to work from remote locations if
7	specified conditions are met; amending s. 494.0067,
8	F.S.; specifying that mortgage lenders may transact
9	business from branch offices and remote locations;
10	providing a requirement for operating remote
11	locations; creating s. 501.2042, F.S.; defining terms;
12	providing requirements for organizers of crowd-funding
13	campaigns related to disasters and for crowd-funding
14	platforms; amending s. 520.23, F.S.; revising
15	disclosure requirements for agreements governing the
16	sale or lease of a distributed energy generation
17	system; amending s. 560.111, F.S.; providing a
18	criminal penalty; amending s. 560.309, F.S.;
19	prohibiting a licensee under ch. 560, F.S., from
20	cashing corporate checks for certain payees where the
21	aggregate face amount exceeds a specified amount;
22	amending s. 626.602, F.S.; providing applicability of
23	provisions relating to the disapproval of insurance
24	agency names to adjusting firm names; revising grounds
25	on which such names may be disapproved by the
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26 department; deleting an obsolete provision; amending 27 s. 626.854, F.S.; revising the definition of the term 28 "public adjuster"; prohibiting public adjusters from 29 contracting with anyone other than the named insured without the insured's written consent; specifying a 30 31 penalty for noncompliance; specifying timeframes in 32 which an insured or a claimant may cancel a public 33 adjuster's contract without penalty or contract under 34 certain circumstances; revising requirements for public adjusters' contracts; specifying limitations on 35 36 commissions received by public adjusters; amending s. 626.860, F.S.; providing that an attorney's exemption 37 38 from public adjuster licensure requirements does not 39 apply to certain persons; amending s. 626.875, F.S.; revising recordkeeping requirements for appointed 40 41 independent adjusters and licensed public adjusters; amending s. 626.8796, F.S.; revising requirements for 42 43 public adjuster contracts; specifying requirements for 44 and prohibitions on public adjusters relating to such contracts; providing construction; authorizing the 45 46 department to adopt rules; amending s. 626.8797, F.S.; 47 revising a fraud statement requirement in proof-of-48 loss statements; amending s. 626.9541, F.S.; adding an 49 unfair or deceptive insurance act relating to health insurance policies; amending s. 627.4025, F.S.; 50

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51 revising the definition of the term "hurricane," and 52 defining the term "hurricane deductible," as used in 53 policies providing residential coverage; amending s. 54 627.4133, F.S.; revising conditions that apply to a specified notice requirement for, and a limitation on, 55 56 the cancellation or termination of certain insurance 57 policies; authorizing the Citizens Property Insurance 58 Corporation to cancel certain policies of insurers 59 placed in receivership; amending s. 627.4554, F.S.; revising legislative purpose; revising applicability; 60 61 revising and defining terms; revising and specifying duties of insurers and agents relating to the 62 63 recommendation and sale of annuity investments; 64 specifying comparable standards that comply with such 65 requirements; specifying agent training requirements; 66 providing and revising construction; authorizing the department to adopt certain forms by rule; amending s. 67 68 627.70132, F.S., requiring a notice of claim to be 69 provided to an insurer within a specified period for a 70 loss assessment claims made under a specified 71 provisions; amending s. 634.041, F.S.; specifying 72 authorized methods of paying claims for motor vehicle 73 service agreements; amending s. 634.401, F.S.; 74 revising the definition of the term "manufacturer" for 75 purposes of part III of ch. 634, F.S.; amending s.

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76 634.406, F.S.; deleting a debt obligation rating requirement for certain service warranty associations 77 78 or parent corporations; providing an effective date. 79 80 Be It Enacted by the Legislature of the State of Florida: 81 82 Section 1. Present subsections (35) through (38) of section 494.001, Florida Statutes, are redesignated as 83 84 subsections (36) through (39), respectively, a new subsection 85 (35) is added to that section, and subsection (3) of that 86 section is amended, to read: 494.001 Definitions.-As used in this chapter, the term: 87 "Branch office" means a location, other than a 88 (3) mortgage broker's or mortgage lender's principal place of 89 90 business or remote location: 91 (a) The address of which appears on business cards, 92 stationery, or advertising used by the licensee in connection 93 with business conducted under this chapter; 94 At which the licensee's name, advertising or (b) 95 promotional materials, or signage suggests that mortgage loans are originated, negotiated, funded, or serviced; or 96 97 (c) At which mortgage loans are originated, negotiated, 98 funded, or serviced by a licensee. 99 (35) "Remote location" means a location, other than a principal place of business or a branch office, at which a loan 100 Page 4 of 82

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101	originator of a licensee may conduct business. A licensee may
102	allow loan originators to work from remote locations if:
103	(a) The licensee has written policies and procedures for
104	supervision of loan originators working from remote locations.
105	(b) Access to company platforms and customer information
106	is in accordance with the licensee's comprehensive written
107	information security plan.
108	(c) An in-person customer interaction does not occur at a
109	loan originator's residence unless such residence is a licensed
110	location.
111	(d) Physical records are not maintained at a remote
112	location.
113	(e) Customer interactions and conversations about
114	consumers will be in compliance with federal and state
115	information security requirements, including applicable
116	provisions under the Gramm-Leach-Bliley Act and the Safeguards
117	Rule established by the Federal Trade Commission, set forth at
118	16 C.F.R. part 314, as such requirements may be amended from
119	time to time.
120	(f) A loan originator working at a remote location
121	accesses the company's secure systems or documents, including a
122	cloud-based system, directly from any out-of-office device such
123	<u>as a laptop, phone, desktop computer, or tablet, through a</u>
124	virtual private network or system that ensures secure
125	connectivity and that requires passwords or other forms of

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126	authentication to access.
127	(g) The licensee ensures that appropriate security
128	updates, patches, or other alterations to the security of all
129	devices used at remote locations are installed and maintained.
130	(h) The licensee is able to remotely lock or erase
131	company-related contents of any device or otherwise remotely
132	limit all access to a company's secure systems.
133	(i) The registry's record of a loan originator who works
134	from a remote location designates the principal place of
135	business as the loan originator's registered location, or the
136	loan originator has elected a licensed branch office as a
137	registered location.
138	Section 2. Subsection (1) of section 494.0067, Florida
139	Statutes, is amended to read:
140	494.0067 Requirements of mortgage lenders
141	(1) A mortgage lender that makes mortgage loans on real
142	estate in this state shall transact business from a principal
143	place of business, branch office, or remote location. Each
144	principal place of business, and each branch office, and remote
145	location shall be operated under the full charge, control, and
146	supervision of the licensee pursuant to this part.
147	Section 3. Section 501.2042, Florida Statutes, is created
148	to read:
149	501.2042 Unlawful acts and practices by online crowd-
150	funding campaigns
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151	(1) As used in this section, the term:
152	(a) "Crowd-funding campaign" means an online fundraising
153	initiative that is intended to receive monetary donations from
154	donors and is created by an organizer in the interest of a
155	beneficiary.
156	(b) "Crowd-funding platform" means an entity doing
157	business in this state which provides an online medium for the
158	creation and facilitation of a crowd-funding campaign.
159	(c) "Disaster" has the same meaning as 252.34(2).
160	(d) "Organizer" means a person who:
161	1. Resides or is domiciled in this state; and
162	2. Has an account on a crowd-funding platform and has
163	created a crowd-funding campaign either as a beneficiary or on
164	behalf of a beneficiary, regardless of whether the beneficiary
165	or the crowd-funding campaign has received donations.
166	a. For crowd-funding campaigns related to and arising out
167	of a declared disaster, a crowd-funding platform must:
168	(I) Collect and retain, for one year after the date of the
169	declared disaster, the name, e-mail address, phone number, and
170	state of residence of the organizer.
171	(II) Require the organizer to indicate, on the crowd-
172	funding campaign, the state in which they are located.
173	(III) Cooperate with any investigation by or in
174	partnership with law enforcement.
175	(IV) Clearly display and direct donors to fundraisers that
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176	comply with the crowd-funding platform's terms of service.
177	b. When an organizer arranges a crowd-funding campaign
178	related to and arising out of a declared disaster, the organizer
179	must attest that:
180	(I) All information provided in connection with a crowd-
181	funding campaign is accurate, complete, and not likely to
182	deceive users.
183	(II) All donations contributed to the crowd-funding
184	campaign will be used solely as described in the materials the
185	organizer posts or provides on the crowd-funding platform.
186	Section 4. Section 520.23, Florida Statutes, is amended to
187	read:
188	520.23 Disclosures requiredEach agreement governing the
189	sale or lease of a distributed energy generation system shall,
190	at a minimum, include a written statement printed in at least
191	12-point type that is separate from the agreement, is separately
192	acknowledged by the buyer or lessee, and includes the following
193	information and disclosures, if applicable:
194	(1) The name, address, telephone number, and e-mail
195	address of the buyer or lessee.
196	(2) The name, address, telephone number, e-mail address,
197	and valid state contractor license number of the person
198	responsible for installing the distributed energy generation
199	system.
200	(3) The name, address, telephone number, e-mail address,
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201 and valid state contractor license number of the distributed 202 energy generation system maintenance provider, if different from 203 the person responsible for installing the distributed energy 204 generation system.

205 (4) The customer contact center phone number for the
 206 Department of Business and Professional Regulation.

207 <u>(5)(4)</u> A written statement indicating whether the 208 distributed energy generation system is being purchased or 209 leased.

(a) If the distributed energy generation system will be leased, the written statement must include a disclosure in substantially the following form: "You are entering into an agreement to lease a distributed energy generation system. You will lease (not own) the system installed on your property."

(b) If the distributed energy generation system will be purchased, the written statement must include a disclosure in substantially the following form: "You are entering into an agreement to purchase a distributed energy generation system. You will own (not lease) the system installed on your property."

220 <u>(6)(5)</u> The total cost to be paid by the buyer or lessee, 221 including any interest, installation fees, document preparation 222 fees, service fees, or other fees.

223 <u>(7)(6)</u> A payment schedule, including any amounts owed at 224 contract signing, at the commencement of installation, at the 225 completion of installation, and any final payments. If the

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distributed energy generation system is being leased, the written statement must include the frequency and amount of each payment due under the lease and the total estimated lease payments over the term of the lease.

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

233 <u>(9)(8)</u> A description of the assumptions used to calculate 234 any savings estimates provided to the buyer or lessee, and if 235 such estimates are provided, a statement in substantially the 236 following form: "It is important to understand that future 237 electric utility rates are estimates only. Your future electric 238 utility rates may vary."

239 <u>(10)(9)</u> A description of any one-time or recurring fees, 240 including, but not limited to, estimated system removal fees, 241 maintenance fees, Internet connection fees, and automated 242 clearinghouse fees. If late fees may apply, the description must 243 describe the circumstances triggering such late fees.

244 <u>(11) (10)</u> A statement notifying the buyer whether the 245 distributed energy generation system is being financed and, if 246 so, a statement in substantially the following form: "If your 247 system is financed, carefully read any agreements and/or 248 disclosure forms provided by your lender. This statement does 249 not contain the terms of your financing agreement. If you have 250 any questions about your financing agreement, contact your

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251 finance provider before signing a contract."

252 (12) (11) A statement notifying the buyer whether the 253 seller is assisting in arranging financing of the distributed 254 energy generation system and, if so, a statement in 255 substantially the following form: "If your system is financed, 256 carefully read any agreements and/or disclosure forms provided 257 by your lender. This statement does not contain the terms of 258 your financing agreement. If you have any questions about your 259 financing agreement, contact your finance provider before 260 signing a contract."

