|            | LEGISLATIVE ACTION |       |
|------------|--------------------|-------|
| Senate     |                    | House |
| Comm: RCS  |                    |       |
| 04/19/2023 |                    |       |
|            |                    |       |
|            |                    |       |
|            | •                  |       |
|            |                    |       |

The Appropriations Committee on Agriculture, Environment, and General Government (DiCeglie) recommended the following:

## Senate Amendment (with title amendment)

Delete everything after the enacting clause and insert:

Section 1. Present subsections (35) through (38) of section 494.001, Florida Statutes, are redesignated as subsections (36) through (39), respectively, a new subsection (35) is added to that section, and subsection (3) of that section is amended, to read:

494.001 Definitions.—As used in this chapter, the term:

1

2 3

4

5

6 7

8

9

10

12

13

14

15 16

17

18

19

20

21

22

23

24

2.5

26

27

28

29

30

31

32

33

34

35

36

37

38

39



- (3) "Branch office" means a location, other than a mortgage broker's or mortgage lender's principal place of business or remote location:
- (a) The address of which appears on business cards, stationery, or advertising used by the licensee in connection with business conducted under this chapter;
- (b) At which the licensee's name, advertising or promotional materials, or signage suggests that mortgage loans are originated, negotiated, funded, or serviced; or
- (c) At which mortgage loans are originated, negotiated, funded, or serviced by a licensee.
- (35) "Remote location" means a location, other than a principal place of business or a branch office, at which a loan originator of a licensee may conduct business. A licensee may allow loan originators to work from remote locations if:
- (a) The licensee has written policies and procedures for supervision of loan originators working from remote locations.
- (b) Access to company platforms and customer information is in accordance with the licensee's comprehensive written information security plan.
- (c) An in-person customer interaction does not occur at a loan originator's residence unless such residence is a licensed location.
- (d) Physical records are not maintained at a remote location.
- (e) Customer interactions and conversations about consumers will be in compliance with federal and state information security requirements, including applicable provisions under the Gramm-Leach-Bliley Act and the Safeguards Rule established by

41 42

43

44

45

46

47 48

49

50

51

52

53

54

55

56

57

58

59

60

61

62

6.3 64

65

66

67

68



the Federal Trade Commission, set forth at 16 C.F.R. part 314, as such requirements may be amended from time to time.

- (f) A loan originator working at a remote location accesses the company's secure systems or documents, including a cloudbased system, directly from any out-of-office device such as a laptop, phone, desktop computer, or tablet, through a virtual private network or system that ensures secure connectivity and that requires passwords or other forms of authentication to access.
- (g) The licensee ensures that appropriate security updates, patches, or other alterations to the security of all devices used at remote locations are installed and maintained.
- (h) The licensee is able to remotely lock or erase companyrelated contents of any device or otherwise remotely limit all access to a company's secure systems.
- (i) The registry's record of a loan originator who works from a remote location designates the principal place of business as the loan originator's registered location, or the loan originator has elected a licensed branch office as a registered location.

Section 2. Subsection (1) of section 494.0067, Florida Statutes, is amended to read:

494.0067 Requirements of mortgage lenders.-

(1) A mortgage lender that makes mortgage loans on real estate in this state shall transact business from a principal place of business, branch office, or remote location. Each principal place of business, and each branch office, and remote location shall be operated under the full charge, control, and supervision of the licensee pursuant to this part.



69 Section 3. Section 501.2042, Florida Statutes, is created 70 to read: 71 501.2042 Unlawful acts and practices by online crowd-72 funding campaigns. -73 (1) As used in this section, the term: 74 (a) "Crowd-funding campaign" means an online fundraising 75 initiative that is intended to receive monetary donations from 76 donors and is created by an organizer in the interest of a 77 beneficiary. 78 (b) "Crowd-funding platform" means an entity doing business in this state which provides an online medium for the creation 79 and facilitation of a crowd-funding campaign. 80 81 (c) "Disaster" has the same meaning as in s. 252.34(2). 82 (d) "Organizer" means a person who: 83 1. Resides or is domiciled in this state; and 84 2. Has an account on a crowd-funding platform and has created a crowd-funding campaign either as a beneficiary or on 85 behalf of a beneficiary, regardless of whether the beneficiary 86 87 or the crowd-funding campaign has received donations. 88 (2) For crowd-funding campaigns related to and arising out 89 of a declared disaster, a crowd-funding platform must: (a) Collect and retain, for one year after the date of the 90 91 declared disaster, the name, e-mail address, phone number, and 92 state of residence of the organizer. 93 (b) Require the organizer to indicate, on the crowd-funding campaign, the state in which they are located. 94 95 (c) Cooperate with any investigation by or in partnership 96 with law enforcement.

(d) Clearly display and direct donors to fundraisers that

97

99

100

101

102

103

104

105

106

107

108

109

110

111

112

113

114

115

116 117

118

119

120

121

122

123 124

125

126



comply with the crowd-funding platform's terms of service.

- (3) When an organizer arranges a crowd-funding campaign related to and arising out of a declared disaster, the organizer must attest that:
- (a) All information provided in connection with a crowdfunding campaign is accurate, complete, and not likely to deceive users.
- (b) All donations contributed to the crowd-funding campaign will be used solely as described in the materials the organizer posts or provides on the crowd-funding platform.
- Section 4. Section 520.23, Florida Statutes, is amended to read:
- 520.23 Disclosures required.—Each agreement governing the sale or lease of a distributed energy generation system shall, at a minimum, include a written statement printed in at least 12-point type that is separate from the agreement, is separately acknowledged by the buyer or lessee, and includes the following information and disclosures, if applicable:
- (1) The name, address, telephone number, and e-mail address of the buyer or lessee.
- (2) The name, address, telephone number, e-mail address, and valid state contractor license number of the person responsible for installing the distributed energy generation system.
- (3) The name, address, telephone number, e-mail address, and valid state contractor license number of the distributed energy generation system maintenance provider, if different from the person responsible for installing the distributed energy generation system.

128

129

130

131

132

133

134

135

136

137

138

139

140

141

142

143 144

145

146 147

148 149

150

151

152

153

154

155



- (4) The customer contact center phone number for the Department of Business and Professional Regulation.
- (5) (4) A written statement indicating whether the distributed energy generation system is being purchased or 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."
- (6) The total cost to be paid by the buyer or lessee, including any interest, installation fees, document preparation fees, service fees, or other fees.
- (7) (6) A payment schedule, including any amounts owed at contract signing, at the commencement of installation, at the completion of installation, and any final payments. If the distributed energy generation system is being leased, the written statement must include the frequency and amount of each payment due under the lease and the total estimated lease payments over the term of the lease.
- $(8) \xrightarrow{(7)}$  Each state or federal tax incentive or rebate, if any, relied upon by the seller in determining the price of the distributed energy generation system.
  - (9) (8) A description of the assumptions used to calculate

157

158

159

160

161

162 163

164

165

166

167

168

169

170

171 172

173

174

175

176

177

178

179 180

181

182

183

184



any savings estimates provided to the buyer or lessee, and if such estimates are provided, a statement in substantially the following form: "It is important to understand that future electric utility rates are estimates only. Your future electric utility rates may vary."

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

(11) (10) A statement notifying the buyer whether the distributed energy generation system is being financed and, if so, a statement in substantially the following form: "If your system is financed, carefully read any agreements and/or disclosure forms provided by your lender. This statement does not contain the terms of your financing agreement. If you have any questions about your financing agreement, contact your finance provider before signing a contract."

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

(13) (12) A provision notifying the buyer or lessee of the right to rescind the agreement for a period of at least 3

186

187 188

189

190

191

192

193

194

195

196

197

198

199

200

201

202

203

204

205

206

207

208 209

210

211

212

213



business days after the agreement is signed. This subsection does not apply to a contract to sell or lease a distributed energy generation system in a solar community in which the entire community has been marketed as a solar community and all of the homes in the community are intended to have a distributed energy generation system, or a solar community in which the developer has incorporated solar technology for purposes of meeting the Florida Building Code in s. 553.73.

(14) <del>(13)</del> A description of the distributed energy generation system design assumptions, including the make and model of the major components, system size, estimated first-year energy production, and estimated annual energy production decreases, including the overall percentage degradation over the 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 quarantee in lieu of a description of the system design and components.

(15) (14) A description of any performance or production quarantees.

(16) (15) A description of the ownership and transferability of any tax credits, rebates, incentives, or renewable energy certificates associated with the distributed energy generation system, including a disclosure as to whether the seller will assign or sell any associated renewable energy certificates to a third party.

(17) (16) A statement in substantially the following form:

215

216 217

218

219

220 221

222

223

224

225

226

227

228

229

230

231

232

233

234

235

236

237

238

239

240

241

242



"You are responsible for property taxes on property you own. Consult a tax professional to understand any tax liability or eligibility for any tax credits that may result from the purchase of your distributed energy generation system."

- $(18)\frac{(17)}{(17)}$  The approximate start and completion dates for the installation of the distributed energy generation system.
- (19) (18) A disclosure as to whether maintenance and repairs of the distributed energy generation system are included in the purchase price.
- (20) (19) A disclosure as to whether any warranty or maintenance obligations related to the distributed energy generation system may be sold or transferred by the seller to a third party and, if so, a statement in substantially the following form: "Your contract may be assigned, sold, or transferred without your consent to a third party who will be bound to all the terms of the contract. If a transfer occurs, you will be notified if this will change the address or phone number to use for system maintenance or repair requests."
- (21) <del>(20)</del> If the distributed energy generation system will be purchased, a disclosure notifying the buyer of the requirements for interconnecting the system to the utility system.
- (22) (21) A disclosure notifying the buyer or lessee of the party responsible for obtaining interconnection approval.
  - (23) <del>(22)</del> A description of any roof warranties.
- (24) A statement in substantially the following form: "You should consider the age and remaining life of your roof prior to installing a distributed energy generation system. Replacement of your roof may require reinstallment of the distributed energy



generation system."

243

244 245

246

247

248

249

250

251

252

253

254

255

256

257

258

259

260

261

262

263

264

265

266 267

268

269

270

271

(25) (23) A disclosure notifying the lessee whether the seller will insure a leased distributed energy generation system against damage or loss and, if applicable, the circumstances under which the seller will not insure the system against damage or loss.

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

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

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

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

(30) (27) A disclosure identifying whether the agreement contains any restrictions on the buyer's or lessee's ability to

273

274 275

276

277

278

279

280

281

282 283

284

285

286

287

288

289

290 291

292

293

294 295

296

297

298

299

300



modify or transfer ownership of a distributed energy generation system, including whether any modification or transfer is subject to review or approval by a third party.

