

**2009 -- S 0229 SUBSTITUTE B**

LC01017/SUB B

**STATE OF RHODE ISLAND**

**IN GENERAL ASSEMBLY**

**JANUARY SESSION, A.D. 2009**

**A N A C T**

**RELATING TO INSURANCE -- LIFE SETTLEMENTS ACT**

Introduced By: Senators Walaska, and Bates

Date Introduced: February 11, 2009

Referred To: Senate Corporations

It is enacted by the General Assembly as follows:

1 SECTION 1. Title 27 of the General Laws entitled "INSURANCE" is hereby amended  
2 by adding thereto the following chapter:

3 CHAPTER 72

4 LIFE SETTLEMENTS ACT

5 27-72-1. Title. – This chapter may be cited and shall be known as the "Life Settlements  
6 Act."

7 27-72-2. Definitions. – As used in this chapter:

8 (1) "Advertisement" means any written, electronic or printed communication or any  
9 communication by means of recorded telephone messages or transmitted on radio, television, the  
10 Internet or similar communications media, including film strips, motion pictures and videos,  
11 published, disseminated, circulated or placed before the public, directly or indirectly, for the  
12 purpose of creating an interest in or inducing a person to purchase or sell, assign, devise, bequest  
13 or transfer the death benefit or ownership of a life insurance policy or an interest in a life  
14 insurance policy pursuant to a life settlement contract.

15 (2) "Broker" means a person who, on behalf of an owner and for a fee, commission or  
16 other valuable consideration, offers or attempts to negotiate life settlement contracts between an  
17 owner and provider. A broker represents only the owner and owes a fiduciary duty to the owner  
18 to act according to the owner's instructions, and in the best interest of the owner, notwithstanding  
19 the manner in which the broker is compensated. A broker does not include an attorney, certified

1 public accountant or financial planner retained in the type of practice customarily performed in  
2 their professional capacity to represent the owner whose compensation is not paid directly or  
3 indirectly by the provider or any other person, except the owner.

4 (3) "Business of life settlements" means an activity involved in, but not limited to,  
5 offering to enter into, soliciting, negotiating, procuring, effectuating, monitoring, or tracking, of  
6 life settlement contracts.

7 (4) "Chronically ill" means:

8 (i) Being unable to perform at least two (2) activities of daily living (i.e., eating, toileting,  
9 transferring, bathing, dressing or continence);

10 (ii) Requiring substantial supervision to protect the individual from threats to health and  
11 safety due to severe cognitive impairment; or

12 (iii) Having a level of disability similar to that described in subdivision (i) as determined  
13 by the United States Secretary of Health and Human Services.

14 (5) "Commissioner" means the director of the department of business regulation or his or  
15 her designee.

16 (6) "Federally regulated entity" means a national bank, thrift, credit union, or any entity  
17 registered or exempt from registration under 15 U.S.C. section 80a-1 et. seq., 15 U.S.C. section  
18 80b-1 et. seq., 15 U.S.C. section 77a et. seq., and 15 U.S.C. section 78a et. seq., or any affiliate  
19 thereof.

20 (7) "Financing entity" means an underwriter, placement agent, lender, purchaser of  
21 securities, purchaser of a policy or certificate from a provider, credit enhancer, or any entity that  
22 has a direct ownership in a policy or certificate that is the subject of a life settlement contract, but:

23 (i) Whose principal activity related to the transaction is providing funds to effect the life  
24 settlement contract or purchase of one or more policies; and

25 (ii) Who has an agreement in writing with one or more providers to finance the  
26 acquisition of life settlement contracts.

27 "Financing entity" does not include a non-accredited investor or purchaser.

28 (8) "Financing transaction" means a transaction in which a licensed provider obtains  
29 financing from a financing entity including, without limitation, any secured or unsecured  
30 financing, any securitization transaction, or any securities offering which either is registered or  
31 exempt from registration under federal and state securities law.