(13) (12) A provision notifying the buyer or lessee of the 261 262 right to rescind the agreement for a period of at least 3 business days after the agreement is signed. This subsection 263 264 does not apply to a contract to sell or lease a distributed 265 energy generation system in a solar community in which the 266 entire community has been marketed as a solar community and all 267 of the homes in the community are intended to have a distributed 268 energy generation system, or a solar community in which the 269 developer has incorporated solar technology for purposes of 270 meeting the Florida Building Code in s. 553.73.

271 <u>(14) (13)</u> A description of the distributed energy 272 generation system design assumptions, including the make and 273 model of the major components, system size, estimated first-year 274 energy production, and estimated annual energy production 275 decreases, including the overall percentage degradation over the

# Page 11 of 82

estimated life of the distributed energy generation system, and the status of utility compensation for excess energy generated by the system at the time of contract signing. A seller who provides a warranty or guarantee of the energy production output of the distributed energy generation system may provide a description of such warranty or guarantee in lieu of a description of the system design and components.

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

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

291 <u>(17) (16)</u> A statement in substantially the following form:
292 "You are responsible for property taxes on property you own.
293 Consult a tax professional to understand any tax liability or
294 eligibility for any tax credits that may result from the
295 purchase of your distributed energy generation system."

296 <u>(18) (17)</u> The approximate start and completion dates for 297 the installation of the distributed energy generation system.

298 <u>(19) (18)</u> A disclosure as to whether maintenance and 299 repairs of the distributed energy generation system are included 300 in the purchase price.

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301	<u>(20)</u> A disclosure as to whether any warranty or
302	maintenance obligations related to the distributed energy
303	generation system may be sold or transferred by the seller to a
304	third party and, if so, a statement in substantially the
305	following form: "Your contract may be assigned, sold, or
306	transferred without your consent to a third party who will be
307	bound to all the terms of the contract. If a transfer occurs,
308	you will be notified if this will change the address or phone
309	number to use for system maintenance or repair requests."
310	(21) <del>(20)</del> If the distributed energy generation system will
311	be purchased, a disclosure notifying the buyer of the
312	requirements for interconnecting the system to the utility
313	system.
314	<u>(22)</u> A disclosure notifying the buyer or lessee of the
315	party responsible for obtaining interconnection approval.
316	(23) (22) A description of any roof warranties.
317	(24) A statement in substantially the following form: "You
318	should consider the age and remaining life of your roof prior to
319	installing a distributed energy generation system. Replacement
320	of your roof may require reinstallment of the distributed energy
321	generation system."
322	(25) <del>(23)</del> A disclosure notifying the lessee whether the
323	seller will insure a leased distributed energy generation system
324	against damage or loss and, if applicable, the circumstances
325	under which the seller will not insure the system against damage
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326 or loss.

327 <u>(26)-(24)</u> A statement, if applicable, in substantially the 328 following form: "You are responsible for obtaining insurance 329 policies or coverage for any loss of or damage to the system. 330 Consult an insurance professional to understand how to protect 331 against the risk of loss or damage to the system."

332 (27) A statement in substantially the following form:
333 "Placing a distributed energy generation system on your roof may
334 impact your future insurance premiums. You are responsible for
335 contacting your insurance carrier, prior to entering into a
336 purchase or lease agreement, to confirm whether your current
337 policy or coverage will need to be modified upon installing the
338 distributed energy generation system onto your dwelling."

339 <u>(28) (25)</u> A disclosure notifying the buyer or lessee 340 whether the seller or lessor will place a lien on the buyer's or 341 lessee's home or other property as a result of entering into a 342 purchase or lease agreement for the distributed energy 343 generation system.

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

348 <u>(30)</u> (27) A disclosure identifying whether the agreement 349 contains any restrictions on the buyer's or lessee's ability to 350 modify or transfer ownership of a distributed energy generation

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351 system, including whether any modification or transfer is 352 subject to review or approval by a third party.

353 <u>(31)(28)</u> A disclosure as to whether the lease agreement 354 may be transferred to a purchaser upon sale of the home or real 355 property to which the system is affixed, and any conditions for 356 such transfer.

357 <u>(32)(29)</u> A blank section that allows the seller to provide 358 additional relevant disclosures or explain disclosures made 359 elsewhere in the disclosure form.

361 The requirement to provide a written statement under this 362 section may be satisfied by the electronic delivery of a 363 document within 24 hours after execution of the written 364 statement containing the required statement if the intended 365 recipient of the electronic document affirmatively acknowledges 366 its receipt. An electronic document satisfies the font and other 367 formatting standards required for the written statement if the 368 format and the relative size of characters of the electronic 369 document are reasonably similar to those required in the written 370 document or if the information is otherwise displayed in a 371 reasonably conspicuous manner.

372 Section 5. Subsection (6) of section 560.111, Florida373 Statutes, is amended to read:

374

360

375 (6) A person who knowingly and willfully violates s.

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560.111 Prohibited acts.-

376 560.309(11) or s. 560.310(2)(d) commits a felony of the third 377 degree, punishable as provided in s. 775.082, s. 775.083, or s. 378 775.084. 379 Section 6. Subsection (11) is added to section 560.309, 380 Florida Statutes, to read: 381 560.309 Conduct of business.-382 (11) A licensee may not cash corporate checks where the aggregate face amount of all corporate checks cashed for each 383 384 payee exceeds 200 percent of the payee's workers' compensation 385 policy payroll amount during the same dates as the workers' 386 compensation policy coverage period. 387 Section 7. Section 626.602, Florida Statutes, is amended 388 to read: 389 626.602 Insurance agency and adjusting firm names; 390 disapproval.-The department may disapprove the use of any true 391 or fictitious name, other than the bona fide natural name of an 392 individual, by any insurance agency or adjusting firm on any of 393 the following grounds: 394 The name interferes with or is too similar to a name (1) 395 already filed and in use by another agency, adjusting firm, or 396 insurer. 397 (2) The use of the name may mislead the public in any 398 respect. 399 (3) The name states or implies that the agency or 400 adjusting firm is an insurer, motor club, hospital service plan,

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401 state or federal agency, charitable organization, or entity that 402 primarily provides advice and counsel rather than sells or 403 solicits insurance, settles claims, or is entitled to engage in 404 insurance activities not permitted under licenses held or 405 applied for. This provision does not prohibit the use of the 406 word "state" or "states" in the name of the agency. The use of 407 the word "state" or "states" in the name of an agency or adjusting firm does not in and of itself imply that the agency 408 409 or adjusting firm is a state agency.

The name contains the word "Medicare" or "Medicaid." 410 (4) 411 An insurance agency whose name contains the word "Medicare" or 412 "Medicaid" but which is licensed as of July 1, 2021, may 413 continue to use that name until June 30, 2023, provided that the 414 agency's license remains valid. If the agency's license expires 415 or is suspended or revoked, the agency may not be relicensed 416 using that name. Licenses for agencies with names containing 417 either of these words automatically expire on July 1, 2023, 418 unless these words are removed from the name.

419 Section 8. Section 626.854, Florida Statutes, is amended 420 to read:

421 626.854 "Public adjuster" defined; prohibitions.-The 422 Legislature finds that it is necessary for the protection of the 423 public to regulate public insurance adjusters and to prevent the 424 unauthorized practice of law.

425

(1) A "public adjuster" is any person, except a duly

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426 licensed attorney at law as exempted under s. 626.860, who, for 427 money, commission, or any other thing of value, directly or 428 indirectly prepares, completes, or files an insurance claim for 429 an insured or third-party claimant, regardless of how that 430 person describes or presents his or her services, or who, for 431 money, commission, or any other thing of value, acts on behalf 432 of, or aids an insured or third-party claimant in negotiating 433 for or effecting the settlement of a claim or claims for loss or 434 damage covered by an insurance contract, regardless of how that 435 person describes or presents his or her services, or who 436 advertises for employment as an adjuster of such claims. The 437 term also includes any person who, for money, commission, or any 438 other thing of value, directly or indirectly solicits, 439 investigates, or adjusts such claims on behalf of a public 440 adjuster, an insured, or a third-party claimant. The term does 441 not include a person who photographs or inventories damaged personal property or business personal property or a person 442 443 performing duties under another professional license, if such 444 person does not otherwise solicit, adjust, investigate, or 445 negotiate for or attempt to effect the settlement of a claim. 446 (2) This definition does not apply to:

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

450

(b) A licensed health insurance agent who assists an

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451 insured with coverage questions, medical procedure coding 452 issues, balance billing issues, understanding the claims filing 453 process, or filing a claim, as such assistance relates to 454 coverage under a health insurance policy.

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

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

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

(5) A public adjuster may not directly or indirectly through any other person or entity solicit an insured or claimant by any means except on Monday through Saturday of each week and only between the hours of 8 a.m. and 8 p.m. on those days.

468 (6) When entering a contract for adjuster services after 469 July 1, 2023, a public adjuster: 470 (a) May not collect a fee for services on payments made to 471 a named insured unless they have a written contract with the named insured, or the named insured's legal representative. 472 473 (b) May not contract for services to be provided by a 474 third party on behalf of the named insured or in pursuit of 475 settlement of the named insureds claim, if the cost of those

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476 services is to be borne by the named insured, unless the named 477 insured agrees in writing to procure these services and such 478 agreement is entered into subsequent to the date of the contract 479 for public adjusting services. 480 (c) If a public adjuster contracts with a third-party 481 service provider to assist with the settlement of the named 482 insured's claim, without first obtaining the insured's written 483 consent, payment of the third party's fees must be made by the 484 public adjuster and may not be charged back to the named 485 insured. 486 (d) If a public adjuster represents anyone other than the 487 named insured in a claim, the public adjuster fees shall be paid 488 by the third party and may not be charged back to the named 489 insured. 490 (7) (6) An insured or claimant may cancel a public 491 adjuster's contract to adjust a claim without penalty or 492 obligation within 10 days after the date on which the contract 493 is executed. If the contract was entered into based on events 494 that are the subject of a declaration of a state of emergency by 495 the Governor, an insured or claimant may cancel the public adjuster's contract to adjust a claim without penalty or 496 obligation within 30 days after the date of loss or 10 days 497 498 after the date on which the contract is executed, whichever is 499 longer. The public adjuster's contract must contain the 500 following language in minimum 18-point bold type immediately Page 20 of 82

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

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

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556

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551 bulk mailers. The following disclaimer, which is not required to 552 be printed on standard size business cards, must be added in 553 bold print and capital letters in typeface no smaller than the 554 typeface of the body of the text to all written advertisements 555 by a public adjuster:

557 "THIS IS A SOLICITATION FOR BUSINESS. IF YOU HAVE HAD
558 A CLAIM FOR AN INSURED PROPERTY LOSS OR DAMAGE AND YOU
559 ARE SATISFIED WITH THE PAYMENT BY YOUR INSURER, YOU
560 MAY DISREGARD THIS ADVERTISEMENT."

562 <u>(9)(8)</u> A public adjuster, a public adjuster apprentice, or 563 any person or entity acting on behalf of a public adjuster or 564 public adjuster apprentice may not give or offer to give a 565 monetary loan or advance to a client or prospective client.

566 <u>(10)(9)</u> A public adjuster, public adjuster apprentice, or 567 any individual or entity acting on behalf of a public adjuster 568 or public adjuster apprentice may not give or offer to give, 569 directly or indirectly, any article of merchandise having a 570 value in excess of \$25 to any individual for the purpose of 571 advertising or as an inducement to entering into a contract with 572 a public adjuster.

573 <u>(11) (a) (10) (a)</u> If a public adjuster enters into a contract 574 with an insured or claimant to reopen a claim or file a 575 supplemental claim that seeks additional payments for a claim

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576 that has been previously paid in part or in full or settled by 577 the insurer, the public adjuster may not charge, agree to, or 578 accept from any source compensation, payment, commission, fee, or any other thing of value based on a previous settlement or 579 580 previous claim payments by the insurer for the same cause of 581 loss. The charge, compensation, payment, commission, fee, or any 582 other thing of value must be based only on the claim payments or 583 settlements paid to the insured, exclusive of attorney fees and 584 costs, obtained through the work of the public adjuster after 585 entering into the contract with the insured or claimant. 586 Compensation for the reopened or supplemental claim may not 587 exceed 20 percent of the reopened or supplemental claim payment. 588 In no event shall the contracts described in this paragraph 589 exceed the limitations in paragraph (b).