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

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

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

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

560.111 Prohibited acts.-

(6) A person who knowingly and willfully violates s. 560.309(11) or s. 560.310(2)(d) commits a felony of the third degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084.

302

303 304

305

306

307

308 309

310

311

312

313

314

315

316

317

318

319

320

321

322

323

324

325

326

327

328

329



Section 6. Subsection (11) is added to section 560.309, Florida Statutes, to read:

560.309 Conduct of business.-

(11) A licensee may not cash corporate checks where the aggregate face amount of all corporate checks cashed for each payee exceeds 200 percent of the payee's workers' compensation policy payroll amount during the same dates as the workers' compensation policy coverage period.

Section 7. Section 626.602, Florida Statutes, is amended to read:

- 626.602 Insurance agency and adjusting firm names; disapproval.—The department may disapprove the use of any true or fictitious name, other than the bona fide natural name of an individual, by any insurance agency or adjusting firm on any of the following grounds:
- (1) The name interferes with or is too similar to a name already filed and in use by another agency, adjusting firm, or insurer.
- (2) The use of the name may mislead the public in any respect.
- (3) The name states or implies that the agency or adjusting firm is an insurer, motor club, hospital service plan, state or federal agency, charitable organization, or entity that primarily provides advice and counsel rather than sells or solicits insurance, settles claims, or is entitled to engage in insurance activities not permitted under licenses held or applied for. This provision does not prohibit the use of the word "state" or "states" in the name of the agency. The use of the word "state" or "states" in the name of an agency or

331

332 333

334

335

336

337

338

339

340

341

342

343

344

345

346

347

348 349

350

351 352

353

354

355

356

357

358



adjusting firm does not in and of itself imply that the agency or adjusting firm is a state agency.

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

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

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

(1) A "public adjuster" is any person, except a duly licensed attorney at law as exempted under s. 626.860, who, for money, commission, or any other thing of value, directly or indirectly prepares, completes, or files an insurance claim for an insured or third-party claimant, regardless of how that person describes or presents his or her services, or who, for money, commission, or any other thing of value, acts on behalf of, or aids an insured or third-party claimant in negotiating for or effecting the settlement of a claim or claims for loss or damage covered by an insurance contract, regardless of how that person describes or presents his or her services, or who advertises for employment as an adjuster of such claims. The

360

361 362

363

364

365

366

367

368

369 370

371

372

373

374

375 376

377

378

379

380

381

382 383

384

385

386

387



term also includes any person who, for money, commission, or any other thing of value, directly or indirectly solicits, investigates, or adjusts such claims on behalf of a public adjuster, an insured, or a third-party claimant. The term does not include a person who photographs or inventories damaged personal property or business personal property or a person performing duties under another professional license, if such person does not otherwise solicit, adjust, investigate, or negotiate for or attempt to effect the settlement of a claim.

- (2) This definition does not apply to:
- (a) A licensed health care provider or employee thereof who prepares or files a health insurance claim form on behalf of a patient.
- (b) A licensed health insurance agent who assists an insured with coverage questions, medical procedure coding issues, balance billing issues, understanding the claims filing process, or filing a claim, as such assistance relates to coverage under a health insurance policy.
- (c) A person who files a health claim on behalf of another 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.
- (4) For purposes of this section, the term "insured" includes only the policyholder and any beneficiaries named or 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

389

390

391

392

393

394

395

396

397

398

399

400

401

402

403

404

405

406

407

408

409

410

411

412

413

414

415

416



week and only between the hours of 8 a.m. and 8 p.m. on those days.

- (6) When entering a contract for adjuster services after July 1, 2023, a public adjuster:
- (a) May not collect a fee for services on payments made to a named insured unless they have a written contract with the named insured or the named insured's legal representative.
- (b) May not contract for services to be provided by a third party on behalf of the named insured or in pursuit of settlement of the named insureds claim, if the cost of those services is to be borne by the named insured, unless the named insured agrees in writing to procure these services and such agreement is entered into subsequent to the date of the contract for public adjusting services.
- (c) If a public adjuster contracts with a third-party service provider to assist with the settlement of the named insured's claim, without first obtaining the insured's written consent, payment of the third party's fees must be made by the public adjuster and may not be charged back to the named insured.
- (d) If a public adjuster represents anyone other than the named insured in a claim, the public adjuster fees shall be paid by the third party and may not be charged back to the named insured.
- (7) (6) An insured or claimant may cancel a public adjuster's contract to adjust a claim without penalty or obligation within 10 days after the date on which the contract is executed. If the contract was entered into based on events that are the subject of a declaration of a state of emergency by



417 the Governor, an insured or claimant may cancel the public 418 adjuster's contract to adjust a claim without penalty or 419 obligation within 30 days after the date of loss or 10 days 420 after the date on which the contract is executed, whichever is 421 longer. The public adjuster's contract must contain the 422 following language in minimum 18-point bold type immediately 423 before the space reserved in the contract for the signature of 424 the insured or claimant: "You, the insured, may cancel this 425 contract for any reason without penalty or obligation to you 426 within 10 days after the date of this contract. If this contract 427 was entered into based on events that are the subject of a 428 declaration of a state of emergency by the Governor, you may 429 cancel this contract for any reason without penalty or 430 obligation to you within 30 days after the date of loss or 10 431 days after the date on which the contract is executed, whichever 432 is longer. You may also cancel the contract without penalty or 433 obligation to you if I, as your public adjuster, fail to provide 434 you and your insurer a copy of a written estimate within 60 days 435 of the execution of the contract, unless the failure to provide 436 the estimate within 60 days is caused by factors beyond my 437 control, in accordance with s. 626.854(14)(b), Florida Statutes. 438 The 60-day cancellation period for failure to provide a written 439 estimate shall cease on the date I have provided you with the 440 written estimate." The by providing notice of cancellation shall 441 be provided to ... (name of public adjuster)..., submitted in 442 writing and sent by certified mail, return receipt requested, or 443 other form of mailing that provides proof thereof, at the 444 address specified in the contract. (8)  $\overline{(7)}$  It is an unfair and deceptive insurance trade 445

447

448 449

450

451

452

453

454

455

456

457

458

459

460

461

462

463

464

465

466

467

468

469 470

471

472

473

474



practice pursuant to s. 626.9541 for a public adjuster or any other person to circulate or disseminate any advertisement, announcement, or statement containing any assertion, representation, or statement with respect to the business of insurance which is untrue, deceptive, or misleading.

- (a) The following statements, made in any public adjuster's advertisement or solicitation, are considered deceptive or misleading:
- 1. A statement or representation that invites an insured policyholder to submit a claim when the policyholder does not have covered damage to insured property.
- 2. A statement or representation that invites an insured policyholder to submit a claim by offering monetary or other valuable inducement.
- 3. A statement or representation that invites an insured policyholder to submit a claim by stating that there is "no risk" to the policyholder by submitting such claim.
- 4. A statement or representation, or use of a logo or shield, that implies or could mistakenly be construed to imply that the solicitation was issued or distributed by a governmental agency or is sanctioned or endorsed by a governmental agency.
- (b) For purposes of this paragraph, the term "written advertisement" includes only newspapers, magazines, flyers, and bulk mailers. The following disclaimer, which is not required to be printed on standard size business cards, must be added in bold print and capital letters in typeface no smaller than the typeface of the body of the text to all written advertisements by a public adjuster:



476 477 478

479

480

481

482 483

484 485

486 487

488 489

490 491

492 493

494 495

496 497

498

499 500

501

502

503

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

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

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

(10)(11)(a) If a public adjuster enters into a contract with an insured or claimant to reopen a claim or file a supplemental claim that seeks additional payments for a claim that has been previously paid in part or in full or settled by the insurer, the public adjuster may not charge, agree to, or accept from any source compensation, payment, commission, fee, or any other thing of value based on a previous settlement or previous claim payments by the insurer for the same cause of loss. The charge, compensation, payment, commission, fee, or any other thing of value must be based only on the claim payments or settlements paid to the insured, exclusive of attorney fees and costs, obtained through the work of the public adjuster after

505

506

507

508

509

510

511

512

513

514

515

516

517

518

519

520

521

522

523

524

525

526

527

528

529

530

531

532



entering into the contract with the insured or claimant. Compensation for the reopened or supplemental claim may not exceed 20 percent of the reopened or supplemental claim payment. In no event shall the contracts described in this paragraph 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.
- 2. Twenty 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 that are not based on events that are the subject of a declaration of a state of emergency by the Governor.
- 3. One 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 is equal to or greater than the policy limit for that part of the policy, if the payment or written commitment to pay is provided within 14 days after the date of loss or within 10 days after the date on which the public adjusting contract is executed, whichever is later.
  - 4. Zero percent of the amount of insurance claim payments

534

535

536

537

538

539

540

541

542

543

544

545

546

547

548

549

550

551

552

553

554

555

556 557

558

559

560

561



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 adjusting my additional living expenses and securing payment from my insurer for amounts attributable to additional living expenses payable under the policy issued on my (home/mobile home/condominium unit)."
- (e) Public adjuster rate of compensation may not be increased 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.
- (12)(a)<del>(11)</del> Each public adjuster must provide to the claimant or insured a written estimate of the loss to assist in the submission of a proof of loss or any other claim for payment of insurance proceeds within 60 days after the date of the contract. The written estimate must include an itemized, perunit estimate of the repairs, including itemized information on equipment, materials, labor, and supplies, in accordance with

563

564

565

566

567

568

569

570

571

572

573

574

575

576

577

578

579

580

581

582

583

584

585

586

587

588

589

590



accepted industry standards. The public adjuster shall retain such written estimate for at least 5 years and shall make the estimate available to the claimant or insured, the insurer, and the department upon request.

- (b) An insured may cancel the contract with no additional penalties or fees charged by the public adjuster if such an estimate is not provided within 60 days after executing the contract, subject to the cancellation notice requirement in this section, unless the failure to provide the estimate within 60 days is caused by factors beyond the control of the public adjuster. The cancellation period shall cease on the date the public adjuster provides the written estimate to the insured.
- (13) <del>(12)</del> A public adjuster, public adjuster apprentice, or any person acting on behalf of a public adjuster or apprentice may not accept referrals of business from any person with whom the public adjuster conducts business if there is any form or manner of agreement to compensate the person, directly or indirectly, for referring business to the public adjuster. A public adjuster may not compensate any person, except for another public adjuster, directly or indirectly, for the principal purpose of referring business to the public adjuster.
- (14) (13) A company employee adjuster, independent adjuster, attorney, investigator, or other persons acting on behalf of an insurer that needs access to an insured or claimant or to the insured property that is the subject of a claim must provide at least 48 hours' notice to the insured or claimant, public adjuster, or legal representative before scheduling a meeting with the claimant or an onsite inspection of the insured property. The insured or claimant may deny access to the

592

593 594

595

596

597

598

599

600

601

602

603

604

605

606

607

608

609

610

611

612 613

614 615

616

617

618

619



property if the notice has not been provided. The insured or claimant may waive the 48-hour notice.