32 (9) "Fraudulent life settlement act" includes:

33 (i) Acts or omissions committed by any person who, knowingly and with intent to  
34 defraud, for the purpose of depriving another of property or for pecuniary gain, commits, or

1 permits its employees or its agents to engage in acts including, but not limited to:

2 (A) Presenting, causing to be presented or preparing with knowledge and belief that it  
3 will be presented to or by a provider, premium finance lender, broker, insurer, insurance producer  
4 or any other person, false material information, or concealing material information, as part of, in  
5 support of, or concerning a fact material to one or more of the following:

6 (I) An application for the issuance of a life settlement contract or insurance policy;  
7 (II) The underwriting of a life settlement contract or insurance policy;  
8 (III) A claim for payment or benefit pursuant to a life settlement contract or insurance  
9 policy;

10 (IV) Premiums paid on an insurance policy;  
11 (V) Payments and changes in ownership or beneficiary made in accordance with the  
12 terms of a life settlement contract or insurance policy;

13 (VI) The reinstatement or conversion of an insurance policy;  
14 (VII) In the solicitation, offer to enter into, or effectuation of a life settlement contract, or  
15 insurance policy;

16 (VIII) The issuance of written evidence of life settlement contract or insurance;  
17 (IX) Any application for or the existence of or any payments related to a loan secured  
18 directly or indirectly by any interest in a life insurance policy; or

19 (X) Enter into any practice or plan which involves stranger originated life insurance  
20 (STOLI).

21 (B) Failing to disclose to the insurer where the request for such disclosure has been asked  
22 for by the insurer that the prospective insured has undergone a life expectancy evaluation by any  
23 person or entity other than the insurer or its authorized representatives in connection with the  
24 issuance of the policy.

25 (C) Employing any device, scheme, or artifice to defraud in the business of life  
26 settlements.

27 (D) In the solicitation, application or issuance of a life insurance policy, employing any  
28 device, scheme or artifice in violation of state insurable interest laws.

29 (ii) In the furtherance of a fraud or to prevent the detection of a fraud any person commits  
30 or permits its employees or its agents to:

31 (A) Remove, conceal, alter, destroy or sequester from the commissioner the assets or  
32 records of a licensee or other person engaged in the business of life settlements;

33 (B) Misrepresent or conceal the financial condition of a licensee, financing entity, insurer  
34 or other person;

1           (C) Transact the business of life settlements in violation of laws requiring a license,  
2 certificate of authority or other legal authority for the transaction of the business of life  
3 settlements;

4           (D) File with the commissioner or the chief insurance regulatory official of another  
5 jurisdiction a document containing false information or otherwise concealing information about a  
6 material fact from the commissioner;

7           (E) Engage in embezzlement, theft, misappropriation or conversion of monies, funds,  
8 premiums, credits or other property of a provider, insurer, insured, owner, insurance, policy  
9 owner or any other person engaged in the business of life settlements or insurance;

10           (F) Knowingly and with intent to defraud, enter into, broker, or otherwise deal in a life  
11 settlement contract, the subject of which is a life insurance policy that was obtained by presenting  
12 false information concerning any fact material to the policy or by concealing, for the purpose of  
13 misleading another, information concerning any fact material to the policy, where the owner or  
14 the owner's agent intended to defraud the policy's issuer;

15           (G) Attempt to commit, assist, aid or abet in the commission of, or conspiracy to commit  
16 the acts or omissions specified in this subsection; or

17           (H) Misrepresent the state of residence of an owner to be a state or jurisdiction that does  
18 not have a law substantially similar to this chapter for the purpose of evading or avoiding the  
19 provisions of this chapter.

20           (10) "Insured" means the person covered under the policy being considered for sale in a  
21 life settlement contract.

22           (11) "Life expectancy" means the arithmetic mean of the number of months the insured  
23 under the life insurance policy to be settled can be expected to live as determined by a life  
24 expectancy company provider, broker, or financing entity considering medical records and  
25 appropriate experiential data.

26           (12) "Life insurance producer" means any person licensed in this state as a resident or  
27 nonresident insurance producer who has received qualification or authority for life insurance  
28 coverage or a life line of coverage pursuant to chapter 27-2.4.