(b) A public adjuster may not charge, agree to, or accept
from any source compensation, payment, commission, fee, or any
other thing of value in excess of:

1. Ten percent of the amount of insurance claim payments or settlements, exclusive of attorney fees and costs, paid to the insured by the insurer for claims based on events that are the subject of a declaration of a state of emergency by the Governor. This provision applies to claims made during the year after the declaration of emergency. After that year, the limitations in subparagraph 2. apply.

600

2. Twenty percent of the amount of insurance claim

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601 payments or settlements, exclusive of attorney fees and costs, 602 paid to the insured by the insurer for claims that are not based 603 on events that are the subject of a declaration of a state of 604 emergency by the Governor.

605 3. One percent of the amount of insurance claim payments 606 or settlements, paid to the insured by the insurer for any 607 coverage part of the policy where the claim payment or written 608 agreement by the insurer to pay is equal to or greater than the 609 policy limit for that part of the policy, if the payment or 610 written commitment to pay is provided within 14 days after the date of loss or within 10 days after the date on which the 611 612 public adjusting contract is executed, whichever is later.

4. Zero percent of the amount of insurance claim payments
 or settlements, paid to the insured by the insurer for any
 coverage part of the policy where the claim payment or written
 agreement by the insurer to pay occurs before the date on which
 the public adjusting contract is executed.

(c) Insurance claim payments made by the insurer do not
include policy deductibles, and public adjuster compensation may
not be based on the deductible portion of a claim.

(d) Public adjuster compensation may not be based on amounts attributable to additional living expenses, unless such compensation is affirmatively agreed to in a separate agreement that includes a disclosure in substantially the following form: "I agree to retain and compensate the public adjuster for

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626 adjusting my additional living expenses and securing payment 627 from my insurer for amounts attributable to additional living 628 expenses payable under the policy issued on my (home/mobile 629 home/condominium unit)."

(e) Public adjuster rate of compensation may not beincreased based solely on the fact that the claim is litigated.

(f) Any maneuver, shift, or device through which the
limits on compensation set forth in this subsection are exceeded
is a violation of this chapter punishable as provided under s.
626.8698.

636 (12) (a) (11) Each public adjuster must provide to the 637 claimant or insured a written estimate of the loss to assist in 638 the submission of a proof of loss or any other claim for payment 639 of insurance proceeds within 60 days after the date of the 640 contract. The written estimate must include an itemized, per-641 unit estimate of the repairs, including itemized information on 642 equipment, materials, labor, and supplies, in accordance with 643 accepted industry standards. The public adjuster shall retain 644 such written estimate for at least 5 years and shall make the 645 estimate available to the claimant or insured, the insurer, and 646 the department upon request.

647 (b) An insured may cancel the contract with no additional
 648 penalties or fees charged by the public adjuster if such an
 649 estimate is not provided within 60 days after executing the
 650 contract, subject to the cancellation notice requirement in this

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651 <u>section, unless the failure to provide the estimate within 60</u>
652 <u>days is caused by factors beyond the control of the public</u>
653 <u>adjuster. The cancellation period shall cease on the date the</u>
654 <u>public adjuster provides the written estimate to the insured.</u>

655 (13) (12) A public adjuster, public adjuster apprentice, or 656 any person acting on behalf of a public adjuster or apprentice 657 may not accept referrals of business from any person with whom 658 the public adjuster conducts business if there is any form or 659 manner of agreement to compensate the person, directly or 660 indirectly, for referring business to the public adjuster. A 661 public adjuster may not compensate any person, except for 662 another public adjuster, directly or indirectly, for the 663 principal purpose of referring business to the public adjuster.

664 (14) (13) A company employee adjuster, independent 665 adjuster, attorney, investigator, or other persons acting on 666 behalf of an insurer that needs access to an insured or claimant 667 or to the insured property that is the subject of a claim must provide at least 48 hours' notice to the insured or claimant, 668 669 public adjuster, or legal representative before scheduling a 670 meeting with the claimant or an onsite inspection of the insured 671 property. The insured or claimant may deny access to the property if the notice has not been provided. The insured or 672 673 claimant may waive the 48-hour notice.

674 <u>(15) (14)</u> The public adjuster must ensure that prompt 675 notice is given of the claim to the insurer, the public

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adjuster's contract is provided to the insurer, the property is available for inspection of the loss or damage by the insurer, and the insurer is given an opportunity to interview the insured directly about the loss and claim. The insurer must be allowed to obtain necessary information to investigate and respond to the claim.

682 (a) The insurer may not exclude the public adjuster from its in-person meetings with the insured. The insurer shall meet 683 684 or communicate with the public adjuster in an effort to reach 685 agreement as to the scope of the covered loss under the 686 insurance policy. The public adjuster shall meet or communicate 687 with the insurer in an effort to reach agreement as to the scope 688 of the covered loss under the insurance policy. This section 689 does not impair the terms and conditions of the insurance policy 690 in effect at the time the claim is filed.

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

697 (c) A public adjuster may not act or fail to reasonably 698 act in any manner that obstructs or prevents an insurer or 699 insurer's adjuster from timely conducting an inspection of any 700 part of the insured property for which there is a claim for loss

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701 or damage. The public adjuster representing the insureds may be 702 present for the insurer's inspection, but if the unavailability 703 of the public adjuster otherwise delays the insurer's timely 704 inspection of the property, the public adjuster or the insureds 705 must allow the insurer to have access to the property without 706 the participation or presence of the public adjuster or insureds 707 in order to facilitate the insurer's prompt inspection of the 708 loss or damage.

709 (16) (15) A licensed contractor under part I of chapter 710 489, or a subcontractor of such licensee, may not advertise, 711 solicit, offer to handle, handle, or perform public adjuster 712 services as provided in subsection (1) unless licensed and 713 compliant as a public adjuster under this chapter. The 714 prohibition against solicitation does not preclude a contractor 715 from suggesting or otherwise recommending to a consumer that the 716 consumer consider contacting his or her insurer to determine if 717 the proposed repair is covered under the consumer's insurance 718 policy, except as it relates to solicitation prohibited in s. 719 489.147. In addition, the contractor may discuss or explain a 720 bid for construction or repair of covered property with the 721 residential property owner who has suffered loss or damage 722 covered by a property insurance policy, or the insurer of such 723 property, if the contractor is doing so for the usual and 724 customary fees applicable to the work to be performed as stated 725 in the contract between the contractor and the insured.

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726 <u>(17) (16)</u> A public adjuster shall not acquire any interest 727 in salvaged property, except with the written consent and 728 permission of the insured through a signed affidavit.

729 (18) <del>(17)</del> A public adjuster, a public adjuster apprentice, 730 or a person acting on behalf of an adjuster or apprentice may 731 not enter into a contract or accept a power of attorney that 732 vests in the public adjuster, the public adjuster apprentice, or 733 the person acting on behalf of the adjuster or apprentice the 734 effective authority to choose the persons or entities that will 735 perform repair work in a property insurance claim or provide 736 goods or services that will require the insured or third-party 737 claimant to expend funds in excess of those payable to the 738 public adjuster under the terms of the contract for adjusting 739 services.

740 (19) (18) Subsections (5) - (18) (5) - (17) apply only to 741 residential property insurance policies and condominium unit 742 owner policies as described in s. 718.111(11).

743 (20) (19) Except as otherwise provided in this chapter, no 744 person, except an attorney at law or a licensed public adjuster, 745 may for money, commission, or any other thing of value, directly 746 or indirectly:

747 (a) Prepare, complete, or file an insurance claim for an748 insured or a third-party claimant;

(b) Act on behalf of or aid an insured or a third-partyclaimant in negotiating for or effecting the settlement of a

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751 claim for loss or damage covered by an insurance contract; 752 (c) Offer to initiate or negotiate a claim on behalf of an 753 insured;

754 (d) Advertise services that require a license as a public755 adjuster; or

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

758 <u>(21)(20)</u> The department may take administrative actions 759 and impose fines against any persons performing claims 760 adjusting, soliciting, or any other services described in this 761 section without the licensure required under this section or s. 762 626.112.

763 (22) (21) A public adjuster, public adjuster apprentice, or 764 public adjusting firm that solicits a claim and does not enter 765 into a contract with an insured or a third-party claimant 766 pursuant to paragraph (11) (a) (10) (a) may not charge an insured 767 or a third-party claimant or receive payment by any other source 768 for any type of service related to the insured or third-party 769 claimant's claim.

770 (23) (a) (22) (a) Any following act by a public adjuster, a 771 public adjuster apprentice, or a person acting on behalf of a 772 public adjuster or public adjuster apprentice is prohibited and 773 shall result in discipline as applicable under this part:

774 1. Offering to a residential property owner a rebate,775 gift, gift card, cash, coupon, waiver of any insurance

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776 deductible, or any other thing of value in exchange for: 777 Allowing a contractor, a public adjuster, a public a. 778 adjuster apprentice, or a person acting on behalf of a public 779 adjuster or public adjuster apprentice to conduct an inspection 780 of the residential property owner's roof; or 781 b. Making an insurance claim for damage to the residential 782 property owner's roof. 783 2. Offering, delivering, receiving, or accepting any 784 compensation, inducement, or reward for the referral of any 785 services for which property insurance proceeds would be used for 786 roofing repairs or replacement. 787 (b) Notwithstanding the fine set forth in s. 626.8698, a 788 public adjuster or public adjuster apprentice may be subject to 789 a fine not to exceed \$10,000 per act for a violation of this 790 subsection and a fine not to exceed \$20,000 per act for a 791 violation of this subsection that occurs during a state of 792 emergency declared by executive order or proclamation of the 793 Governor pursuant to s. 252.36. 794 A person who engages in an act prohibited by this (C) 795 subsection and who is not a public adjuster or a public adjuster 796 apprentice, or is not otherwise exempt from licensure, is quilty 797 of the unlicensed practice of public adjusting and may be:

798 1. Subject to all applicable penalties set forth in this799 part.

800

2. Notwithstanding subparagraph 1., subject to a fine not

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to exceed \$10,000 per act for a violation of this subsection and a fine not to exceed \$20,000 per act for a violation of this subsection that occurs during a state of emergency declared by executive order or proclamation of the Governor pursuant to s. 252.36.

806 Section 9. Section 626.860, Florida Statutes, is amended 807 to read:

626.860 Attorneys at law; exemption.-Attorneys at law duly 808 809 licensed to practice law in the courts of this state, and in good standing with The Florida Bar, shall not be required to be 810 licensed under the provisions of this code to authorize them to 811 812 adjust or participate in the adjustment of any claim, loss, or 813 damage arising under policies or contracts of insurance. This 814 exemption does not extend to the employees, interns, volunteers, 815 or contractors of an attorney or of a law firm.

816 Section 10. Section 626.875, Florida Statutes, is amended 817 to read:

818

626.875 Office and records.-

819 (1) (a) Each appointed independent adjuster and licensed 820 public adjuster must maintain a place of business in this state 821 which is accessible to the public and keep therein the usual and 822 customary records pertaining to transactions under the license. 823 This provision does not prohibit maintenance of such an office 824 in the home of the licensee.