- (15)  $\overline{(14)}$  The public adjuster must ensure that prompt notice is given of the claim to the insurer, the public 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.
- (a) The insurer may not exclude the public adjuster from its in-person meetings with the insured. The insurer shall meet or communicate with the public adjuster in an effort to reach agreement as to the scope of the covered loss under the insurance policy. The public adjuster shall meet or communicate with the insurer in an effort to reach agreement as to the scope of the covered loss under the insurance policy. This section does not impair the terms and conditions of the insurance policy in effect at the time the claim is filed.
- (b) A public adjuster may not restrict or prevent an insurer, company employee adjuster, independent adjuster, attorney, investigator, or other person acting on behalf of the insurer from having reasonable access at reasonable times to any insured or claimant or to the insured property that is the subject of a claim.
- (c) A public adjuster may not act or fail to reasonably act in any manner that obstructs or prevents an insurer or insurer's adjuster from timely conducting an inspection of any part of the insured property for which there is a claim for loss or damage.

621

622

623

624

625

626

627

62.8

629

630

631

632

633

634

635

636

637 638

639

640

641 642

643

644

645

646

647

648



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

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

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

(18) (17) A public adjuster, a public adjuster apprentice,

650

651

652

653

654

655

656

657

658

659

660

661

662

663

664

665

666

667

668

669

670

671

672

673

674

675

676 677



or a person acting on behalf of an adjuster or apprentice may not enter into a contract or accept a power of attorney that vests in the public adjuster, the public adjuster apprentice, or the person acting on behalf of the adjuster or apprentice the effective authority to choose the persons or entities that will perform repair work in a property insurance claim or provide goods or services that will require the insured or third-party claimant to expend funds in excess of those payable to the public adjuster under the terms of the contract for adjusting services.

- $(19) \frac{(18)}{(18)}$  Subsections  $(5) (18) \frac{(5) (17)}{(18)}$  apply only to residential property insurance policies and condominium unit owner policies as described in s. 718.111(11).
- (20) <del>(19)</del> Except as otherwise provided in this chapter, no person, except an attorney at law or a licensed public adjuster, may for money, commission, or any other thing of value, directly or indirectly:
- (a) Prepare, complete, or file an insurance claim for an insured or a third-party claimant;
- (b) Act on behalf of or aid an insured or a third-party claimant in negotiating for or effecting the settlement of a claim for loss or damage covered by an insurance contract;
- (c) Offer to initiate or negotiate a claim on behalf of an insured;
- (d) Advertise services that require a license as a public adjuster; or
- (e) Solicit, investigate, or adjust a claim on behalf of a public adjuster, an insured, or a third-party claimant.
  - (21) <del>(20)</del> The department may take administrative actions and

679

680

681

682

683

684

685

686

687

688

689

690

691

692

693

694

695

696

697

698

699

700

701

702

703

704

705

706



impose fines against any persons performing claims adjusting, soliciting, or any other services described in this section without the licensure required under this section or s. 626.112.

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

(23) (a)  $\frac{(22)}{(a)}$  Any following act by a public adjuster, a public adjuster apprentice, or a person acting on behalf of a public adjuster or public adjuster apprentice is prohibited and shall result in discipline as applicable under this part:

- 1. Offering to a residential property owner a rebate, gift, gift card, cash, coupon, waiver of any insurance deductible, or any other thing of value in exchange for:
- a. Allowing a contractor, a public adjuster, a public adjuster apprentice, or a person acting on behalf of a public adjuster or public adjuster apprentice to conduct an inspection of the residential property owner's roof; or
- b. Making an insurance claim for damage to the residential property owner's roof.
- 2. Offering, delivering, receiving, or accepting any compensation, inducement, or reward for the referral of any services for which property insurance proceeds would be used for roofing repairs or replacement.
- (b) Notwithstanding the fine set forth in s. 626.8698, a public adjuster or public adjuster apprentice may be subject to

708

709

710

711 712

713

714

715

716

717

718

719

720

721

722 723

724 725

726

727

728

729

730

731

732

733

734

735



a fine not 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.

- (c) A person who engages in an act prohibited by this subsection and who is not a public adjuster or a public adjuster apprentice, or is not otherwise exempt from licensure, is quilty of the unlicensed practice of public adjusting and may be:
- 1. Subject to all applicable penalties set forth in this part.
- 2. Notwithstanding subparagraph 1., subject to a fine not 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.

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

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

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

737

738

739

740

741

742

743

744

745

746

747

748

749

750

751

752

753

754

755

756 757

758

759

760

761

762

763

764



626.875 Office and records.-

- (1) (a) Each appointed independent adjuster and licensed public adjuster must maintain a place of business in this state which is accessible to the public and keep therein the usual and customary records pertaining to transactions under the license. This provision does not prohibit maintenance of such an office in the home of the licensee.
- (b) A license issued under this chapter must at all times be posted in a conspicuous place in the principal place of business of the license holder. If the licensee is conducting business away from the place of business such that the license cannot be posted, the licensee shall have such license in his or her actual possession at the time of carrying on such business.
- (2) The records of the adjuster relating to a particular claim or loss shall be so retained in the adjuster's place of business for a period of not less than 5 years after completion of the adjustment and shall be available for inspection by the department between the hours of 8 a.m. and 5 p.m., Monday through Friday, excluding state holidays. This provision shall not be deemed to prohibit return or delivery to the insurer or insured of documents furnished to or prepared by the adjuster and required by the insurer or insured to be returned or delivered thereto. At a minimum, the following records must be maintained for a period of not less than 5 years:
- (a) Name, address, telephone number, and e-mail address of the insured, and the name of the attorney representing the insured, if applicable.
  - (b) The date, location, and amount of the loss.
  - (c) An unaltered copy of the executed disclosure document



required by s. 626.8796.

765

766

767

768

769

770

771

772

773

774

775

776

777

778

779

780

781

782

783

784

785

786

787

788

789

790

791

792

793

- (d) An unaltered copy of the executed public adjuster contract required by s. 626.8796.
- (e) A copy of the estimate of damages provided to the insurer.
- (f) The name of the insurer; the name of the claims representative of the insurer; and the amount, expiration date, and number of each policy under which the loss is covered.
- (q) An itemized statement of the recoveries by the insured from the sources known to the adjuster.
- (h) An itemized statement of all compensation received by the public adjuster from any source in connection with the loss.
- (i) A register of all money received, deposited, disbursed, and withdrawn in connection with a transaction with the insured, including fees, transfers, and disbursements in connection with the loss.

Section 11. Section 626.8796, Florida Statutes, is amended to read:

- 626.8796 Public adjuster contracts; disclosure statement; fraud statement.
- (1) All contracts for public adjuster services must be in writing in at least 12-point type, be titled "Public Adjuster Contract," and prominently display the following statement on the contract in minimum 18-point bold type before the space reserved in the contract for the signature of the insured: "Pursuant to s. 817.234, Florida Statutes, any person who, with the intent to injure, defraud, or deceive an insurer or insured, prepares, presents, or causes to be presented a proof of loss or estimate of cost or repair of damaged property in support of a

795

796

797

798

799

800

801

802 803

804

805

806

807

808

809

810 811

812

813

814

815 816

817 818

819

820

821

822



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

(2) A public adjuster contract relating to a property and casualty claim must contain the full name, permanent business address, phone number, e-mail address, and license number of the public adjuster; the full name of the public adjusting firm; and the insured's full name, and street address, phone number, and e-mail address, together with a brief description of the loss. The contract must state the percentage of compensation for the public adjuster's services in minimum 18-point bold type before the space reserved in the contract for the signature of the insured; the type of claim, including an emergency claim, nonemergency claim, or supplemental claim; the initials of the named insured on each page that does not contain the insured's signature; the signatures of the public adjuster and all named insureds; and the signature date. If all of the named insureds' signatures are not available, the public adjuster must submit an affidavit signed by the available named insureds attesting that they have authority to enter into the contract and settle all claim issues on behalf of the named insureds. An unaltered copy of the executed contract must be remitted to the insured at the time of execution and to the insurer, or the insurer's representative, within 7 30 days after execution. A public adjusting firm that adjusts claims primarily for commercial entities with operations in more than one state and that does

824

825

826

827

828

829

830

831

832

833

834

835

836

837

838

839

840

841 842

843

844

845

846 847

848

849

850

851



not directly or indirectly perform adjusting services for insurers or individual homeowners is deemed to comply with the requirements of this subsection if, at the time a proof of loss is submitted, the public adjusting firm remits to the insurer an affidavit signed by the public adjuster or public adjuster apprentice that identifies:

- (a) The full name, permanent business address, phone number, e-mail address, and license number of the public adjuster or public adjuster apprentice.
  - (b) The full name of the public adjusting firm.
- (c) The insured's full name, and street address, phone number, and e-mail address, together with a brief description of the loss.
- (d) An attestation that the compensation for public adjusting services will not exceed the limitations provided by law.
- (e) The type of claim, including an emergency claim, nonemergency claim, or supplemental claim.
- (3) The public adjuster shall not receive compensation for services provided prior to the date the insured receives an unaltered copiesy of the executed contract or the date executed contract is submitted to the insurer. Proof of receipt by the insured and proof of submission to the insurer must be maintained by the public adjuster for not less than five years.
- (4) The insured may rescind the contract for public adjuster services if the public adjuster has not submitted a written estimate to the insurer within 60 days after executing the contract, unless the failure to provide the written estimate within 60 days is caused by factors beyond the public adjuster's



852 control.