29           (13) "Life settlement contract" means a written agreement entered into between a  
30 provider and an owner, establishing the terms under which compensation or any thing of value  
31 will be paid, which compensation or thing of value is less than the expected death benefit of the  
32 insurance policy or certificate, in return for the owner's assignment, transfer, sale, devise or  
33 bequest of the death benefit or any portion of an insurance policy or certificate of insurance for  
34 compensation; provided, however, that the minimum value for a life settlement contract shall be

1 greater than a cash surrender value or accelerated death benefit available at the time of an  
2 application for a life settlement contract. "Life settlement contract" also includes the transfer for  
3 compensation or value of ownership or beneficial interest in a trust or other entity that owns such  
4 policy if the trust or other entity was formed or availed of for the principal purpose of acquiring  
5 one or more life insurance contracts, which life insurance contract insures the life of a person  
6 residing in this state.

7 (i) "Life settlement contract" also includes a premium finance loan made for a policy on  
8 or before the date of issuance where:

9 (A) The loan proceeds are not used solely to pay premiums for the policy and any costs  
10 or expenses incurred by the lender or the borrower in connection with the financing; or

11 (B) The owner receives on the date of the premium finance loan a guarantee of the future  
12 life settlement value of the policy; or

13 (C) The owner agrees on the date of the premium finance loan to sell the policy or any  
14 portion of its death benefit on any date following the issuance of the policy.

15 (ii) "Life Settlement Contract" does not include:

16 (A) A policy loan by a life insurance company pursuant to the terms of the life insurance  
17 policy or accelerated death provisions contained in the life insurance policy, whether issued with  
18 the original policy or as a rider;

19 (B) A premium finance loan, as defined herein, or any loan made to an insured, a trust  
20 established by an insured, or an entity established by the insured by a bank, federally regulated  
21 entity, or other licensed financial institution or any transfer, foreclosure, option to transfer, sale of  
22 any interest in collateral of such loan subsequent thereto for the purpose of evading regulation  
23 under this chapter;

24 (C) A collateral assignment of a life insurance policy by an owner;

25 (D) A loan made by a lender that does not violate Rhode Island general laws chapter 19-  
26 14.6, provided such loan is not described in subdivision (i) above, and is not otherwise within the  
27 definition of life settlement contract;

28 (E) An agreement where all the parties:

29 (I) are closely related to the insured by blood or law; or

30 (II) have a lawful substantial economic interest in the continued life, health and bodily  
31 safety of the person insured, or are trusts established primarily for the benefit of such parties;

32 (F) Any designation, consent or agreement by an insured who is an employee of an  
33 employer in connection with the purchase by the employer, or trust established by the employer,  
34 of life insurance on the life of the employee;

1           (G) A bona fide business succession planning arrangement:  
2           (I) Between one or more shareholders in a corporation or between a corporation and one  
3 or more of its shareholders or one or more trust established by its shareholders;  
4           (II) Between one or more partners in a partnership or between a partnership and one or  
5 more of its partners or one or more trust established by its partners; or  
6           (III) Between one or more members in a limited liability company or between a limited  
7 liability company and one or more of its members or one or more trust established by its  
8 members;  
9           (H) An agreement entered into by a service recipient, or a trust established by the service  
10 recipient, and a service provider, or a trust established by the service provider, who performs  
11 significant services for the service recipient's trade or business; or  
12           (I) Any other contract, transaction or arrangement from the definition of life settlement  
13 contract that the commissioner determines is not of the type intended to be regulated by this  
14 chapter.  
15           (14) "Net death benefit" means the amount of the life insurance policy or certificate to be  
16 settled less any outstanding debts or liens.  
17           (15) "Owner" means the owner of a life insurance policy or a certificate holder under a  
18 group policy, with or without a terminal illness, who enters or seeks to enter into a life settlement  
19 contract. For the purposes of this article, an owner shall not be limited to an owner of a life  
20 insurance policy or a certificate holder under a group policy that insures the life of an individual  
21 with a terminal or chronic illness or condition except where specifically addressed. The term  
22 "owner" does not include:  
23           (i) Any provider or other licensee under this chapter;  
24           (ii) A qualified institutional buyer as defined in Rule 144A of the Federal Securities Act  
25 of 1933, as amended;  
26           (iii) A financing entity;  
27           (iv) A special purpose entity; or  
28           (v) A related provider trust.  
29           (16) "Patient identifying information" means an insured's address, telephone number,  
30 facsimile number, electronic mail address, photograph or likeness, employer, employment status,  
31 social security number, or any other information that is likely to lead to the identification of the  
32 insured.  
33           (17) "Policy" means an individual or group policy, group certificate, contract or  
34 arrangement of life insurance owned by a resident of this state, regardless of whether delivered or

1 issued for delivery in this state.