825

(b) A license issued under this chapter must at all times

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826 be posted in a conspicuous place in the principal place of 827 business of the license holder. If the licensee is conducting 828 business away from the place of business such that the license 829 cannot be posted, the licensee shall have such license in his or 830 her actual possession at the time of carrying on such business. 831 The records of the adjuster relating to a particular (2) 832 claim or loss shall be so retained in the adjuster's place of 833 business for a period of not less than 5 years after completion 834 of the adjustment and shall be available for inspection by the 835 department between the hours of 8 a.m. and 5 p.m., Monday through Friday, excluding state holidays. This provision shall 836 837 not be deemed to prohibit return or delivery to the insurer or 838 insured of documents furnished to or prepared by the adjuster 839 and required by the insurer or insured to be returned or 840 delivered thereto. At a minimum, the following records must be 841 maintained for a period of not less than 5 years: 842 (a) Name, address, telephone number, and e-mail address of 843 the insured, and the name of the attorney representing the 844 insured, if applicable. 845 (b) The date, location, and amount of the loss. 846 (c) An unaltered copy of the executed disclosure document required by s. <u>626.8796</u>. 847 848 (d) An unaltered copy of the executed public adjuster 849 contract required by s. 626.8796. 850 (e) A copy of the estimate of damages provided to the

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851 insurer. 852 The name of the insurer; the name of the claims (f) 853 representative of the insurer; and the amount, expiration date, 854 and number of each policy under which the loss is covered. 855 An itemized statement of the recoveries by the insured (q) 856 from the sources known to the adjuster. 857 (h) An itemized statement of all compensation received by 858 the public adjuster from any source in connection with the loss. 859 (i) A register of all money received, deposited, 860 disbursed, and withdrawn in connection with a transaction with the insured, including fees, transfers, and disbursements in 861 862 connection with the loss. Section 11. Section 626.8796, Florida Statutes, is amended 863 864 to read: 865 626.8796 Public adjuster contracts; disclosure statement; 866 fraud statement.-867 (1) All contracts for public adjuster services must be in 868 writing in at least 12-point type, be titled "Public Adjuster 869 Contract, " and prominently display the following statement on 870 the contract in minimum 18-point bold type before the space reserved in the contract for the signature of the insured: 871 "Pursuant to s. 817.234, Florida Statutes, any person who, with 872 873 the intent to injure, defraud, or deceive an insurer or insured, 874 prepares, presents, or causes to be presented a proof of loss or 875 estimate of cost or repair of damaged property in support of a Page 35 of 82

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876 claim under an insurance policy knowing that the proof of loss 877 or estimate of claim or repairs contains false, incomplete, or 878 misleading information concerning any fact or thing material to 879 the claim commits a felony of the third degree, punishable as 880 provided in s. 775.082, s. 775.083, or s. 775.084, Florida 881 Statutes."

882 (2) A public adjuster contract relating to a property and 883 casualty claim must contain the full name, permanent business 884 address, phone number, e-mail address, and license number of the 885 public adjuster; the full name of the public adjusting firm; and 886 the insured's full name, and street address, phone number, and 887 e-mail address, together with a brief description of the loss. 888 The contract must state the percentage of compensation for the 889 public adjuster's services in minimum 18-point bold type before 890 the space reserved in the contract for the signature of the 891 insured; the type of claim, including an emergency claim, 892 nonemergency claim, or supplemental claim; the initials of the 893 named insured on each page that does not contain the insured's 894 signature; the signatures of the public adjuster and all named 895 insureds; and the signature date. If all of the named insureds' 896 signatures are not available, the public adjuster must submit an 897 affidavit signed by the available named insureds attesting that 898 they have authority to enter into the contract and settle all 899 claim issues on behalf of the named insureds. An unaltered copy of the executed contract must be remitted to the insured at the 900

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901 time of execution and to the insurer, or the insurer's 902 representative within 7  $\frac{30}{30}$  days after execution. A public 903 adjusting firm that adjusts claims primarily for commercial 904 entities with operations in more than one state and that does 905 not directly or indirectly perform adjusting services for 906 insurers or individual homeowners is deemed to comply with the 907 requirements of this subsection if, at the time a proof of loss 908 is submitted, the public adjusting firm remits to the insurer an 909 affidavit signed by the public adjuster or public adjuster 910 apprentice that identifies: 911 (a) The full name, permanent business address, phone 912 number, e-mail address, and license number of the public 913 adjuster or public adjuster apprentice. 914 The full name of the public adjusting firm. (b) 915 The insured's full name, and street address, phone (C) 916 number, and e-mail address, together with a brief description of 917 the loss. An attestation that the compensation for public 918 (d) 919 adjusting services will not exceed the limitations provided by 920 law. 921 (e) The type of claim, including an emergency claim, 922 nonemergency claim, or supplemental claim. 923 (3) The public adjuster shall not receive compensation for 924 services provided before the date the insured receives an 925 unaltered copy of the <u>executed contract or the date executed</u>

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926	contract is submitted to the insurer. Proof of receipt by the
927	insured and proof of submission to the insurer must be
928	maintained by the public adjuster for not less than 5 years.
929	(4) The insured may rescind the contract for public
930	adjuster services if the public adjuster has not submitted a
931	written estimate to the insurer within 60 days after executing
932	the contract, unless the failure to provide the written estimate
933	within 60 days is caused by factors beyond the public adjuster's
934	<u>control.</u>
935	(5) The cancellation period for failure to provide a
936	written estimate terminates on the date the estimate is
937	provided.
938	(6) Before the signing of the contract, the public
939	adjuster shall provide the insured with a separate disclosure
940	document to be signed by the insured, on a form adopted by the
941	department, regarding the claim process which accomplishes the
942	following:
943	(a) Defines the following types of adjusters who may be
944	involved in the claim process: company adjuster, independent
945	adjuster, and public adjuster.
946	(b) Explains that the public adjuster is not a
947	representative or employee of the insurer.
948	(c) Explains that the insured is not required to hire a
949	public adjuster, but has a right to do so.
950	(d) Explains that an insured has a right to initiate
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951 direct communications with the insured's attorney, the insurer, 952 the company adjuster, the insurer's attorney, or any person 953 regarding the settlement of the insured's claim. 954 (e) Explains that the public adjuster's salary, fee, 955 commission, or other consideration to be paid to a public 956 adjuster is the insured's responsibility. 957 (f) Explains that the public adjuster is required to provide the insured an unaltered copy of the executed contract 958 959 at the time of execution. 960 (g) Explains that if the contract was entered into based 961 on events that are the subject of a declaration of a state of 962 emergency by the Governor, an insured or a claimant may cancel 963 the public adjuster's contract to adjust a claim without penalty 964 or obligation within 30 days after the date of loss or 10 days 965 after the date on which the contract is executed, whichever is 966 longer. 967 (h) The public adjuster shall provide an unaltered copy of 968 the executed disclosure document to the insured at the time of 969 execution. 970 (7) A contract that does not comply with this section is invalid and unenforceable. 971 (8) The department may adopt rules pursuant to ss. 972 973 120.536(1) and 120.54 to implement this section, including rules 974 to adopt forms required by this section. 975 Section 12. Section 626.8797, Florida Statutes, is amended Page 39 of 82

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976	to read:
977	626.8797 Proof of loss; fraud statement.—All proof-of-loss
978	statements must prominently display the following statement <u>in</u>
979	minimum 18-point bold type before the space reserved in the
980	contract for the signature of the insured: "Pursuant to s.
981	817.234, Florida Statutes, any person who, with the intent to
982	injure, defraud, or deceive any insurer or insured, prepares,
983	presents, or causes to be presented a proof of loss or estimate
984	of cost or repair of damaged property in support of a claim
985	under an insurance policy knowing that the proof of loss or
986	estimate of claim or repairs contains any false, incomplete, or
987	misleading information concerning any fact or thing material to
988	the claim commits a felony of the third degree, punishable as
989	provided in s. 775.082, s. 775.083, or s. 775.084, Florida
990	Statutes."
991	Section 13. Paragraph (a) of subsection (1) of section
992	626.9541, Florida Statutes, is amended to read:
993	626.9541 Unfair methods of competition and unfair or
994	deceptive acts or practices defined
995	(1) UNFAIR METHODS OF COMPETITION AND UNFAIR OR DECEPTIVE
996	ACTSThe following are defined as unfair methods of competition
997	and unfair or deceptive acts or practices:
998	(a) Misrepresentations and false advertising of insurance
999	policiesKnowingly making, issuing, circulating, or causing to
1000	be made, issued, or circulated, any estimate, illustration,
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1001 circular, statement, sales presentation, omission, comparison, 1002 or property and casualty certificate of insurance altered after 1003 being issued, which:

1004 1. Misrepresents the benefits, advantages, conditions, or 1005 terms of any insurance policy.

006 2. Misrepresents the dividends or share of the surplus to 007 be received on any insurance policy.

008 3. Makes any false or misleading statements as to the 009 dividends or share of surplus previously paid on any insurance 010 policy.

4. Is misleading, or is a misrepresentation, as to the financial condition of any person or as to the legal reserve system upon which any life insurer operates.

5. Uses any name or title of any insurance policy or class of insurance policies misrepresenting the true nature thereof.

6. Is a misrepresentation for the purpose of inducing, or tending to induce, the lapse, forfeiture, exchange, conversion, or surrender of any insurance policy.

.019 7. Is a misrepresentation for the purpose of effecting a
.020 pledge or assignment of, or effecting a loan against, any
.021 insurance policy.

10228. Misrepresents any insurance policy as being shares of1023stock or misrepresents ownership interest in the company.

9. Uses any advertisement that would mislead or otherwise cause a reasonable person to believe mistakenly that the state

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1026 or the Federal Government is responsible for the insurance sales 1027 activities of any person or stands behind any person's credit or 1028 that any person, the state, or the Federal Government guarantees 1029 any returns on insurance products or is a source of payment of 1030 any insurance obligation of or sold by any person.

1031 <u>10. Fails to disclose a third party that receives</u> 1032 <u>royalties, referral fees, or other remuneration for sponsorship,</u> 1033 <u>marketing, or use of third-party branding for a policy of health</u> 1034 insurance as defined in s. 624.603.

1035 Section 14. Paragraph (c) of subsection (2) of section 1036 627.4025, Florida Statutes, is amended, and paragraph (d) is 1037 added to that subsection, to read:

1038 627.4025 Residential coverage and hurricane coverage 1039 defined.-

1040

(2) As used in policies providing residential coverage:

1041 (c) "Hurricane" for purposes of paragraphs (a) and (b) 1042 means a storm system that has been declared to be a hurricane by 1043 the National Hurricane Center of the National Weather Service. 1044 The duration of the hurricane includes the time period, in 1045 Florida:

Beginning at the time a hurricane watch or hurricane
 Warning is issued for any part of Florida by the National
 Hurricane Center of the National Weather Service; and

10492. Continuing for the time period during which the1050hurricane conditions exist anywhere in Florida; and

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1051 3. Ending 72 hours following the termination of the last 1052 hurricane watch or hurricane warning issued for any part of 1053 Florida by the National Hurricane Center of the National Weather 1054 Service.