853

854

855

856

857

858

859

860

861

862

863

864

865

866

867

868

869

870

871

872

873

874

875 876

877

878

879

880

- (5) The cancellation period for failure to provide a written estimate terminates on the date the estimate is provided.
- (6) Before the signing of the contract, the public adjuster shall provide the insured with a separate disclosure document to be signed by the insured, on a form adopted by the department, regarding the claim process which accomplishes the following:
- (a) Defines the following types of adjusters who may be involved in the claim process: company adjuster, independent adjuster, and public adjuster.
- (b) Explains that the public adjuster is not a representative or employee of the insurer.
- (c) Explains that the insured is not required to hire a public adjuster, but has a right to do so.
- (d) Explains that an insured has a right to initiate direct communications with the insured's attorney, the insurer, the company adjuster, the insurer's attorney, or any person regarding the settlement of the insured's claim.
- (e) Explains that the public adjuster's salary, fee, commission, or other consideration to be paid to a public adjuster is the insured's responsibility.
- (f) Explains that the public adjuster is required to provide the insured an unaltered copy of the executed contract at the time of execution.
- (g) Explains that if the contract was entered into based on events that are the subject of a declaration of a state of emergency by the Governor, an insured or a claimant may cancel the public adjuster's contract to adjust a claim without penalty

882

883

884

885

886

887

888

889

890

891

892

893

894

895

896

897

898

899

900

901

902

903

904

905

906

907

908

909



or obligation within 30 days after the date of loss or 10 days after the date on which the contract is executed, whichever is longer.

- (h) The public adjuster shall provide an unaltered copy of the executed disclosure document to the insured at the time of execution.
- (7) A contract that does not comply with this section is invalid and unenforceable.
- (8) The department may adopt rules pursuant to ss. 120.536(1) and 120.54 to implement this section, including rules to adopt forms required by this section.

Section 12. Section 626.8797, Florida Statutes, is amended to read:

626.8797 Proof of loss; fraud statement.—All proof-of-loss statements must prominently display the following statement in minimum 18-point bold type before the space reserved in the contract for the signature of the insured: "Pursuant to s. 817.234, Florida Statutes, any person who, with the intent to injure, defraud, or deceive any insurer or insured, prepares, presents, or causes to be presented a proof of loss or estimate of cost or repair of damaged property in support of a claim under an insurance policy knowing that the proof of loss or estimate of claim or repairs contains any false, incomplete, or misleading information concerning any fact or thing material to the claim commits a felony of the third degree, punishable as provided in s. 775.082, s. 775.083, or s. 775.084, Florida Statutes."

Section 13. Paragraph (a) of subsection (1) of section 626.9541, Florida Statutes, is amended to read:

911

912 913

914 915

916

917

918 919

920

921

922

923

924

925

926

927

928

929

930

931

932

933

934

935

936

937

938



626.9541 Unfair methods of competition and unfair or deceptive acts or practices defined.-

- (1) UNFAIR METHODS OF COMPETITION AND UNFAIR OR DECEPTIVE ACTS.—The following are defined as unfair methods of competition and unfair or deceptive acts or practices:
- (a) Misrepresentations and false advertising of insurance policies.—Knowingly making, issuing, circulating, or causing to be made, issued, or circulated, any estimate, illustration, circular, statement, sales presentation, omission, comparison, or property and casualty certificate of insurance altered after being issued, which:
- 1. Misrepresents the benefits, advantages, conditions, or terms of any insurance policy.
- 2. Misrepresents the dividends or share of the surplus to be received on any insurance policy.
- 3. Makes any false or misleading statements as to the dividends or share of surplus previously paid on any insurance 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.
- 7. Is a misrepresentation for the purpose of effecting a pledge or assignment of, or effecting a loan against, any insurance policy.

940

941

942

943

944

945 946

947 948

949

950

951

952

953

954

955

956

957

958

959

960

961

962 963

964

965

966

967



- 8. Misrepresents any insurance policy as being shares of stock 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 or the Federal Government is responsible for the insurance sales activities of any person or stands behind any person's credit or that any person, the state, or the Federal Government guarantees any returns on insurance products or is a source of payment of any insurance obligation of or sold by any person.
- 10. Fails to disclose a third party that receives royalties, referral fees, or other remuneration for sponsorship, marketing, or use of third-party branding for a policy of health insurance as defined in s. 624.603.

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

- 627.4025 Residential coverage and hurricane coverage defined.-
  - (2) As used in policies providing residential coverage:
- (c) "Hurricane" for purposes of paragraphs (a) and (b) means a storm system that has been declared to be a hurricane by the National Hurricane Center of the National Weather Service. The duration of the hurricane includes the time period, in Florida:
- 1. 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
- 2. Continuing for the time period during which the hurricane conditions exist anywhere in Florida; and

969

970 971

972 973

974

975

976

977

978

979

980

981

982

983

984

985

986 987

988

989

990

991 992

993

994

995

996



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

## (d) "Hurricane deductible" means the deductible applicable 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 to read:

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

- (1) Except as provided in subsection (2):
- (b) An insurer issuing a policy providing coverage for property, casualty, except mortgage guaranty, surety, or marine insurance, other than motor vehicle insurance subject to s. 627.728 or s. 627.7281, shall give the first-named insured written notice of cancellation or termination other than nonrenewal at least 45 days prior to the effective date of the cancellation or termination, including in the written notice the reason or reasons for the cancellation or termination, except that:
- 1. When cancellation is for nonpayment of premium, at least 10 days' written notice of cancellation accompanied by the reason therefor shall be given. As used in this subparagraph and 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 60  $\frac{90}{}$  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 shall be given except where there has been a material misstatement or misrepresentation or failure to comply with the underwriting requirements established by the insurer.

1020 1021

1022

1023

1024

1025

997

998

999

1000

1001

1002

1003

1004

1005

1006

1007

1008

1009

1010

1011

1012

1013 1014

1015 1016

1017

1018

1019

After the policy has been in effect for 60 90 days, no such policy shall be canceled by the insurer except when there has been a material misstatement, a nonpayment of premium, a failure to comply with underwriting requirements established by the insurer within 60 90 days of the date of effectuation of

1027

1028

1029

1030

1031

1032

1033 1034

1035

1036

1037

1038

1039

1040

1041

1042

1043

1044

1045

1046

1047

1048

1049

1050

1051

1052

1053

1054



coverage, or a substantial change in the risk covered by the policy or when the cancellation is for all insureds under such policies for a given class of insureds. This subsection does not apply to individually rated risks having a policy term of less than 90 days.

- (d) Notwithstanding paragraph (b), Citizens Property Insurance Corporation, in underwriting risks that, prior to the date of the application, were most recently insured by an insurer that has been placed in receivership under chapter 631, may immediately cancel a policy insuring such risk that is in effect for 90 days or less for material misrepresentation or failure to comply with underwriting requirements established before the effectuation of coverage.
- (2) With respect to any personal lines or commercial residential property insurance policy, including, but not limited to, any homeowner, mobile home owner, farmowner, condominium association, condominium unit owner, apartment building, or other policy covering a residential structure or 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:
- 1. If cancellation is for nonpayment of premium, at least 10 days' written notice of cancellation accompanied by the reason therefor must be given. As used in this subparagraph, the term "nonpayment of premium" means failure of the named insured to discharge when due her or his obligations for paying the

1056

1057

1058

1059

1060

1061 1062

1063

1064

1065

1066

1067

1068

1069

1070

1071

1072

1073

1074

1075

1076

1077

1078

1079

1080

1081

1082

1083



premium on a policy or an installment of such premium, whether the premium is payable directly to the insurer or its agent or indirectly under a 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. The term 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 are 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. If the contract is void, any premium received by the insurer from a third party must be refunded to that party in full.

- 2. If cancellation or termination occurs during the first 60 90 days 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 must be given unless there has been a material misstatement or misrepresentation or a failure to comply with the underwriting requirements established by the insurer.
- 3. After the policy has been in effect for  $60 \frac{90}{2}$  days, the policy may not be canceled by the insurer unless there has been a material misstatement; a nonpayment of premium; a failure to comply, within 60  $\frac{90}{20}$  days after the date of effectuation of

1085

1086

1087

1088

1089

1090

1091

1092

1093

1094

1095

1096

1097

1098

1099

1100

1101 1102

1103

1104

1105 1106

1107

1108

1109

1110

1111

1112



coverage, with underwriting requirements established by the insurer before the date of effectuation of coverage; or a substantial change in the risk covered by the policy or unless the cancellation is for all insureds under such policies for a given class of insureds. This subparagraph does not apply to individually rated risks that have a policy term of less than 90 days.

- 4. After a policy or contract has been in effect for more than 60 90 days, the insurer may not cancel or terminate the policy or contract based on credit information available in public records.
- 5. A policy that is nonrenewed by Citizens Property Insurance Corporation, pursuant to s. 627.351(6), for a policy that has been assumed by an authorized insurer offering replacement coverage to the policyholder is exempt from the notice requirements of paragraph (a) and this paragraph. In such cases, the corporation must give the named insured written notice of nonrenewal at least 45 days before the effective date of the nonrenewal.
- 6. Notwithstanding any other provision of law, an insurer may cancel or nonrenew a property insurance policy after at least 45 days' notice if the office finds that the early cancellation of some or all of the insurer's policies is necessary to protect the best interests of the public or policyholders and the office approves the insurer's plan for early cancellation or nonrenewal of some or all of its policies. The office may base such finding upon the financial condition of the insurer, lack of adequate reinsurance coverage for hurricane risk, or other relevant factors. The office may condition its

1114

1115

1116

1117

1118

1119

1120

1121

1122

1123

1124

1125

1126

1127

1128

1129

1130

1131

1132

1133

1134 1135

1136

1137

1138

1139

1140

1141



finding on the consent of the insurer to be placed under administrative supervision pursuant to s. 624.81 or to the appointment of a receiver under chapter 631.

7. A policy covering both a home and a motor vehicle may be nonrenewed for any reason applicable to the property or motor vehicle insurance after providing 90 days' notice.