2 (18) "Premium finance loan" is a loan made primarily for the purposes of making  
3 premium payments on a life insurance policy, which loan is secured by an interest in such life  
4 insurance policy.

5 (19) "Person" means any natural person or legal entity including, but not limited to, a  
6 partnership, limited liability company, association, trust or corporation.

7 (20) "Provider" means a person, other than an owner, who enters into or effectuates a life  
8 settlement contract with an owner, a provider does not include:

9 (i) Any bank, savings bank, savings and loan association, credit union;

10 (ii) A licensed lending institution or creditor or secured party pursuant to a premium  
11 finance loan agreement which takes an assignment of a life insurance policy or certificate issued  
12 pursuant to a group life insurance policy as collateral for a loan;

13 (iii) The insurer of a life insurance policy or rider to the extent of providing accelerated  
14 death benefits or riders or cash surrender value;

15 (iv) Any natural person who enters into or effectuates no more than one agreement in a  
16 calendar year for the transfer of a life insurance policy or certificate issued pursuant to a group  
17 life insurance policy, for compensation or anything of value less than the expected death benefit  
18 payable under the policy;

19 (v) A purchaser;

20 (vi) Any authorized or eligible insurer that provides stop loss coverage to a provider;  
21 purchaser, financing entity, special purpose entity, or related provider trust;

22 (vii) A financing entity;

23 (viii) A special purpose entity;

24 (ix) A related provider trust;

25 (x) A broker; or

26 (xi) An accredited investor or qualified institutional buyer as defined; respectively, in  
27 regulation D, rule 501 or rule 144A of the Federal Securities Act of 1933, as amended, who  
28 purchases a life settlement policy from a provider.

29 (21) "Purchased policy" means a policy or group certificate that has been acquired by a  
30 provider pursuant to a life settlement contract.

31 (22) "Purchaser" means a person who pays compensation or anything of value as  
32 consideration for a beneficial interest in a trust which is vested with, or for the assignment,  
33 transfer or sale of, an ownership or other interest in a life insurance policy or a certificate issued  
34 pursuant to a group life insurance policy which has been the subject of a life settlement contract.

1           (23) "Related provider trust" means a titling trust or other trust established by a licensed  
2 provider or a financing entity for the sole purpose of holding the ownership or beneficial interest  
3 in purchased policies in connection with a financing transaction. In order to qualify as a related  
4 provider trust, the trust must have a written agreement with the licensed provider under which the  
5 licensed provider is responsible for ensuring compliance with all statutory and regulatory  
6 requirements and under which the trust agrees to make all records and files relating to life  
7 settlement transactions available to the commissioner as if those records and files were  
8 maintained directly by the licensed provider.

9           (24) "Settled policy" means a life insurance policy or certificate that has been acquired by  
10 a provider pursuant to a life settlement contract.

11           (25) "Special purpose entity" means a corporation, partnership, trust, limited liability  
12 company, or other legal entity formed solely to provide either directly or indirectly access to  
13 institutional capital markets:

14           (i) For a financing entity or provider; or

15           (ii) In connection with a transaction in which the securities in the special purpose entity  
16 are acquired by the owner or by a "qualified institutional buyer" as defined in Rule 144  
17 promulgated under the Federal Securities Act of 1933, as amended; or

18           (iii) The securities pay a fixed rate of return commensurate with established asset-backed  
19 institutional capital markets.

20           (26) "Stranger-originated life insurance" or "STOLI" is a practice or plan to initiate a life  
21 insurance policy for the benefit of a third-party investor who, at the time of policy origination, has  
22 no insurable interest in the insured. STOLI practices include, but are not limited to, cases in  
23 which life insurance is purchased with resources or guarantees from or through a person, or  
24 entity, who, at the time of policy inception, could not lawfully initiate the policy himself/herself  
25 or itself, and where, at the time of inception, there is an arrangement or agreement, whether  
26 verbal or written, to directly or indirectly transfer the ownership of the policy and/or the policy  
27 benefits to a third party. Trusts, that are created to give the appearance of insurable interest, and  
28 are used to initiate policies for investors, violate insurable interest laws and the prohibition  
29 against wagering on life. STOLI arrangements do not include those practices set forth in this  
30 chapter.