# 1055 (d) "Hurricane deductible" means the deductible applicable 1056 to loss caused by a hurricane.

Section 15. Paragraph (b) of subsection (1) and paragraph (b) of subsection (2) of section 627.4133, Florida Statutes, are amended, and paragraph (d) is added to subsection (1) of that section, to read:

1061 627.4133 Notice of cancellation, nonrenewal, or renewal 1062 premium.-

1063

(1) Except as provided in subsection (2):

1064 An insurer issuing a policy providing coverage for (b) 1065 property, casualty, except mortgage guaranty, surety, or marine 1066 insurance, other than motor vehicle insurance subject to s. 627.728 or s. 627.7281, shall give the first-named insured 1067 1068 written notice of cancellation or termination other than 1069 nonrenewal at least 45 days prior to the effective date of the 1070 cancellation or termination, including in the written notice the 1071 reason or reasons for the cancellation or termination, except 1072 that:

1073 1. When cancellation is for nonpayment of premium, at 1074 least 10 days' written notice of cancellation accompanied by the 1075 reason therefor shall be given. As used in this subparagraph and

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s. 440.42(3), the term "nonpayment of premium" means failure of the named insured to discharge when due any of her or his obligations in connection with the payment of premiums on a policy or any installment of such premium, whether the premium is payable directly to the insurer or its agent or indirectly under any premium finance plan or extension of credit, or failure to maintain membership in an organization if such membership is a condition precedent to insurance coverage. "Nonpayment of premium" also means the failure of a financial institution to honor an insurance applicant's check after delivery to a licensed agent for payment of a premium, even if the agent has previously delivered or transferred the premium to the insurer. If a dishonored check represents the initial premium payment, the contract and all contractual obligations shall be void ab initio unless the nonpayment is cured within the earlier of 5 days after actual notice by certified mail is received by the applicant or 15 days after notice is sent to the applicant by certified mail or registered mail, and if the contract is void, any premium received by the insurer from a third party shall be refunded to that party in full; and

2. When such cancellation or termination occurs during the first <u>60</u> <del>90</del> days during which the insurance is in force and the insurance is canceled or terminated for reasons other than nonpayment of premium, at least 20 days' written notice of cancellation or termination accompanied by the reason therefor

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1101 shall be given except where there has been a material 1102 misstatement or misrepresentation or failure to comply with the 1103 underwriting requirements established by the insurer. 1104 After the policy has been in effect for 60 90 days, no such 1105 1106 policy shall be canceled by the insurer except when there has 1107 been a material misstatement, a nonpayment of premium, a failure 1108 to comply with underwriting requirements established by the 1109 insurer within 60 90 days of the date of effectuation of coverage, or a substantial change in the risk covered by the 1110 1111 policy or when the cancellation is for all insureds under such policies for a given class of insureds. This subsection does not 1112 1113 apply to individually rated risks having a policy term of less 1114 than 90 days. 1115 (d) Notwithstanding subparagraph (b), Citizens Property 1116 Insurance Corporation in underwriting risks that, prior to the 1117 date of the application, were most recently insured by an 1118 insurer that has been placed in receivership under chapter 631, may immediately cancel a policy insuring such risk that has been 1119 1120 in effect for 90 days or less for material misrepresentation or 1121 failure to comply with underwriting requirements established 1122 before the effectuation of coverage. 1123 With respect to any personal lines or commercial (2) 1124 residential property insurance policy, including, but not limited to, any homeowner, mobile home owner, farmowner, 1125

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1126 condominium association, condominium unit owner, apartment 1127 building, or other policy covering a residential structure or 1128 its contents:

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

1134 If cancellation is for nonpayment of premium, at least 1. 10 days' written notice of cancellation accompanied by the 1135 1136 reason therefor must be given. As used in this subparagraph, the term "nonpayment of premium" means failure of the named insured 1137 1138 to discharge when due her or his obligations for paying the premium on a policy or an installment of such premium, whether 1139 the premium is payable directly to the insurer or its agent or 1140 1141 indirectly under a premium finance plan or extension of credit, or failure to maintain membership in an organization if such 1142 1143 membership is a condition precedent to insurance coverage. The 1144 term also means the failure of a financial institution to honor 1145 an insurance applicant's check after delivery to a licensed 1146 agent for payment of a premium even if the agent has previously 1147 delivered or transferred the premium to the insurer. If a 1148 dishonored check represents the initial premium payment, the 1149 contract and all contractual obligations are void ab initio unless the nonpayment is cured within the earlier of 5 days 1150

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1151 after actual notice by certified mail is received by the 1152 applicant or 15 days after notice is sent to the applicant by 1153 certified mail or registered mail. If the contract is void, any 1154 premium received by the insurer from a third party must be 1155 refunded to that party in full.

1156 2. If cancellation or termination occurs during the first 1157 60 90 days the insurance is in force and the insurance is 1158 canceled or terminated for reasons other than nonpayment of 1159 premium, at least 20 days' written notice of cancellation or 1160 termination accompanied by the reason therefor must be given unless there has been a material misstatement or 1161 misrepresentation or a failure to comply with the underwriting 1162 1163 requirements established by the insurer.

1164 3. After the policy has been in effect for 60 90 days, the policy may not be canceled by the insurer unless there has been 1165 1166 a material misstatement; a nonpayment of premium; a failure to comply, within 60 90 days after the date of effectuation of 1167 1168 coverage, with underwriting requirements established by the 1169 insurer before the date of effectuation of coverage; or a 1170 substantial change in the risk covered by the policy or unless 1171 the cancellation is for all insureds under such policies for a 1172 given class of insureds. This subparagraph does not apply to 1173 individually rated risks that have a policy term of less than 90 1174 days.

1175

4. After a policy or contract has been in effect for more

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1176 than <u>60</u> <del>90</del> days, the insurer may not cancel or terminate the 1177 policy or contract based on credit information available in 1178 public records.

1179 5. A policy that is nonrenewed by Citizens Property Insurance Corporation, pursuant to s. 627.351(6), for a policy 1180 1181 that has been assumed by an authorized insurer offering 1182 replacement coverage to the policyholder is exempt from the 1183 notice requirements of paragraph (a) and this paragraph. In such 1184 cases, the corporation must give the named insured written 1185 notice of nonrenewal at least 45 days before the effective date 1186 of the nonrenewal.

6. Notwithstanding any other provision of law, an insurer 1187 1188 may cancel or nonrenew a property insurance policy after at least 45 days' notice if the office finds that the early 1189 1190 cancellation of some or all of the insurer's policies is 1191 necessary to protect the best interests of the public or 1192 policyholders and the office approves the insurer's plan for 1193 early cancellation or nonrenewal of some or all of its policies. 1194 The office may base such finding upon the financial condition of 1195 the insurer, lack of adequate reinsurance coverage for hurricane 1196 risk, or other relevant factors. The office may condition its 1197 finding on the consent of the insurer to be placed under 1198 administrative supervision pursuant to s. 624.81 or to the 1199 appointment of a receiver under chapter 631.

1200

7. A policy covering both a home and a motor vehicle may

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2023

1201	be nonrenewed for any reason applicable to the property or motor
1202	vehicle insurance after providing 90 days' notice.
1203	Section 16. Effective January 1, 2024, section 627.4554,
1204	Florida Statutes, is amended to read:
1205	627.4554 <u>Suitability in</u> annuity <u>transactions</u> investments
1206	(1) PURPOSE.—The purpose of this section is to require
1207	agents to act in the best interest of the consumer when making a
1208	recommendation of an annuity and to require insurers to
1209	<u>establish and maintain a system to supervise so</u> <del>set forth</del>
1210	standards and procedures for making recommendations to consumers
1211	which result in transactions involving annuity products, and to
1212	establish a system for supervising such recommendations in order
1213	to ensure that the insurance needs and financial objectives of
1214	consumers are <u>effectively</u> <del>appropriately</del> addressed at the time of
1215	the transaction.
1216	(2) SCOPEThis section applies to any <u>sale or</u>
1217	recommendation <u>of</u> made to a consumer to purchase, exchange, or
1218	replace an annuity by an insurer or its agent, and which results
1219	in the purchase, exchange, or replacement recommended.
1220	(3) DEFINITIONSAs used in this section, the term:
1221	(a) "Agent" means a person or entity required to be
1222	licensed under the laws of this state to sell, solicit, or
1223	negotiate insurance, including annuities. For purposes of this
1224	section, the term includes an insurer when no agent is involved
1225	has the same meaning as provided in s. 626.015.

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1226 "Annuity" means an insurance product under state law (b) 1227 which is individually solicited, whether classified as an 1228 individual or group annuity. 1229 (c) "Cash compensation" means any discount, concession, 1230 fee, service fee, commission, sales charge, loan, override, or 1231 cash benefit received by an agent from an insurer or 1232 intermediary or directly from the consumer in connection with 1233 the recommendation or sale of an annuity. (d) 1234 "Consumer profile information" means information that 1235 is reasonably appropriate to determine whether a recommendation addresses the consumer's financial situation, insurance needs, 1236 1237 and financial objectives, including, at a minimum, the 1238 following: 1239 1. Age. 1240 2. Annual income. 1241 3. Financial situation and needs, including debts and 1242 other obligations. 1243 4. Financial experience. 1244 5. Insurance needs. 1245 6. Financial objectives. 1246 7. Intended use of the annuity. 1247 8. Financial time horizon. 9. Existing assets or financial products, including 1248 1249 investment, annuity, and insurance holdings. 1250 10. Liquidity needs.

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1275	dividends; noninterest-based credits; charges; or elements of
1274	interest rates, including any bonus; benefits; values;
1273	(j) "Nonguaranteed elements" means the premiums; credited
1272	benefits.
1271	health insurance, office rent, office support, and retirement
1270	that is not cash compensation, including, but not limited to,
1269	(i) "Noncash compensation" means any form of compensation
1268	noncash compensation.
1267	a recommendation. The term does not include cash compensation or
1266	reasonable person would expect to influence the impartiality of
1265	interest of the agent in the sale of an annuity which a
1264	(h) "Material conflict of interest" means a financial
1263	agents.
1262	insurer to facilitate the sale of the insurer's annuities by
1261	with an insurer or with another entity contracted with an
1260	(g) "Intermediary" means an entity contracted directly
1259	624.03.
1258	<u>(f)</u> "Insurer" has the same meaning as provided in s.
1257	Authority or a succeeding agency.
1256	<u>(e)</u> "FINRA" means the Financial Industry Regulatory
1255	14. Tax status.
1254	13. Financial resources used to fund the annuity.
1253	willingness to accept nonguaranteed elements in the annuity.
1252	12. Risk tolerance, including, but not limited to,
1251	11. Liquid net worth.

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1276formulas used to determine any of these, which are subject to1277company discretion and are not guaranteed at issue. An element1278is considered nonguaranteed if any of the underlying1279nonguaranteed elements are used in its calculation.

(k) (e) "Recommendation" means advice provided by an 1280 1281 insurer or its agent to an individual a consumer which was 1282 intended to result or does result which would result in a the 1283 purchase, an exchange, or a replacement of an annuity in 1284 accordance with that advice. The term does not include general 1285 communication to the public, generalized customer services, 1286 assistance or administrative support, general educational 1287 information and tools, prospectuses, or other product and sales 1288 material.