Section 16. Effective January 1, 2024, section 627.4554, Florida Statutes, is amended to read:

627.4554 Suitability in annuity transactions investments.-

- (1) PURPOSE.—The purpose of this section is to require agents to act in the best interest of the consumer when making a recommendation of an annuity and to require insurers to establish and maintain a system to supervise so set forth standards and procedures for making recommendations to consumers which result in transactions involving annuity products, and to establish a system for supervising such recommendations in order to ensure that the insurance needs and financial objectives of consumers are effectively appropriately addressed at the time of the transaction.
- (2) SCOPE.—This section applies to any sale or recommendation of made to a consumer to purchase, exchange, or replace an annuity by an insurer or its agent, and which results in the purchase, exchange, or replacement recommended.
  - (3) DEFINITIONS.—As used in this section, the term:
- (a) "Agent" means a person or entity required to be licensed under the laws of this state to sell, solicit, or negotiate insurance, including annuities. For purposes of this section, the term includes an insurer when no agent is involved has the same meaning as provided in s. 626.015.



| 1142 | (b) "Annuity" means an insurance product under state law        |
|------|---|
| 1143 | which is individually solicited, whether classified as an       |
| 1144 | individual or group annuity.                                    |
| 1145 | (c) "Cash compensation" means any discount, concession,         |
| 1146 | fee, service fee, commission, sales charge, loan, override, or  |
| 1147 | cash benefit received by an agent from an insurer or            |
| 1148 | intermediary or directly from the consumer in connection with   |
| 1149 | the recommendation or sale of an annuity.                       |
| 1150 | (d) "Consumer profile information" means information that       |
| 1151 | is reasonably appropriate to determine whether a recommendation |
| 1152 | addresses the consumer's financial situation, insurance needs,  |
| 1153 | and financial objectives, including, at a minimum, the          |
| 1154 | following:  |
| 1155 | <u>1. Age.</u>  |
| 1156 | 2. Annual income.   |
| 1157 | 3. Financial situation and needs, including debts and other     |
| 1158 | obligations.  |
| 1159 | 4. Financial experience.  |
| 1160 | 5. Insurance needs.   |
| 1161 | 6. Financial objectives.  |
| 1162 | 7. Intended use of the annuity.                                 |
| 1163 | 8. Financial time horizon.                                      |
| 1164 | 9. Existing assets or financial products, including             |
| 1165 | investment, annuity, and insurance holdings.                    |
| 1166 | 10. Liquidity needs.  |
| 1167 | 11. Liquid net worth.   |
| 1168 | 12. Risk tolerance, including, but not limited to,              |
| 1169 | willingness to accept nonguaranteed elements in the annuity.    |
| 1170 | 13. Financial resources used to fund the annuity.               |



1171 14. Tax status. (e) (c) "FINRA" means the Financial Industry Regulatory 1172 1173 Authority or a succeeding agency. (f) (d) "Insurer" has the same meaning as provided in s. 1174 1175 624.03. 1176 (g) "Intermediary" means an entity contracted directly with an insurer or with another entity contracted with an insurer to 1177 1178 facilitate the sale of the insurer's annuities by agents. 1179 (h) "Material conflict of interest" means a financial 1180 interest of the agent in the sale of an annuity which a 1181 reasonable person would expect to influence the impartiality of 1182 a recommendation. The term does not include cash compensation or 1183 noncash compensation. 1184 (i) "Noncash compensation" means any form of compensation 1185 that is not cash compensation, including, but not limited to, 1186 health insurance, office rent, office support, and retirement 1187 benefits. 1188 (j) "Nonquaranteed elements" means the premiums; credited 1189 interest rates, including any bonus; benefits; values; 1190 dividends; noninterest-based credits; charges; or elements of 1191 formulas used to determine any of these, which are subject to 1192 company discretion and are not guaranteed at issue. An element 1193 is considered nonguaranteed if any of the underlying 1194 nonquaranteed elements are used in its calculation. 1195 (k) (e) "Recommendation" means advice provided by an insurer 1196 or its agent to an individual a consumer which was intended to 1197 result or does result which would result in a the purchase, an exchange, or a replacement of an annuity in accordance with that 1198 advice. The term does not include general communication to the 1199

1201

1202

1203

1204

1205

1206

1207

1208

1209

1210

1211

1212

1213

1214

1215

1216

1217

1218 1219

1220

1221

1222 1223

1224

1225

1226

1227



public, generalized customer services, assistance or administrative support, general educational information and tools, prospectuses, or other product and sales material.

- (1) (f) "Replacement" means a transaction in which a new annuity policy or contract is to be purchased and it is known or should be known to the proposing insurer or its agent, or to the proposing insurer whether or not an agent is involved, that by reason of such transaction an existing annuity or other insurance policy has been or is to be any of the following or contract will be:
- 1. Lapsed, forfeited, surrendered or partially surrendered, assigned to the replacing insurer, or otherwise terminated;
- 2. Converted to reduced paid-up insurance, continued as extended term insurance, or otherwise reduced in value due to the use of nonforfeiture benefits or other policy values;
- 3. Amended so as to effect a reduction in benefits or the term for which coverage would otherwise remain in force or for which benefits would be paid;
  - 4. Reissued with a reduction in cash value; or
  - 5. Used in a financed purchase.
- (m) "SEC" means the United States Securities and Exchange Commission.
- (g) "Suitability information" means information related to the consumer which is reasonably appropriate to determine the suitability of a recommendation made to the consumer, including the following:
  - 1. Age;
  - 2. Annual income;
- 1228 3. Financial situation and needs, including the financial



| 1229 | resources used for funding the annuity;                         |
|------|---|
| 1230 | 4. Financial experience;  |
| 1231 | 5. Financial objectives;  |
| 1232 | 6. Intended use of the annuity;                                 |
| 1233 | 7. Financial time horizon;                                      |
| 1234 | 8. Existing assets, including investment and life insurance     |
| 1235 | holdings;   |
| 1236 | 9. Liquidity needs;   |
| 1237 | 10. Liquid net worth;   |
| 1238 | <del>11. Risk tolerance; and</del>                              |
| 1239 | 12. Tax status.   |
| 1240 | (4) EXEMPTIONS.—Unless otherwise specifically included,         |
| 1241 | this section does not apply to transactions involving:          |
| 1242 | (a) Direct-response solicitations where there is no             |
| 1243 | recommendation based on information collected from the consumer |
| 1244 | pursuant to this section;                                       |
| 1245 | (b) Contracts used to fund:                                     |
| 1246 | 1. An employee pension or welfare benefit plan that is          |
| 1247 | covered by the federal Employee Retirement and Income Security  |
| 1248 | Act;  |
| 1249 | 2. A plan described by s. 401(a), s. 401(k), s. 403(b), s.      |
| 1250 | 408(k), or s. 408(p) of the Internal Revenue Code, if           |
| 1251 | established or maintained by an employer;                       |
| 1252 | 3. A government or church plan defined in s. 414 of the         |
| 1253 | Internal Revenue Code, a government or church welfare benefit   |
| 1254 | plan, or a deferred compensation plan of a state or local       |
| 1255 | government or tax-exempt organization under s. 457 of the       |
| 1256 | Internal Revenue Code; <u>or</u>                                |
| 1257 | 4. A nonqualified deferred compensation arrangement             |



1258 established or maintained by an employer or plan sponsor; 1259 (c) 5. Settlements or assumptions of liabilities associated with personal injury litigation or a dispute or claim-resolution 1260 1261 process; or 1262 (d) 6. Formal prepaid funeral contracts. 1263 (5) DUTIES OF INSURERS AND AGENTS.-1264 (a) An agent, when making a recommendation of an annuity, 1265 shall act in the best interest of the consumer under the 1266 circumstances known at the time the recommendation is made, 1267 without placing the financial interest of the agent or insurer 1268 ahead of the consumer's interest. An agent has acted in the best 1269 interest of the consumer if the agent has satisfied the 1270 following obligations regarding care, disclosure, conflict of 1271 interest, and documentation: 1.a. The agent, in making a recommendation, shall exercise 1272 1273 reasonable diligence, care, and skill to: 1274 (I) Know the financial situation, insurance needs, and 1275 financial objectives of the customer. 1276 (II) Understand the available options after making a 1277 reasonable inquiry into options available to the agent. 1278 (III) Have a reasonable basis to believe the recommended 1279 option effectively addresses the consumer's financial situation, 1280 insurance needs, and financial objectives over the life of the 1281 product, as evaluated in light of the consumer profile 1282 information. 1283 (IV) Communicate the reason or reasons for the 1284 recommendation. 1285 b. The requirements of sub-subparagraph a. include:

(I) Making reasonable efforts to obtain consumer profile

1290

1291

1292

1293

1294

1295

1296

1297

1298

1299

1300

1301

1302

1303 1304

1305

1306

1307

1308

1309

1310

1311

1312

1313

1314 1315



information from the consumer before the recommendation of an 1287 1288 annuity.

(II) Requiring an agent to consider the types of products the agent is authorized and licensed to recommend or sell which address the consumer's financial situation, insurance needs, and financial objectives. This does not require analysis or consideration of any products outside the authority and license of the agent or other possible alternative products or strategies available in the market at the time of the recommendation. Agents shall be held to standards applicable to agents with similar authority and licensure.

- (III) Having a reasonable basis to believe the consumer would benefit from certain features of the annuity, such as annuitization, death or living benefit, or other insurancerelated features.
- c. The requirements of this subsection do not create a fiduciary obligation or relationship and only create a regulatory obligation as provided in this section.
- d. The consumer profile information, characteristics of the insurer, and product costs, rates, benefits, and features are those factors generally relevant in making a determination whether an annuity effectively addresses the consumer's financial situation, insurance needs, and financial objectives, but the level of importance of each factor under the care obligation of this paragraph may vary depending on the facts and circumstances of a particular case. However, each factor may not be considered in isolation.
- e. The requirements under sub-subparagraph a. apply to the particular annuity as a whole and the underlying subaccounts to



1316 which funds are allocated at the time of purchase or exchange of 1317 an annuity, and riders and similar product enhancements, if any. f. Sub-subparagraph a. does not require that the annuity 1318 1319 with the lowest one-time occurrence compensation structure or 1320 multiple occurrence compensation structure shall necessarily be 1321 recommended. 1322 g. Sub-subparagraph a. does not require the agent to have 1323 ongoing monitoring obligations under the care obligation, 1324 although such an obligation may be separately owed under the 1325 terms of a fiduciary, consulting, investment, advising, or 1326 financial planning agreement between the consumer and the agent. 1327 h. In the case of an exchange or replacement of an annuity, 1328 the agent shall consider the whole transaction, which includes 1329 taking into consideration whether: 1330 (I) The consumer will incur a surrender charge; be subject 1331 to the commencement of a new surrender period; lose existing benefits, such as death, living, or other contractual benefits; 1332 1333 or be subject to increased fees, investment advisory fees, or charges for riders and similar product enhancements. 1334 1335 (II) The replacing product would substantially benefit the 1336 consumer in comparison to the replaced product over the life of 1337 the product. 1338 (III) The consumer has had another annuity exchange or replacement and, in particular, an exchange or replacement 1339 1340 within the preceding 60 months. 1341 i. This section does not require an agent to obtain any

state, including, but not limited to, any securities license, in

license other than an agent license with the appropriate line of

authority to sell, solicit, or negotiate insurance in this

1342

1343



1345 order to fulfill the duties and obligations contained in this section; provided, the agent does not give advice or provide 1346 1347 services that are otherwise subject to securities laws or engage 1348 in any other activity requiring other professional licenses. 1349 2.a. Before the recommendation or sale of an annuity, the 1350 agent shall prominently disclose to the consumer, on a form 1351 substantially similar to that posted on the office website as 1352 Appendix A, related to an insurance agent disclosure for annuities: 1353 1354 (I) A description of the scope and terms of the 1355 relationship with the consumer and the role of the agent in the 1356 transaction. 1357 (II) An affirmative statement on whether the agent is 1358 licensed and authorized to sell the following products: 1359 (A) Fixed annuities. 1360 (B) Fixed indexed annuities. 1361 (C) Variable annuities. 1362 (D) Life insurance. 1363 (E) Mutual funds. 1364 (F) Stocks and bonds. 1365 (G) Certificates of deposit. 1366 (III) An affirmative statement describing the insurers for 1367 which the agent is authorized, contracted, or appointed, or 1368 otherwise able to sell insurance products, using the following 1369 descriptions: 1370 (A) From one insurer; 1371 (B) From two or more insurers; or 1372 (C) From two or more insurers, although primarily 1373 contracted with one insurer.