31           (27) "Terminally ill" means having an illness or sickness that can reasonably be expected  
32 to result in death in twenty-four (24) months or less.

33           **27-72-3. Licensing requirements.** – (a) No person, wherever located, shall act as a  
34 provider or broker with an owner or multiple owners who is a resident of this state, without first



1 having obtained a license from the commissioner. If there is more than one owner on a single  
2 policy and the owners are residents of different states, the life settlement contract shall be  
3 governed by the law of the state in which the owner having the largest percentage ownership  
4 resides or, if the owners hold equal ownership, the state of residence of one owner agreed upon in  
5 writing by all owners.

6 (b) Application for a provider, or broker, license shall be made to the commissioner by  
7 the applicant on a form prescribed by the commissioner, and the application shall be accompanied  
8 by a fee reasonable in an amount established by the commissioner.

9 (c) A life insurance producer who has been duly licensed as a resident insurance producer  
10 with a life line of authority in this state or his or her home state for at least one year and is  
11 licensed as a nonresident producer in this state shall be deemed to meet the licensing  
12 requirements of this section and shall be permitted to operate as a broker.

13 (d) Not later than thirty (30) days from the first day of operating as a broker, the life  
14 insurance producer shall notify the commissioner that he or she is acting as a broker on a form  
15 prescribed by the commissioner, and shall pay any applicable fee to be determined by the  
16 commissioner. Notification shall include an acknowledgement by the life insurance producer that  
17 he or she will operate as a broker in accordance with this chapter.

18 (e) The insurer that issued the policy that is the subject of a life settlement contract shall  
19 not be responsible for any act or omission of a broker or provider or purchaser arising out of or in  
20 connection with the life settlement transaction, unless the insurer receives compensation for the  
21 placement of a life settlement contract from the provider or purchaser or broker in connection  
22 with the life settlement contract.

23 (f) A person licensed as an attorney, certified public accountant or financial planner  
24 accredited by a nationally recognized accreditation agency, who is retained to represent the  
25 owner, whose compensation is not paid directly or indirectly by the provider or purchaser, may  
26 negotiate life settlement contracts on behalf of the owner without having to obtain a license as a  
27 broker.

28 (g) Broker licenses may be renewed on a schedule prescribed by the commissioner and  
29 upon payment of the reasonable renewal fee as prescribed by the commissioner. Failure to pay the  
30 fee within the terms prescribed shall result in the automatic revocation of the license requiring  
31 periodic renewal.

32 (h) The term of a provider license shall be perpetual; provided, that the provider files the  
33 annual report and pays the fee as prescribed by the commissioner. Failure to file the annual report  
34 or pay the fees on or before the due date shall result in immediate suspension of the license.

1           (i) The applicant shall provide such information as the commissioner may require on  
2 forms prepared by the commissioner. The commissioner shall have authority, at any time, to  
3 require such applicant to fully disclose the identity of its stockholders (except stockholders  
4 owning fewer than ten percent (10%) of the shares of an applicant whose shares are publicly  
5 traded), partners, officers and employees, and the commissioner may, in the exercise of the  
6 commissioner's sole discretion, refuse to issue such a license in the name of any person if not  
7 satisfied that any officer, employee, stockholder or partner thereof who may materially influence  
8 the applicant's conduct meets the standards set forth in this chapter.

9           (j) Upon the filing of an application and the payment of the license fee, the commissioner  
10 shall make an investigation of each applicant and may issue a license if the commissioner finds  
11 that the applicant:

12           (1) If a provider, has provided a detailed plan of operation;

13           (2) Is competent and trustworthy and intends to transact its business in good faith;

14           (3) Has a good business reputation and has had experience, training or education so as to  
15 be qualified in the business for which the license is applied;

16           (4) If the provider applicant is a legal entity, is formed or organized pursuant to the laws  
17 of this state or is a foreign legal entity authorized to transact business in this state, or provides a  
18 certificate of good standing from the state of its domicile; and