1289 <u>(1) (f)</u> "Replacement" means a transaction in which a new 1290 <u>annuity policy or contract</u> is to be purchased and it is known or 1291 should be known to the proposing <u>insurer or its</u> agent, or to the 1292 <u>proposing insurer whether or not an agent is involved</u>, that by 1293 reason of such transaction an existing <u>annuity or other</u> 1294 <u>insurance</u> policy <u>has been or is to be any of the following</u> <del>or</del> 1295 <u>contract will be</u>:

1296 1. Lapsed, forfeited, surrendered or partially 1297 surrendered, assigned to the replacing insurer, or otherwise 1298 terminated;

1299 2. Converted to reduced paid-up insurance, continued as 1300 extended term insurance, or otherwise reduced in value due to

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1301	the use of nonforfeiture benefits or other policy values;
1302	3. Amended so as to effect a reduction in benefits or the
1303	term for which coverage would otherwise remain in force or for
1304	which benefits would be paid;
1305	4. Reissued with a reduction in cash value; or
1306	5. Used in a financed purchase.
1307	(m) "SEC" means the United States Securities and Exchange
1308	Commission.
1309	(g) "Suitability information" means information related to
1310	the consumer which is reasonably appropriate to determine the
1311	suitability of a recommendation made to the consumer, including
1312	the following:
1313	1. Age;
1314	2. Annual income;
1315	3. Financial situation and needs, including the financial
1316	resources used for funding the annuity;
1317	4. Financial experience;
1318	5. Financial objectives;
1319	6. Intended use of the annuity;
1320	7. Financial time horizon;
1321	8. Existing assets, including investment and life
1322	insurance holdings;
1323	9. Liquidity needs;
1324	10. Liquid net worth;
1325	11. Risk tolerance; and
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1000	
1326	12. Tax status.
1327	(4) EXEMPTIONSUnless otherwise specifically included,
1328	this section does not apply to transactions involving:
1329	(a) Direct-response solicitations where there is no
1330	recommendation based on information collected from the consumer
1331	pursuant to this section;
1332	(b) Contracts used to fund:
1333	1. An employee pension or welfare benefit plan that is
1334	covered by the federal Employee Retirement and Income Security
1335	Act;
1336	2. A plan described by s. 401(a), s. 401(k), s. 403(b), s.
1337	408(k), or s. 408(p) of the Internal Revenue Code, if
1338	established or maintained by an employer;
1339	3. A government or church plan defined in s. 414 of the
1340	Internal Revenue Code, a government or church welfare benefit
1341	plan, or a deferred compensation plan of a state or local
1342	government or tax-exempt organization under s. 457 of the
1343	Internal Revenue Code; <u>or</u>
1344	4. A nonqualified deferred compensation arrangement
1345	established or maintained by an employer or plan sponsor;
1346	<u>(c)</u> 5. Settlements or assumptions of liabilities associated
1347	with personal injury litigation or a dispute or claim-resolution
1348	process; or
1349	(d) <del>6.</del> Formal prepaid funeral contracts.
1350	(5) DUTIES OF INSURERS AND AGENTS
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1351 An agent, when making a recommendation of an annuity, (a) 1352 shall act in the best interest of the consumer under the 1353 circumstances known at the time the recommendation is made, 1354 without placing the financial interest of the agent or insurer 1355 ahead of the consumer's interest. An agent has acted in the best 1356 interest of the consumer if the agent has satisfied the 1357 following obligations regarding care, disclosure, conflict of 1358 interest, and documentation: 1359 1.a. The agent, in making a recommendation, shall exercise 1360 reasonable diligence, care, and skill to: Know the financial situation, insurance needs, and 1361 (I) 1362 financial objectives of the customer. 1363 (II) Understand the available options after making a 1364 reasonable inquiry into options available to the agent. 1365 (III) Have a reasonable basis to believe the recommended 1366 option effectively addresses the consumer's financial situation, 1367 insurance needs, and financial objectives over the life of the 1368 product, as evaluated in light of the consumer profile 1369 information. 1370 (IV) Communicate the reason or reasons for the 1371 recommendation. b. The requirements of sub-subparagraph a. include: 1372 1373 (I) Making reasonable efforts to obtain consumer profile 1374 information from the consumer before the recommendation of an 1375 annuity.

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1376 (II) Requiring an agent to consider the types of products the agent is authorized and licensed to recommend or sell which 1377 1378 address the consumer's financial situation, insurance needs, and 1379 financial objectives. This does not require analysis or 1380 consideration of any products outside the authority and license 1381 of the agent or other possible alternative products or 1382 strategies available in the market at the time of the 1383 recommendation. Agents shall be held to standards applicable to 1384 agents with similar authority and licensure. 1385 (III) Having a reasonable basis to believe the consumer 1386 would benefit from certain features of the annuity, such as 1387 annuitization, death or living benefit, or other insurance-1388 related features. 1389 c. The requirements of this subsection do not create a 1390 fiduciary obligation or relationship and only create a 1391 regulatory obligation as provided in this section. 1392 d. The consumer profile information, characteristics of the insurer, and product costs, rates, benefits, and features 1393 1394 are those factors generally relevant in making a determination 1395 whether an annuity effectively addresses the consumer's financial situation, insurance needs, and financial objectives, 1396 1397 but the level of importance of each factor under the care 1398 obligation of this paragraph may vary depending on the facts and 1399 circumstances of a particular case. However, each factor may not 1400 be considered in isolation.

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1401 The requirements under sub-subparagraph a. apply to the е. 1402 particular annuity as a whole and the underlying subaccounts to 1403 which funds are allocated at the time of purchase or exchange of 1404 an annuity, and riders and similar product enhancements, if any. 1405 f. Sub-subparagraph a. does not require that the annuity 1406 with the lowest one-time occurrence compensation structure or 1407 multiple occurrence compensation structure shall necessarily be 1408 recommended. 1409 q. Sub-subparagraph a. does not require the agent to have 1410 ongoing monitoring obligations under the care obligation, 1411 although such an obligation may be separately owed under the 1412 terms of a fiduciary, consulting, investment, advising, or 1413 financial planning agreement between the consumer and the agent. 1414 h. In the case of an exchange or replacement of an 1415 annuity, the agent shall consider the whole transaction, which 1416 includes taking into consideration whether: 1417 The consumer will incur a surrender charge; be subject (I) 1418 to the commencement of a new surrender period; lose existing benefits, such as death, living, or other contractual benefits; 1419 1420 or be subject to increased fees, investment advisory fees, or charges for riders and similar product enhancements. 1421 1422 (II) The replacing product would substantially benefit the 1423 consumer in comparison to the replaced product over the life of 1424 the product. 1425 (III) The consumer has had another annuity exchange or

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1426	replacement and, in particular, an exchange or replacement
1427	within the preceding 60 months.
1428	i. This section does not require an agent to obtain any
1429	license other than an agent license with the appropriate line of
1430	authority to sell, solicit, or negotiate insurance in this
1431	state, including, but not limited to, any securities license, in
1432	order to fulfill the duties and obligations contained in this
1433	section; provided, the agent does not give advice or provide
1434	services that are otherwise subject to securities laws or engage
1435	in any other activity requiring other professional licenses.
1436	2.a. Before the recommendation or sale of an annuity, the
1437	agent shall prominently disclose to the consumer, on a form
1438	substantially similar to that posted on the office website as
1439	Appendix A, related to an insurance agent disclosure for
1440	annuities:
1441	(I) A description of the scope and terms of the
1442	relationship with the consumer and the role of the agent in the
1443	transaction.
1444	(II) An affirmative statement on whether the agent is
1445	licensed and authorized to sell the following products:
1446	(A) Fixed annuities.
1447	(B) Fixed indexed annuities.
1448	(C) Variable annuities.
1449	(D) Life insurance.
1450	(E) Mutual funds.
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1451	(F) Stocks and bonds.
1452	(G) Certificates of deposit.
1453	(III) An affirmative statement describing the insurers for
1454	which the agent is authorized, contracted, or appointed, or
1455	otherwise able to sell insurance products, using the following
1456	descriptions:
1457	(A) From one insurer;
1458	(B) From two or more insurers; or
1459	(C) From two or more insurers, although primarily
1460	contracted with one insurer.
1461	(IV) A description of the sources and types of cash
1462	compensation and noncash compensation to be received by the
1463	agent, including whether the agent is to be compensated for the
1464	sale of a recommended annuity by commission as part of premium
1465	or other remuneration received from the insurer, intermediary,
1466	or other agent, or by fee as a result of a contract for advice
1467	or consulting services.
1468	(V) A notice of the consumer's right to request additional
1469	information regarding cash compensation described in sub-
1470	subparagraph b.
1471	b. Upon request of the consumer or the consumer's
1472	designated representative, the agent shall disclose:
1473	(I) A reasonable estimate of the amount of cash
1474	compensation to be received by the agent, which may be stated as
1475	a range of amounts or percentages.
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1476 Whether the cash compensation is a one-time or (II)1477 multiple occurrence amount; and if a multiple occurrence amount, 1478 the frequency and amount of the occurrence, which may be stated 1479 as a range of amounts or percentages. When recommending the purchase or exchange of an annuity to a consumer which results 1480 1481 in an insurance transaction or series of insurance transactions, 1482 the agent, or the insurer where no agent is involved, must have 1483 reasonable grounds for believing that the recommendation is 1484 suitable for the consumer, based on the consumer's suitability 1485 information, and that there is a reasonable basis to believe all 1486 of the following:

1487 c.1. Before or at the time of the recommendation or sale 1488 of an annuity, the agent shall have a reasonable basis to 1489 believe the consumer has been reasonably informed of various 1490 features of the annuity, such as the potential surrender period 1491 and surrender charge; potential tax penalty if the consumer 1492 sells, exchanges, surrenders, or annuitizes the annuity; 1493 mortality and expense fees; any annual fees; investment advisory 1494 fees; potential charges for and features of riders or other 1495 options of the annuity; limitations on interest returns; potential changes in nonguaranteed elements of the annuity; 1496 1497 insurance and investment components; and market risk.

14982. The consumer would benefit from certain features of the1499annuity, such as tax-deferred growth, annuitization, or the1500death or living benefit.

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FLORIDA	HOUSE	OF REPF	RESENTA	A T I V E S
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1501	3. An agent shall identify and avoid or reasonably manage
1502	and disclose material conflicts of interest, including material
1503	conflicts of interest related to an ownership interest.
1504	4. An agent shall at the time of the recommendation or
1505	sale:
1506	a. Make a written record of any recommendation and the
1507	basis for the recommendation, subject to this section.
1508	b. Obtain a consumer-signed statement on a form
1509	substantially similar to that posted on the office website as
1510	Appendix B, related to a consumer's refusal to provide
1511	information, documenting:
1512	(I) A customer's refusal to provide the consumer profile
1513	information, if any.
1514	(II) A customer's understanding of the ramifications of
1515	not providing his or her consumer profile information or
1516	providing insufficient consumer profile information.
1517	c. Obtain a consumer-signed statement on a form
1518	substantially similar to that posted on the office website as
1519	Appendix C, related to a consumer's decision to purchase an
1520	annuity not based on a recommendation, acknowledging the annuity
1521	transaction is not recommended if a customer decides to enter
1522	into an annuity transaction that is not based on the agent's
1523	recommendation.
1524	5. Any requirement applicable to an agent under this
1525	subsection applies to every agent who has exercised material
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1526	control or influence in the making of a recommendation and has
1527	received direct compensation as a result of the recommendation
1528	or sale, regardless of whether the agent has had any direct
1529	contact with the consumer. Activities such as providing or
1530	delivering marketing or education materials, product wholesaling
1531	or other back office product support, and general supervision of
1532	an agent do not, in and of themselves, constitute material
1533	control or influence.
1534	3. The particular annuity as a whole, the underlying
1535	subaccounts to which funds are allocated at the time of purchase
1536	or exchange of the annuity, and riders and similar product
1537	enhancements, if any, are suitable; and, in the case of an
1538	exchange or replacement, the transaction as a whole is suitable
1539	for the particular consumer based on his or her suitability
1540	information.
1541	4. In the case of an exchange or replacement of an
1542	annuity, the exchange or replacement is suitable after
1543	considering whether the consumer:
1544	a. Will incur a surrender charge; be subject to the
1545	commencement of a new surrender period; lose existing benefits,
1546	such as death, living, or other contractual benefits; or be
1547	subject to increased fees, investment advisory fees, or charges
1548	for riders and similar product enhancements;
1549	b. Would benefit from product enhancements and
1550	improvements; and
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1551	a las had another annuity exchange or replacement
	c. Has had another annuity exchange or replacement,
1552	including an exchange or replacement within the preceding 36
1553	months.
1554	(b) Before executing a purchase, exchange, or replacement
1555	of an annuity resulting from a recommendation, an insurer or its
1556	agent must make reasonable efforts to obtain the consumer's
1557	suitability information. The information shall be collected on
1558	form DFS-H1-1980, which is hereby incorporated by reference, and
1559	completed and signed by the applicant and agent. Questions
1560	requesting this information must be presented in at least 12-
1561	point type and be sufficiently clear so as to be readily
1562	understandable by both the agent and the consumer. A true and
1563	correct executed copy of the form must be provided by the agent
1564	to the insurer, or to the person or entity that has contracted
1565	with the insurer to perform this function as authorized by this
1566	section, within 10 days after execution of the form, and shall
1567	be provided to the consumer no later than the date of delivery
1568	of the contract or contracts.
1569	(c) Except as provided under paragraph (d), an insurer may
1570	not issue an annuity recommended to a consumer unless there is a
1571	reasonable basis to believe the annuity is suitable based on the
1572	consumer's suitability information.
1573	(b)1. <del>(d)</del> Except as provided under subparagraph 2., An
1574	insurer's issuance of an annuity must be reasonable based on all
1575	the circumstances actually known to the insurer at the time the