1375

1376

1377

1378

1379

1380

1381

1382

1383

1384

1385 1386

1387

1388

1389

1390

1391

1392

1393

1394

1395

1396

1397

1398

1399

1400

1401



- (IV) A description of the sources and types of cash compensation and noncash compensation to be received by the agent, including whether the agent is to be compensated for the sale of a recommended annuity by commission as part of premium or other remuneration received from the insurer, intermediary, or other agent, or by fee as a result of a contract for advice or consulting services.
- (V) A notice of the consumer's right to request additional information regarding cash compensation described in subsubparagraph b.
- b. Upon request of the consumer or the consumer's designated representative, the agent shall disclose:
- (I) A reasonable estimate of the amount of cash compensation to be received by the agent, which may be stated as a range of amounts or percentages.
- (II) Whether the cash compensation is a one-time or multiple occurrence amount; and if a multiple occurrence amount, the frequency and amount of the occurrence, which may be stated as a range of amounts or percentages. When recommending the purchase or exchange of an annuity to a consumer which results in an insurance transaction or series of insurance transactions, the agent, or the insurer where no agent is involved, must have reasonable grounds for believing that the recommendation is suitable for the consumer, based on the consumer's suitability information, and that there is a reasonable basis to believe all of the following:
- c.1. Before or at the time of the recommendation or sale of an annuity, the agent shall have a reasonable basis to believe the consumer has been reasonably informed of various features of

1404

1405

1406

1407

1408

1409

1410

1411

1412

1413

1414

1415

1416

1417

1418

1419

1420 1421

1422

1423

1424 1425

1426 1427

1428

1429

1430

1431



the annuity, such as the potential surrender period and surrender charge; potential tax penalty if the consumer sells, exchanges, surrenders, or annuitizes the annuity; mortality and expense fees; any annual fees; investment advisory fees; potential charges for and features of riders or other options of the annuity; limitations on interest returns; potential changes in nonguaranteed elements of the annuity; insurance and investment components; and market risk.

- 2. The consumer would benefit from certain features of the annuity, such as tax-deferred growth, annuitization, or the death or living benefit.
- 3. An agent shall identify and avoid or reasonably manage and disclose material conflicts of interest, including material conflicts of interest related to an ownership interest.
- 4. An agent shall at the time of the recommendation or sale:
- a. Make a written record of any recommendation and the basis for the recommendation, subject to this section.
- b. Obtain a consumer-signed statement on a form substantially similar to that posted on the office website as Appendix B, related to a consumer's refusal to provide information, documenting:
- (I) A customer's refusal to provide the consumer profile information, if any.
- (II) A customer's understanding of the ramifications of not providing his or her consumer profile information or providing insufficient consumer profile information.
- c. Obtain a consumer-signed statement on a form substantially similar to that posted on the office website as

1433 1434

1435

1436

1437

1438

1439

1440

1441

1442

1443

1444

1445

1446

1447

1448

1449 1450

1451

1452 1453

1454

1455

1456

1457

1458

1459 1460



Appendix C, related to a consumer's decision to purchase an annuity not based on a recommendation, acknowledging the annuity transaction is not recommended if a customer decides to enter into an annuity transaction that is not based on the agent's recommendation.

- 5. Any requirement applicable to an agent under this subsection applies to every agent who has exercised material control or influence in the making of a recommendation and has received direct compensation as a result of the recommendation or sale, regardless of whether the agent has had any direct contact with the consumer. Activities such as providing or delivering marketing or education materials, product wholesaling or other back office product support, and general supervision of an agent do not, in and of themselves, constitute material control or influence.
- 3. The particular annuity as a whole, the underlying subaccounts to which funds are allocated at the time of purchase or exchange of the annuity, and riders and similar product enhancements, if any, are suitable; and, in the case of an exchange or replacement, the transaction as a whole is suitable for the particular consumer based on his or her suitability information.
- 4. In the case of an exchange or replacement of an annuity, the exchange or replacement is suitable after considering whether the consumer:
- a. Will incur a surrender charge; be subject to the commencement of a new surrender period; lose existing benefits, such as death, living, or other contractual benefits; or be subject to increased fees, investment advisory fees, or charges

1467

1468

1469

1470

1471 1472

1473

1474

1475

1476

1477

1478

1479

1480

1481

1482

1483

1484

1485

1486

1487

1488

1489



1461 for riders and similar product enhancements; 1462 b. Would benefit from product enhancements and improvements; and 1463 1464 c. Has had another annuity exchange or replacement, 1465

including an exchange or replacement within the preceding 36 months.

(b) Before executing a purchase, exchange, or replacement of an annuity resulting from a recommendation, an insurer or its agent must make reasonable efforts to obtain the consumer's suitability information. The information shall be collected on form DFS-H1-1980, which is hereby incorporated by reference, and completed and signed by the applicant and agent. Questions requesting this information must be presented in at least 12point type and be sufficiently clear so as to be readily understandable by both the agent and the consumer. A true and correct executed copy of the form must be provided by the agent to the insurer, or to the person or entity that has contracted with the insurer to perform this function as authorized by this section, within 10 days after execution of the form, and shall be provided to the consumer no later than the date of delivery of the contract or contracts.

(c) Except as provided under paragraph (d), an insurer may not issue an annuity recommended to a consumer unless there is a reasonable basis to believe the annuity is suitable based on the consumer's suitability information.

(b)1.(d) Except as provided under subparagraph 2., An insurer's issuance of an annuity must be reasonable based on all the circumstances actually known to the insurer at the time the annuity is issued. However, an insurer or its agent does not



1490 have does not have an obligation to a consumer related to an 1491 annuity transaction under subparagraph (a)1. paragraph (a) or 1492 paragraph (c) if: 1493 a. 1. A recommendation has not been made; b.2. A recommendation was made and is later found to have 1494 1495 been based on materially inaccurate information provided by the 1496 consumer; 1497 c.3. A consumer refuses to provide relevant consumer 1498 profile suitability information and the annuity transaction is 1499 not recommended; or 1500 d.4. A consumer decides to enter into an annuity 1501 transaction that is not based on a recommendation of the an 1502 insurer or its agent. 1503 2. An insurer's issuance of an annuity subject to 1504 subparagraph 1. must be reasonable under all the circumstances 1505 actually known to the insurer at the time the annuity is issued. 1506 (c)1. Except as permitted under paragraph (b), an insurer 1507 may not issue an annuity recommended to a consumer unless there 1508 is a reasonable basis to believe the annuity would effectively 1509 address the particular consumer's financial situation, insurance 1510 needs, and financial objectives based on the consumer's consumer 1511 profile information. 1512 (e) At the time of sale, the agent or the agent's 1513 representative must: 1514 1. Make a record of any recommendation made to the consumer 1515 pursuant to paragraph (a); 2. Obtain the consumer's signed statement documenting his 1516 1517 or her refusal to provide suitability information, if

applicable; and

1520

1521

1522

1523

1524

1525 1526

1527

1528

1529

1530

1531

1532

1533

1534

1535

1536

1537

1538

1539

1540

1541

1542

1543

1544

1545

1546

1547



3. Obtain the consumer's signed statement acknowledging that an annuity transaction is not recommended if he or she decides to enter into an annuity transaction that is not based on the insurer's or its agent's recommendation, if applicable.

(f) Before executing a replacement or exchange of an annuity contract resulting from a recommendation, the agent must provide on form DFS-H1-1981, which is hereby incorporated by reference, information that compares the differences between the existing annuity contract and the annuity contract being recommended in order to determine the suitability of the recommendation and its benefit to the consumer. A true and correct executed copy of this form must be provided by the agent to the insurer, or to the person or entity that has contracted with the insurer to perform this function as authorized by this section, within 10 days after execution of the form, and must be provided to the consumer no later than the date of delivery of the contract or contracts.

2.(q) An insurer shall establish and maintain a supervision system that is reasonably designed to achieve the insurer's and its agent's compliance with this section, including, but not limited to, the following: -

- 1. Such system must include, but is not limited to:
- a. The insurer shall establish and maintain Maintaining reasonable procedures to inform its agents of the requirements of this section and incorporating those requirements into relevant agent training manuals. +
- b. The insurer shall establish and maintain Establishing standards for agent product training and shall establish and maintain reasonable procedures to require its agents to comply

1549 1550

1551

1552

1553

1554

1555

1556 1557

1558

1559

1560

1561

1562

1563

1564

1565

1566

1567

1568

1569 1570

1571

1572

1573

1574

1575

1576



with the requirements of subsection (6). $\div$ 

- c. The insurer shall provide Providing product-specific training and training materials that explain all material features of its annuity products to its agents. +
- d. The insurer shall establish and maintain Maintaining procedures for the review of each recommendation before issuance of an annuity which are designed to ensure that there is a reasonable basis to determine the recommended annuity would effectively address the particular consumer's financial situation, insurance needs, and financial objectives for determining that a recommendation is suitable. Such review procedures may use a screening system for identifying selected transactions for additional review and may be accomplished electronically or through other means, including, but not limited to, physical review. Such electronic or other system may be designed to require additional review only of those transactions identified for additional review using established selection criteria. +
- e. The insurer shall establish and maintain Maintaining reasonable procedures to detect recommendations that are not in compliance with paragraphs (a), (b), (d), and (e). This may include, but is not limited to, suitable, such as confirmation of consumer profile suitability information, systematic customer surveys, agent and consumer interviews, confirmation letters, agent statements or attestations, and internal monitoring programs. This sub-subparagraph does not prevent an insurer from using sampling procedures or from confirming the consumer profile suitability information after the issuance or delivery of the annuity.; and

1588

1589

1590

1591

1592

1593

1594

1595

1596 1597

1598

1599

1600

1601

1602

1603

1604



- 1577 f. The insurer shall establish and maintain reasonable 1578 procedures to assess, prior to or upon issuance or delivery of an annuity, whether an agent has provided to the consumer the 1579 1580 information required to be provided under this subsection. 1581 g. The insurer shall establish and maintain reasonable 1582 procedures to identify and address suspicious consumer refusals 1583 to provide consumer profile information. 1584 h. The insurer shall establish and maintain reasonable 1585 procedures to identify and eliminate any sales contests, sales 1586
  - quotas, bonuses, and noncash compensation that are based on the sales of specific annuities within a limited period of time. The requirements of this sub-subparagraph are not intended to prohibit the receipt of health insurance, office rents, office support, retirement benefits, or other employee benefits by employees, as long as those benefits are not based upon the volume of sales of a specific annuity within a limited period of time.
  - i.f. The insurer shall annually provide providing a written report to senior managers, including the senior manager who is responsible for audit functions, which details a review, along with appropriate testing, which is reasonably designed to determine the effectiveness of the supervision system, the exceptions found, and corrective action taken or recommended, if any.
  - 3.2. An insurer is not required to include in its supervision system:
  - a. Agent recommendations to consumers of products other than the annuities offered by the insurer; or
    - b. Consideration of or comparison to options available to

1607

1608

1609 1610

1611

1612

1613

1614

1615

1616

1617

1618

1619

1620

1621 1622

1623

1624 1625

1626

1627

1628

1629

1630

1631

1632

1633

1634



the agent or compensation relating to those options other than annuities or other products offered by the insurer.