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1576 annuity is issued. However, an insurer or its agent does not 1577 have does not have an obligation to a consumer related to an 1578 annuity transaction under subparagraph (a) 1. paragraph (a) or 1579 paragraph (c) if: 1580 a.1. A recommendation has not been made; 1581 b.2. A recommendation was made and is later found to have 1582 been based on materially inaccurate information provided by the 1583 consumer; 1584 c.<del>3.</del> A consumer refuses to provide relevant consumer 1585 profile suitability information and the annuity transaction is 1586 not recommended; or 1587 d.4. A consumer decides to enter into an annuity 1588 transaction that is not based on a recommendation of the an 1589 insurer or its agent. 1590 2. An insurer's issuance of an annuity subject to subparagraph 1. must be reasonable under all the circumstances 1591 1592 actually known to the insurer at the time the annuity is issued. 1593 (c)1. Except as permitted under paragraph (b), an insurer 1594 may not issue an annuity recommended to a consumer unless there 1595 is a reasonable basis to believe the annuity would effectively address the particular consumer's financial situation, insurance 1596 1597 needs, and financial objectives based on the consumer's consumer 1598 profile information. 1599 (e) At the time of sale, the agent or the agent's 1600 representative must:

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1601	1. Make a record of any recommendation made to the
1602	consumer pursuant to paragraph (a);
1603	2. Obtain the consumer's signed statement documenting his
1604	or her refusal to provide suitability information, if
1605	applicable; and
1606	3. Obtain the consumer's signed statement acknowledging
1607	that an annuity transaction is not recommended if he or she
1608	decides to enter into an annuity transaction that is not based
1609	on the insurer's or its agent's recommendation, if applicable.
1610	(f) Before executing a replacement or exchange of an
1611	annuity contract resulting from a recommendation, the agent must
1612	provide on form DFS-H1-1981, which is hereby incorporated by
1613	reference, information that compares the differences between the
1614	existing annuity contract and the annuity contract being
1615	recommended in order to determine the suitability of the
1616	recommendation and its benefit to the consumer. A true and
1617	correct executed copy of this form must be provided by the agent
1618	to the insurer, or to the person or entity that has contracted
1619	with the insurer to perform this function as authorized by this
1620	section, within 10 days after execution of the form, and must be
1621	provided to the consumer no later than the date of delivery of
1622	the contract or contracts.
1623	<u>2.(g)</u> An insurer shall establish <u>and maintain</u> a
1624	supervision system that is reasonably designed to achieve the
1625	insurer's and its agent's compliance with this section <u>,</u>
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1626 including, but not limited to, the following: -1. Such system must include, but is not limited to: 1627 1628 The insurer shall establish and maintain Maintaining a. 1629 reasonable procedures to inform its agents of the requirements 1630 of this section and incorporating those requirements into 1631 relevant agent training manuals. + 1632 b. The insurer shall establish and maintain Establishing 1633 standards for agent product training and shall establish and 1634 maintain reasonable procedures to require its agents to comply 1635 with the requirements of subsection (6). $\div$ The insurer shall provide Providing product-specific 1636 с. 1637 training and training materials that explain all material 1638 features of its annuity products to its agents.+ 1639 The insurer shall establish and maintain Maintaining d. 1640 procedures for the review of each recommendation before issuance 1641 of an annuity which are designed to ensure that there is a 1642 reasonable basis to determine the recommended annuity would 1643 effectively address the particular consumer's financial 1644 situation, insurance needs, and financial objectives for 1645 determining that a recommendation is suitable. Such review 1646 procedures may use a screening system for identifying selected 1647 transactions for additional review and may be accomplished 1648 electronically or through other means, including, but not 1649 limited to, physical review. Such electronic or other system may be designed to require additional review only of those 1650

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1651	transactions identified for additional review using established
1652	selection criteria. <del>;</del>
1653	– e. The insurer shall establish and maintain <del>Maintaining</del>
1654	reasonable procedures to detect recommendations that are not in
1655	compliance with paragraphs (a), (b), (d), and (e). This may
1656	include, but is not limited to, suitable, such as confirmation
1657	of consumer <u>profile</u> <del>suitability</del> information, systematic customer
1658	surveys, agent and consumer interviews, confirmation letters,
1659	agent statements or attestations, and internal monitoring
1660	programs. This sub-subparagraph does not prevent an insurer from
1661	using sampling procedures or from confirming the consumer
1662	profile suitability information after the issuance or delivery
1663	of the annuity. <del>; and</del>
1664	f. The insurer shall establish and maintain reasonable
1665	procedures to assess, prior to or upon issuance or delivery of
1666	an annuity, whether an agent has provided to the consumer the
1667	information required to be provided under this subsection.
1668	g. The insurer shall establish and maintain reasonable
1669	procedures to identify and address suspicious consumer refusals
1670	to provide consumer profile information.
1671	h. The insurer shall establish and maintain reasonable
1672	procedures to identify and eliminate any sales contests, sales
1673	quotas, bonuses, and noncash compensation that are based on the
1674	sales of specific annuities within a limited period of time. The
1675	requirements of this sub-subparagraph are not intended to

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1676 prohibit the receipt of health insurance, office rents, office 1677 support, retirement benefits, or other employee benefits by 1678 employees, as long as those benefits are not based upon the volume of sales of a specific annuity within a limited period of 1679 1680 time. 1681 The insurer shall annually provide providing a i.<del>f.</del> 1682 written report to senior managers, including the senior manager 1683 who is responsible for audit functions, which details a review, 1684 along with appropriate testing, which is reasonably designed to 1685 determine the effectiveness of the supervision system, the 1686 exceptions found, and corrective action taken or recommended, if 1687 any. 3.2. An insurer is not required to include in its 1688 1689 supervision system:

1690<u>a.</u> Agent recommendations to consumers of products other1691than the annuities offered by the insurer; or

1692 <u>b. Consideration of or comparison to options available to</u>
 1693 <u>the agent or compensation relating to those options other than</u>
 1694 <u>annuities or other products offered by the insurer</u>.

1695 <u>4.3.</u> An insurer may contract for performance of a 1696 function, including maintenance of procedures, required under 1697 subparagraph 1.

1698a. An insurer's supervision system under this subsection1699shall include supervision of contractual performance under this1700subsection, which includes, but isIf an insurer contracts for

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1701 the performance of a function, the insurer must include the 1702 supervision of contractual performance as part of those 1703 procedures listed in subparagraph 1. These include, but are not 1704 limited to:

(I) Monitoring and, as appropriate, conducting audits toensure that the contracted function is properly performed; and

(II) Annually obtaining a certification from a senior manager who has responsibility for the contracted function that the manager has a reasonable basis <u>to represent</u>, <u>and does</u> <u>represent</u>, <u>for representing</u> that the function is being properly performed.

b. An insurer is responsible for taking appropriate corrective action and may be subject to sanctions and penalties pursuant to subsection <u>(8)</u> <del>(7)</del> regardless of whether the insurer contracts for performance of a function and regardless of the insurer's compliance with sub-subparagraph a.

1717(d) (h)Neither an agent nor an insurer shall may not1718dissuade, or attempt to dissuade, a consumer from:

1719 1. Truthfully responding to an insurer's request for 1720 confirmation of <u>consumer profile</u> suitability information;

1721

1722

2. Filing a complaint; or

3. Cooperating with the investigation of a complaint.

1723(e)1.(i)Recommendations andsales made in compliance with1724comparable standards shallFINRA requirements pertaining to the1725suitability and supervision of annuity transactionssatisfy the

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1726 requirements of this section. This applies to all 1727 recommendations and FINRA broker-dealer sales of variable 1728 annuities made by financial professionals in compliance with business rules, controls, and procedures that satisfy a 1729 1730 comparable standard even if such standard would not otherwise 1731 apply to the product or recommendation at issue and fixed 1732 annuities if the suitability and supervision is similar to those 1733 applied to variable annuity sales. However, this paragraph does 1734 not limit the ability of the office or the department to 1735 investigate and enforce, including investigate, the provisions of this section. 1736 1737 2. Subparagraph 1. does not limit the insurer's obligation to comply with subparagraph (c)1., although the insurer may base 1738 1739 its analysis on information received from either the financial professional or the entity supervising the financial 1740 1741 professional. 1742 3. For subparagraph 1. this paragraph to apply, an insurer 1743 must: 1744 a.1. Monitor relevant conduct of the financial 1745 professional seeking to rely on subparagraph 1. or the entity 1746 responsible for supervising the financial professional, such as 1747 the financial professional's broker-dealer or an investment 1748 adviser registered under federal or state securities law, the 1749 FINRA member broker-dealer using information collected in the normal course of an insurer's business; and 1750

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1751 b.2. Provide to the entity responsible for supervising the 1752 financial professional seeking to rely on subparagraph 1., such 1753 as the financial professional's broker-dealer or investment 1754 adviser registered under federal or state securities laws, FINRA member broker-dealer information and reports that are reasonably 1755 1756 appropriate to assist such entity the FINRA member broker-dealer 1757 in maintaining its supervision system. 1758 4. For purposes of this paragraph, the term: 1759 a. "Comparable standards" means: With respect to broker-dealers and registered 1760 (I) 1761 representatives of broker-dealers, applicable SEC and FINRA rules pertaining to best interest obligations and supervision of 1762 annuity recommendations and sales, including, but not limited 1763 1764 to, Regulation Best Interest, 17 C.F.R. s. 240.151-1, and any 1765 amendments or successor regulations thereto; 1766 (II) With respect to investment advisers registered under 1767 federal or state securities laws or investment adviser 1768 representatives, the fiduciary duties and all other requirements 1769 imposed on such investment advisers or investment adviser 1770 representatives by contract or under the Investment Advisers Act of 1940 or applicable state securities laws, including, but not 1771 1772 limited to, Form ADV and interpretations; and 1773 (III) With respect to plan fiduciaries or fiduciaries, the 1774 duties, obligations, prohibitions, and all other requirements 1775 attendant to such status under the Employee Retirement Income

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1776	Security Act of 1974 or the Internal Revenue Code and any
1777	amendments or successor statutes thereto.
1778	b. "Financial professional" means an agent that is
1779	regulated and acting as:
1780	(I) A broker-dealer registered under federal or state
1781	securities laws or a registered representative of a broker-
1782	dealer;
1783	(II) An investment adviser registered under federal or
1784	state securities laws or an investment adviser representative
1785	associated with the federal or state registered investment
1786	adviser; or
1787	(III) A plan fiduciary under s. 3(21) of the Employee
1788	Retirement Income Security Act of 1974 or fiduciary under s.
1789	4975(e)(3) of the Internal Revenue Code or any amendments or
1790	successor statutes thereto.
1791	(6) AGENT TRAINING
1792	(a) An agent shall not solicit the sale of an annuity
1793	product unless the agent has adequate knowledge of the product
1794	to recommend the annuity and the agent is in compliance with the
1795	insurer's standards for product training. An agent may rely on
1796	insurer-provided, product-specific training standards and
1797	materials to comply with this subsection.
1798	(b)1.a. An agent who engages in the sale of annuity
1799	products shall complete a one-time 4-hour training course. This
1800	requirement is not part of an agent's continuing education

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2023

1801	requirement in s. 626.2815; however, if a course provider
1802	submits and receives approval from the department, the course is
1803	eligible for continuing education credit pursuant to s.
1804	626.2815.
1805	b. Agents who hold a life insurance line of authority on
1806	January 1, 2024, and who desire to sell annuities shall complete
1807	the requirements of this subsection by July 1, 2024. Individuals
1808	who obtain a life insurance line of authority after January 1,
1809	2024, may not engage in the sale of annuities until the annuity
1810	training course required under this subsection has been
1811	completed.
1812	2. The minimum length of the training required under this
1813	subsection is 4 hours.
1814	3. The training required under this subsection shall
1815	include information on the following topics:
1816	a. The types of annuities and various classifications of
1817	annuities.
1818	b. Identification of the parties to an annuity.
1819	c. How product-specific annuity contract features affect
1820	consumers.
1821	d. The application of income taxation of qualified and
1822	nonqualified annuities.
1823	e. The primary uses of annuities.
1824	f. The appropriate standard of conduct, sales practices,
1825	replacement, and disclosure requirements.