- 4.3. An insurer may contract for performance of a function, including maintenance of procedures, required under subparagraph 1.
- a. An insurer's supervision system under this subsection shall include supervision of contractual performance under this subsection, which includes, but is If an insurer contracts for the performance of a function, the insurer must include the supervision of contractual performance as part of those procedures listed in subparagraph 1. These include, but are not limited to:
- (I) Monitoring and, as appropriate, conducting audits to ensure 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 to represent, and does represent, for representing 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 (8)  $\frac{(7)}{(7)}$  regardless of whether the insurer contracts for performance of a function and regardless of the insurer's compliance with sub-subparagraph a.
- (d) (h) Neither an agent nor an insurer shall may not dissuade, or attempt to dissuade, a consumer from:
- 1. Truthfully responding to an insurer's request for confirmation of consumer profile suitability information;
  - 2. Filing a complaint; or

1636

1637

1638

1639

1640

1641 1642

1643

1644

1645

1646

1647

1648

1649

1650

1651 1652

1653

1654

1655

1656

1657

1658

1659

1660

1661

1662

1663



3. Cooperating with the investigation of a complaint. (e)1.(i) Recommendations and sales made in compliance with comparable standards shall FINRA requirements pertaining to the suitability and supervision of annuity transactions satisfy the requirements of this section. This applies to all recommendations and FINRA broker-dealer sales of variable annuities made by financial professionals in compliance with business rules, controls, and procedures that satisfy a comparable standard even if such standard would not otherwise apply to the product or recommendation at issue and fixed annuities if the suitability and supervision is similar to those applied to variable annuity sales. However, this paragraph does not limit the ability of the office or the department to investigate and enforce, including investigate, the provisions

- 2. Subparagraph 1. does not limit the insurer's obligation to comply with subparagraph (c)1., although the insurer may base its analysis on information received from either the financial professional or the entity supervising the financial professional.
- 3. For subparagraph 1. this paragraph to apply, an insurer must:
- a.1. Monitor relevant conduct of the financial professional seeking to rely on subparagraph 1. or the entity responsible for supervising the financial professional, such as the financial professional's broker-dealer or an investment adviser registered under federal or state securities law, the FINRA member brokerdealer using information collected in the normal course of an insurer's business; and

of this section.

1665

1666 1667

1668

1669

1670

1671

1672 1673

1674

1675

1676

1677

1678

1679

1680

1681

1682

1683

1684

1685 1686

1687 1688

1689

1690

1691

1692



b.2. Provide to the entity responsible for supervising the financial professional seeking to rely on subparagraph 1., such as the financial professional's broker-dealer or investment adviser registered under federal or state securities laws, FINRA member broker-dealer information and reports that are reasonably appropriate to assist such entity the FINRA member broker-dealer in maintaining its supervision system.

- 4. For purposes of this paragraph, the term:
- a. "Comparable standards" means:
- (I) With respect to broker-dealers and registered representatives of broker-dealers, applicable SEC and FINRA rules pertaining to best interest obligations and supervision of annuity recommendations and sales, including, but not limited to, Regulation Best Interest, 17 C.F.R. s. 240.151-1, and any amendments or successor regulations thereto;
- (II) With respect to investment advisers registered under federal or state securities laws or investment adviser representatives, the fiduciary duties and all other requirements imposed on such investment advisers or investment adviser representatives by contract or under the Investment Advisers Act of 1940 or applicable state securities laws, including, but not limited to, Form ADV and interpretations; and
- (III) With respect to plan fiduciaries or fiduciaries, the duties, obligations, prohibitions, and all other requirements attendant to such status under the Employee Retirement Income Security Act of 1974 or the Internal Revenue Code and any amendments or successor statutes thereto.
- b. "Financial professional" means an agent that is regulated and acting as:

1697

1698

1699

1700

1701

1702

1703

1704

1705

1706

1707

1708

1709

1710

1711

1712

1713

1714 1715

1716

1717

1718 1719

1720



- 1693 (I) A broker-dealer registered under federal or state 1694 securities laws or a registered representative of a broker-1695 dealer;
  - (II) An investment adviser registered under federal or state securities laws or an investment adviser representative associated with the federal or state registered investment adviser; or
  - (III) A plan fiduciary under s. 3(21) of the Employee Retirement Income Security Act of 1974 or fiduciary under s. 4975(e)(3) of the Internal Revenue Code or any amendments or successor statutes thereto.
    - (6) AGENT TRAINING.-
  - (a) An agent shall not solicit the sale of an annuity product unless the agent has adequate knowledge of the product to recommend the annuity and the agent is in compliance with the insurer's standards for product training. An agent may rely on insurer-provided, product-specific training standards and materials to comply with this subsection.
  - (b) 1.a. An agent who engages in the sale of annuity products shall complete a one-time 4-hour training course. This requirement is not part of an agent's continuing education requirement in s. 626.2815; however, if a course provider submits and receives approval from the department, the course is eligible for continuing education credit pursuant to s. 626.2815.
  - b. Agents who hold a life insurance line of authority on January 1, 2024, and who desire to sell annuities shall complete the requirements of this subsection by July 1, 2024. Individuals who obtain a life insurance line of authority after January 1,



| 1722 | 2024, may not engage in the sale of annuities until the annuity  |
|------|--|
| 1723 | training course required under this subsection has been          |
| 1724 | completed.   |
| 1725 | 2. The minimum length of the training required under this        |
| 1726 | subsection is 4 hours.   |
| 1727 | 3. The training required under this subsection shall             |
| 1728 | include information on the following topics:                     |
| 1729 | a. The types of annuities and various classifications of         |
| 1730 | annuities.   |
| 1731 | b. Identification of the parties to an annuity.                  |
| 1732 | c. How product-specific annuity contract features affect         |
| 1733 | consumers.   |
| 1734 | d. The application of income taxation of qualified and           |
| 1735 | nonqualified annuities.  |
| 1736 | e. The primary uses of annuities.                                |
| 1737 | f. The appropriate standard of conduct, sales practices,         |
| 1738 | replacement, and disclosure requirements.                        |
| 1739 | 4. Providers of courses intended to comply with this             |
| 1740 | subsection shall cover all topics listed in the prescribed       |
| 1741 | outline and shall not present any marketing information or       |
| 1742 | provide training on sales techniques or provide specific         |
| 1743 | information about a particular insurer's products. Additional    |
| 1744 | topics may be offered in conjunction with and in addition to the |
| 1745 | required outline.  |
| 1746 | 5. An agent who has completed an annuity training course         |
| 1747 | before January 1, 2024, shall, by July 1, 2024, complete either: |
| 1748 | a. A new 4-hour training course; or                              |
| 1749 | b. An additional 1-hour training course on appropriate           |
| 1750 | sales practices, replacement, and disclosure requirements under  |
|      |  |



1751 this section.

1752 1753

1754

1755

1756

1757

1758

1759

1760

1761

1762

1763

1764

1765

1766

1767

1768

1769

1770

1771

1772

1773

1774

1775

1776

1777

1778

- 6. Annuity training courses may be conducted and completed by classroom or self-study methods.
  - 7. Providers of annuity training shall issue certificates of completion.
  - 8. The satisfaction of the training requirements of another state that are substantially similar to the provisions of this subsection shall be deemed to satisfy the training requirements of this subsection in this state.
  - 9. The satisfaction of the training requirements of any course or courses with components substantially similar to the provisions of this subsection shall be deemed to satisfy the training requirements of this subsection in this state.
  - 10. An insurer shall verify that an agent has completed the annuity training course required under this subsection before allowing the agent to sell an annuity product for that insurer.
    - $(7) \cdot (6)$  RECORDKEEPING.
  - (a) Insurers and agents must maintain or be able to make available to the office or department records of the information collected from the consumer and other information used in making the recommendations that were the basis for insurance transactions for 5 years after the insurance transaction is completed by the insurer. An insurer may maintain the documentation on behalf of its agent.
  - (b) Records required to be maintained under this subsection may be maintained in paper, photographic, microprocess, magnetic, mechanical, or electronic media, or by any process that accurately reproduces the actual document.
    - (8) <del>(7)</del> COMPLIANCE MITIGATION; PENALTIES.—

1781

1782

1783

1784

1785

1786

1787

1788

1789

1790

1791

1792

1793

1794

1795

1796

1797

1798

1799

1800

1801

1802

1803

1804

1805

1806

1807



- (a) An insurer is responsible for compliance with this section. If a violation occurs because of the action or inaction of the insurer or its agent which results in harm to a consumer, the office may order the insurer to take reasonably appropriate corrective action for the consumer and may impose appropriate penalties and sanctions.
  - (b) The department may order:
- 1. An insurance agent to take reasonably appropriate corrective action for a consumer harmed by a violation of this section by the insurance agent, including monetary restitution of penalties or fees incurred by the consumer, and impose appropriate penalties and sanctions.
- 2. A managing general agency or insurance agency that employs or contracts with an insurance agent to sell or solicit the sale of annuities to consumers to take reasonably appropriate corrective action for a consumer harmed by a violation of this section by the insurance agent.
- (c) In addition to any other penalty authorized under chapter 626, the department shall order an insurance agent to pay restitution to a consumer who has been deprived of money by the agent's misappropriation, conversion, or unlawful withholding of moneys belonging to the consumer in the course of a transaction involving annuities. The amount of restitution required to be paid may not exceed the amount misappropriated, converted, or unlawfully withheld. This paragraph does not limit or restrict a person's right to seek other remedies as provided by law.
- (d) Any applicable penalty under the Florida Insurance Code for a violation of this section shall be reduced or eliminated

1810

1811

1812

1813

1814

1815

1816

1817

1818

1819

1820

1821

1822

1823

1824

1825

1826

1827

1828

1829

1830

1831

1832

1833

1834 1835



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 private cause of action.
- (9) (8) PROHIBITED CHARGES.—An annuity contract issued to a senior consumer age 65 or older may not contain a surrender or deferred sales charge for a withdrawal of money from an annuity exceeding 10 percent of the amount withdrawn. The charge shall be reduced so that no surrender or deferred sales charge exists after the end of the 10th policy year or 10 years after the date of each premium payment if multiple premiums are paid, whichever is later. This subsection does not apply to annuities purchased by an accredited investor, as defined in Regulation D as adopted by the United States Securities and Exchange Commission, or to those annuities specified in paragraph (4)(b).
- (10) (9) RULES.—The department and the commission may adopt rules to administer this section. The department may adopt by rule the forms prescribed in the National Association of Insurance Commissioners Suitability in Annuity Transactions Model Regulation Appendix A - Insurance Agent (Producer) Disclosure for Annuities, Appendix B - Consumer Refusal to Provide Information, and Appendix C - Consumer Decision to Purchase an Annuity Not Based on a Recommendation.