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FLORIDA	HOUSE	OF REPR	RESENTA	A T I V E S
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1826	4. Providers of courses intended to comply with this
1827	subsection shall cover all topics listed in the prescribed
1828	outline and shall not present any marketing information or
1829	provide training on sales techniques or provide specific
1830	information about a particular insurer's products. Additional
1831	topics may be offered in conjunction with and in addition to the
1832	required outline.
1833	5. An agent who has completed an annuity training course
1834	before January 1, 2024, shall, by July 1, 2024, complete either:
1835	a. A new 4-hour training course; or
1836	b. An additional 1-hour training course on appropriate
1837	sales practices, replacement, and disclosure requirements under
1838	this section.
1839	6. Annuity training courses may be conducted and completed
1840	by classroom or self-study methods.
1841	7. Providers of annuity training shall issue certificates
1842	of completion.
1843	8. The satisfaction of the training requirements of
1844	another state that are substantially similar to the provisions
1845	of this subsection shall be deemed to satisfy the training
1846	requirements of this subsection in this state.
1847	9. The satisfaction of the training requirements of any
1848	course or courses with components substantially similar to the
1849	provisions of this subsection shall be deemed to satisfy the
1850	training requirements of this subsection in this state.
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1851 10. An insurer shall verify that an agent has completed 1852 the annuity training course required under this subsection 1853 before allowing the agent to sell an annuity product for that 1854 insurer.

1855

(7) (6) RECORDKEEPING.-

1856 (a) Insurers and agents must maintain or be able to make 1857 available to the office or department records of the information 1858 collected from the consumer and other information used in making 1859 the recommendations that were the basis for insurance 1860 transactions for 5 years after the insurance transaction is 1861 completed by the insurer. An insurer may maintain the 1862 documentation on behalf of its agent.

1863 Records required to be maintained under this (b) 1864 subsection may be maintained in paper, photographic, 1865 microprocess, magnetic, mechanical, or electronic media, or by 1866 any process that accurately reproduces the actual document.

1867

(8) (7) COMPLIANCE MITIGATION; PENALTIES.-

1868 (a) An insurer is responsible for compliance with this 1869 section. If a violation occurs because of the action or inaction 1870 of the insurer or its agent which results in harm to a consumer, 1871 the office may order the insurer to take reasonably appropriate 1872 corrective action for the consumer and may impose appropriate 1873 penalties and sanctions.

- 1874
- (b) The department may order:
- 1875

1. An insurance agent to take reasonably appropriate

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1876 corrective action for a consumer harmed by a violation of this 1877 section by the insurance agent, including monetary restitution 1878 of penalties or fees incurred by the consumer, and impose 1879 appropriate penalties and sanctions.

1880 2. A managing general agency or insurance agency that 1881 employs or contracts with an insurance agent to sell or solicit 1882 the sale of annuities to consumers to take reasonably 1883 appropriate corrective action for a consumer harmed by a 1884 violation of this section by the insurance agent.

1885 In addition to any other penalty authorized under (C) 1886 chapter 626, the department shall order an insurance agent to pay restitution to a consumer who has been deprived of money by 1887 1888 the agent's misappropriation, conversion, or unlawful 1889 withholding of moneys belonging to the consumer in the course of 1890 a transaction involving annuities. The amount of restitution 1891 required to be paid may not exceed the amount misappropriated, converted, or unlawfully withheld. This paragraph does not limit 1892 or restrict a person's right to seek other remedies as provided 1893 1894 by law.

(d) Any applicable penalty under the Florida Insurance
Code for a violation of this section shall be reduced or
eliminated according to a schedule adopted by the office or the
department, as appropriate, if corrective action for the
consumer was taken promptly after a violation was discovered.
(e) A violation of this section does not create or imply a

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2023

1901 private cause of action.

1902 (9) (8) PROHIBITED CHARGES. - An annuity contract issued to a 1903 senior consumer age 65 or older may not contain a surrender or 1904 deferred sales charge for a withdrawal of money from an annuity 1905 exceeding 10 percent of the amount withdrawn. The charge shall 1906 be reduced so that no surrender or deferred sales charge exists 1907 after the end of the 10th policy year or 10 years after the date 1908 of each premium payment if multiple premiums are paid, whichever 1909 is later. This subsection does not apply to annuities purchased 1910 by an accredited investor, as defined in Regulation D as adopted 1911 by the United States Securities and Exchange Commission, or to 1912 those annuities specified in paragraph (4)(b).

1913 (10) (9) RULES.—The department and the commission may adopt 1914 rules to administer this section. The department may adopt by rule the forms prescribed in the National Association of 1915 1916 Insurance Commissioners Suitability in Annuity Transactions 1917 Model Regulation Appendix A - Insurance Agent (Producer) 1918 Disclosure for Annuities, Appendix B - Consumer Refusal to 1919 Provide Information, and Appendix C - Consumer Decision to 1920 Purchase an Annuity Not Based on a Recommendation. 1921 Section 17. Subsection (5) is added to section 627.70132, Florida Statutes, to read: 1922 1923 627.70132 Notice of property insurance claim.-1924 (5) For loss assessment claims made under s. 627.714, the notice of claim must be given to the insurer in accordance with 1925

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1950

1926 the terms of the policy within 3 years after the date of loss. 1927 Section 18. Paragraph (b) of subsection (8) of section 1928 634.041, Florida Statutes, is amended to read: 1929 634.041 Qualifications for license.-To qualify for and hold a license to issue service agreements in this state, a 1930 1931 service agreement company must be in compliance with this part, 1932 with applicable rules of the commission, with related sections 1933 of the Florida Insurance Code, and with its charter powers and 1934 must comply with the following: 1935 (8) 1936 (b) A service agreement company does not have to establish 1937 and maintain an unearned premium reserve if it secures and 1938 maintains contractual liability insurance in accordance with the 1939 following: 1940 1. Coverage of 100 percent of the claim exposure is 1941 obtained from an insurer approved by the office, which holds a certificate of authority under s. 624.401 to do business within 1942 1943 this state, or secured through a risk retention group, which is 1944 authorized to do business within this state under s. 627.943 or 1945 s. 627.944. Such insurer or risk retention group must maintain a 1946 surplus as regards policyholders of at least \$15 million. 1947 If the service agreement company does not meet its 2. 1948 contractual obligations, the contractual liability insurance 1949 policy binds its issuer to pay or cause to be paid to the

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service agreement holder all legitimate claims and cancellation

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1974

1951 refunds for all service agreements issued by the service 1952 agreement company while the policy was in effect. This 1953 requirement also applies to those service agreements for which 1954 no premium has been remitted to the insurer.

1955 3. If the issuer of the contractual liability policy is 1956 fulfilling the service agreements covered by the contractual 1957 liability policy and the service agreement holder cancels the 1958 service agreement, the issuer must make a full refund of 1959 unearned premium to the consumer, subject to the cancellation 1960 fee provisions of s. 634.121(3). The sales representative and 1961 agent must refund to the contractual liability policy issuer 1962 their unearned pro rata commission.

1963 4. The policy may not be canceled, terminated, or 1964 nonrenewed by the insurer or the service agreement company 1965 unless a 90-day written notice thereof has been given to the 1966 office by the insurer before the date of the cancellation, 1967 termination, or nonrenewal.

1968 5. The service agreement company must provide the office1969 with the claims statistics.

19706. A policy issued in compliance with this paragraph may1971either pay 100 percent of claims as they are incurred, or 1001972percent of claims due in the event of the failure of the service1973agreement company to pay such claims when due.

1975 All funds or premiums remitted to an insurer by a motor vehicle

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1976 service agreement company under this part shall remain in the 1977 care, custody, and control of the insurer and shall be counted 1978 as an asset of the insurer; provided, however, this requirement 1979 does not apply when the insurer and the motor vehicle service 1980 agreement company are affiliated companies and members of an 1981 insurance holding company system. If the motor vehicle service 1982 agreement company chooses to comply with this paragraph but also 1983 maintains a reserve to pay claims, such reserve shall only be 1984 considered an asset of the covered motor vehicle service 1985 agreement company and may not be simultaneously counted as an 1986 asset of any other entity.

Section 19. Paragraphs (d), (e), and (f) of subsection (17) of section 634.401, Florida Statutes, are amended to read: 634.401 Definitions.—As used in this part, the term:

1990 (17) "Manufacturer" means any entity or its affiliate 1991 which:

1992 (d) Maintains outstanding debt obligations, if any, rated 1993 in the top four rating categories by a recognized rating 1994 service;

1995 <u>(d) (e)</u> Has and maintains at all times, a minimum net worth 1996 of at least <u>\$100</u> <del>\$10</del> million as evidenced by certified financial 1997 statements prepared by an independent certified public 1998 accountant in accordance with generally accepted accounting 1999 principles; and

2000

<u>(e) (f)</u> Is authorized to do business in this state.

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2003

2001 Section 20. Paragraph (a) of subsection (7) of section 2002 634.406, Florida Statutes, is amended to read:

634.406 Financial requirements.-

(7) An association licensed under this part and holding no other license under part I or part II of this chapter is not required to establish an unearned premium reserve or maintain contractual liability insurance and may allow its premiums to exceed the ratio to net assets limitation of this section if the association complies with the following:

(a) The association or, if the association is a direct or indirect wholly owned subsidiary of a parent corporation, its parent corporation has, and maintains at all times, a minimum net worth of at least \$100 million and provides the office with the following:

2015 A copy of the association's annual audited financial 1. 2016 statements or the audited consolidated financial statements of 2017 the association's parent corporation, prepared by an independent 2018 certified public accountant in accordance with generally 2019 accepted accounting principles, which clearly demonstrate the 2020 net worth of the association or its parent corporation to be 2021 \$100 million and a quarterly written certification to the office 2022 that such entity continues to maintain the net worth required under this paragraph. 2023

20242. The association's, or its parent corporation's, Form202510-K, Form 10-Q, or Form 20-F as filed with the United States

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2033

2026 Securities and Exchange Commission or such other documents 2027 required to be filed with a recognized stock exchange, which 2028 shall be provided on a quarterly and annual basis within 10 days 2029 after the last date each such report must be filed with the 2030 Securities and Exchange Commission, the National Association of 2031 Security Dealers Automated Quotation system, or other recognized 2032 stock exchange.

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

2041 Section 21. Except as otherwise expressly provided in this 2042 act, this act shall take effect July 1, 2023.

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