Section 17. Subsection (5) is added to section 627.70132, Florida Statutes, to read:

- 627.70132 Notice of property insurance claim.-
- (5) For loss assessment claims made under s. 627.714, the 1836 notice of claim must be given to the insurer in accordance with 1837



the terms of the policy within 3 years of the date of loss.

Section 18. Paragraph (b) of subsection (8) of section 634.041, Florida Statutes, is amended to read:

634.041 Qualifications for license.-To qualify for and hold a license to issue service agreements in this state, a service agreement company must be in compliance with this part, with applicable rules of the commission, with related sections of the Florida Insurance Code, and with its charter powers and must comply with the following:

(8)

1838

1839

1840

1841

1842

1843

1844 1845

1846

1847

1848

1849

1850

1851

1852

1853

1854

1855

1856

1857 1858

1859

1860

1861

1862

1863

1864

1865

- (b) A service agreement company does not have to establish and maintain an unearned premium reserve if it secures and maintains contractual liability insurance in accordance with the following:
- 1. Coverage of 100 percent of the claim exposure is obtained from an insurer approved by the office, which holds a certificate of authority under s. 624.401 to do business within this state, or secured through a risk retention group, which is authorized to do business within this state under s. 627.943 or s. 627.944. Such insurer or risk retention group must maintain a surplus as regards policyholders of at least \$15 million.
- 2. If the service agreement company does not meet its contractual obligations, the contractual liability insurance policy binds its issuer to pay or cause to be paid to the service agreement holder all legitimate claims and cancellation refunds for all service agreements issued by the service agreement company while the policy was in effect. This requirement also applies to those service agreements for which no premium has been remitted to the insurer.

1868

1869

1870

1871

1872

1873

1874

1875

1876

1877

1878

1879

1880

1881

1882

1883

1884

1885

1886 1887

1888

1889

1890

1891

1892

1893

1894

1895



- 3. If the issuer of the contractual liability policy is fulfilling the service agreements covered by the contractual liability policy and the service agreement holder cancels the service agreement, the issuer must make a full refund of unearned premium to the consumer, subject to the cancellation fee provisions of s. 634.121(3). The sales representative and agent must refund to the contractual liability policy issuer their unearned pro rata commission.
- 4. The policy may not be canceled, terminated, or nonrenewed by the insurer or the service agreement company unless a 90-day written notice thereof has been given to the office by the insurer before the date of the cancellation, termination, or nonrenewal.
- 5. The service agreement company must provide the office with the claims statistics.
- 6. A policy issued in compliance with this paragraph may either pay 100 percent of claims as they are incurred, or 100 percent of claims due in the event of the failure of the service agreement company to pay such claims when due.

All funds or premiums remitted to an insurer by a motor vehicle service agreement company under this part shall remain in the care, custody, and control of the insurer and shall be counted as an asset of the insurer; provided, however, this requirement does not apply when the insurer and the motor vehicle service agreement company are affiliated companies and members of an insurance holding company system. If the motor vehicle service agreement company chooses to comply with this paragraph but also maintains a reserve to pay claims, such reserve shall only be

1897

1898

1899

1900 1901

1902

1903

1904

1905

1906

1907

1908

1909

1910

1911 1912

1913

1914

1915

1916

1917

1918

1919

1920

1921

1922

1923

1924



considered an asset of the covered motor vehicle service agreement company and may not be simultaneously counted as an 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:
- (17) "Manufacturer" means any entity or its affiliate which:
- (d) Maintains outstanding debt obligations, if in the top four rating categories by a recognized rating service;
- (d) <del>(e)</del> Has and maintains at all times, a minimum net worth of at least \$100 <del>\$10</del> million as evidenced by certified financial statements prepared by an independent certified public accountant in accordance with generally accepted accounting principles; and
- (e) (f) Is authorized to do business in this state. Section 20. Paragraph (a) of subsection (7) of section
  - 634.406 Financial requirements.-

634.406, Florida Statutes, is amended to read:

- (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

1926

1927 1928

1929

1930

1931

1932

1933

1934

1935

1936

1937

1938

1939

1940

1941

1942

1943

1944

1945 1946

1947

1948

1949

1950

1951

1952

1953



net worth of at least \$100 million and provides the office with the following:

- 1. A copy of the association's annual audited financial statements or the audited consolidated financial statements of the association's parent corporation, prepared by an independent certified public accountant in accordance with generally accepted accounting principles, which clearly demonstrate the net worth of the association or its parent corporation to be \$100 million and a quarterly written certification to the office that such entity continues to maintain the net worth required under this paragraph.
- 2. The association's, or its parent corporation's, Form 10-K, Form 10-Q, or Form 20-F as filed with the United States Securities and Exchange Commission or such other documents required to be filed with a recognized stock exchange, which shall be provided on a quarterly and annual basis within 10 days after the last date each such report must be filed with the Securities and Exchange Commission, the National Association of Security Dealers Automated Quotation system, or other recognized 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.

Section 21. Except as otherwise expressly provided in this



1954 act, this act shall take effect July 1, 2023.

1955

1958

1960

1961

1962

1963

1964

1965

1966

1967

1968

1969

1970

1971

1972

1973

1974

1975 1976

1977

1978

1979

1980

1981 1982

1956 ======= T I T L E A M E N D M E N T =========

1957 And the title is amended as follows:

Delete everything before the enacting clause

1959 and insert:

> A bill to be entitled An act relating to consumer protection; amending s. 494.001, F.S.; revising the definition of the term "branch office"; defining the term "remote location"; authorizing a licensee under ch. 494, F.S., to allow loan originators to work from remote locations if specified conditions are met; amending s. 494.0067, F.S.; specifying that mortgage lenders may transact business from branch offices and remote locations; providing a requirement for operating remote locations; creating s. 501.2042, F.S.; providing requirements for crowd-funding platforms and organizers of crowd-funding campaigns related to and arising out of declared disasters; amending s. 520.23, F.S.; revising disclosure requirements for agreements governing the sale or lease of a distributed energy generation system; amending s. 560.111, F.S.; providing a criminal penalty; amending s. 560.309, F.S.; prohibiting a licensee under ch. 560, F.S., from cashing corporate checks for certain payees where the aggregate face amount exceeds a specified amount; amending s. 626.551, F.S.; revising the timeframe in which an insurance representative must notify the

1984

1985

1986

1987

1988

1989 1990

1991

1992

1993

1994

1995

1996

1997

1998

1999

2000

2001

2002

2003

2004

2005

2006

2007

2008

2009

2010

2011



Department of Financial Services of certain changes in information; amending s. 626.602, F.S.; providing applicability of provisions relating to the disapproval of insurance agency names to adjusting firm names; revising grounds on which such names may be disapproved by the department; deleting an obsolete provision; amending s. 626.854, F.S.; revising the definition of the term "public adjuster"; prohibiting public adjusters from contracting with anyone other than the named insured without the insured's written consent; specifying a penalty for noncompliance; specifying timeframes in which an insured or a claimant may cancel a public adjuster's contract without penalty or contract under certain circumstances; revising requirements for public adjusters' contracts; specifying requirements for public adjusters if the insurer, within a certain timeframe, pays or commits in writing to pay to the insured the policy limit of the policy; specifying limitations on commissions received by public adjusters; amending s. 626.860, F.S.; providing that an attorney's exemption from public adjuster licensure requirements does not apply to certain persons; amending s. 626.875, F.S.; revising recordkeeping requirements for appointed independent adjusters and licensed public adjusters; amending s. 626.8796, F.S.; revising requirements for public adjuster contracts; specifying requirements for and prohibitions on public adjusters relating to such contracts; providing

2013

2014

2015

2016

2017

2018 2019

2020

2021

2022

2023

2024

2025

2026

2027

2028

2029

2030

2031

2032

2033

2034

2035

2036

2037

2038

2039

2040



construction; authorizing the department to adopt rules; amending s. 626.8797, F.S.; revising a fraud statement requirement in proof-of-loss statements; amending s. 626.9541, F.S.; adding an unfair or deceptive insurance act relating to health insurance policies; amending s. 627.4025, F.S.; revising the definition of the term "hurricane," and defining the term "hurricane deductible," as used in policies providing residential coverage; amending s. 627.4133, F.S.; revising conditions that apply to a specified notice requirement for, and a limitation on, the cancellation or termination of certain insurance policies; amending s. 627.4554, F.S.; revising legislative purpose; revising applicability; revising and defining terms; revising and specifying duties of insurers and agents relating to the recommendation and sale of annuity investments; specifying comparable standards that comply with such requirements; specifying agent training requirements; providing and revising construction; authorizing the department to adopt certain forms by rule; amending s. 627.70132, F.S.; specifying the period in which notices of loss assessment claims under residential condominium unit owner coverage must be given to the insurer; amending s. 634.041, F.S.; specifying authorized methods of paying claims for motor vehicle service agreements; amending s. 634.401, F.S.; revising the definition of the term "manufacturer" for purposes of part III of ch. 634, F.S.; amending s. 634.406, F.S.; deleting a



| 2041 | debt obligation rating requirement for certain service |
|------|--|
| 2042 | warranty associations or parent corporations;          |
| 2043 | providing effective dates.                             |