19           (5) Has provided to the commissioner an anti-fraud plan that meets the requirements of  
20 this chapter and includes:

21           (i) A description of the procedures for detecting and investigating possible fraudulent acts  
22 and procedures for resolving material inconsistencies between medical records and insurance  
23 applications;

24           (ii) A description of the procedures for reporting fraudulent insurance acts to the  
25 commissioner;

26           (iii) A description of the plan for anti-fraud education and training of its underwriters and  
27 other personnel; and

28           (iv) A written description or chart outlining the arrangement of the anti-fraud personnel  
29 who are responsible for the investigation and reporting of possible fraudulent insurance acts and  
30 investigating unresolved material inconsistencies between medical records and insurance  
31 applications.

32           (k) The commissioner shall not issue any license to any nonresident applicant, unless a  
33 written designation of an agent for service of process is filed and maintained with the  
34 commissioner or unless the applicant has filed with the commissioner the applicant's written

1 irrevocable consent that any action against the applicant may be commenced against the applicant  
2 by service of process on the commissioner.

3 (l) Each licensee shall file with the commissioner on or before the first day of March of  
4 each year an annual statement containing such information as the commissioner by rule may  
5 prescribe. The department may have this annual statement renewed and analyzed by outside  
6 consultant(s) and the total cost of that review shall be borne by, billed directly to and paid by the  
7 provider filing the annual statement.

8 (m) A provider may not use any person to perform the functions of a broker as defined in  
9 this chapter unless the person holds a current, valid license as a broker, and as provided in this  
10 section.

11 (n) A broker may not use any person to perform the functions of a provider as defined in  
12 this chapter unless such person holds a current, valid license as a provider, and as provided in this  
13 section.

14 (o) A provider, or broker shall provide to the commissioner new or revised information  
15 about officers, ten percent (10%) or more stockholders, partners, directors, members or  
16 designated employees within thirty (30) days of the change.

17 (p) An individual licensed as a broker shall complete, on a biennial basis, fifteen (15)  
18 hours of training related to life settlements and life settlement transactions, as required by the  
19 commissioner; provided, however, that a life insurance producer who is operating as a broker  
20 pursuant to this section shall not be subject to the requirements of this subsection. Any person  
21 failing to meet the requirements of this subsection shall be subject to the penalties imposed by the  
22 commissioner.

23 **27-72-4. License suspension, revocation or refusal to renew. – (a) The commissioner**  
24 **may suspend, revoke or refuse to renew the license of any licensee if the commissioner finds that:**

25 (1) There was any material misrepresentation in the application for the license;

26 (2) The licensee or any officer, partner, member or director has been guilty of fraudulent  
27 or dishonest practices, is subject to a final administrative action or is otherwise shown to be  
28 untrustworthy or incompetent to act as a licensee;

29 (3) The provider demonstrates a pattern of unreasonably withholding payments to policy  
30 owners;

31 (4) The licensee no longer meets the requirements for initial licensure;

32 (5) The licensee or any officer, partner, member or director has been convicted of a  
33 felony, or of any misdemeanor of which criminal fraud is an element; or the licensee has pleaded  
34 guilty or nolo contendere with respect to any felony or any misdemeanor of which criminal fraud

1 or moral turpitude is an element, regardless whether a judgment of conviction has been entered by  
2 the court;

3 (6) The provider has entered into any life settlement contract using a form that has been  
4 approved pursuant to this chapter;

5 (7) The provider has failed to honor contractual obligations set out in a life settlement  
6 contract;

7 (8) The provider has assigned, transferred or pledged a settled policy to a person other  
8 than a provider licensed in this state, a purchaser, an accredited investor or qualified institutional  
9 buyer as defined respectively in Regulation D, Rule 501 or Rule 144A of the Federal Securities  
10 Act of 1933, as amended, financing entity, special purpose entity, or related provider trust; or

11 (9) The licensee or any officer, partner, member or key management personnel has  
12 violated any of the provisions of this chapter.

13 (b) Before the commissioner denies a license application or suspends, revokes or refuses  
14 to renew the license of any licensee under this chapter, the commissioner shall conduct a hearing  
15 in accordance with this state's laws governing administrative hearings.

16 **27-72-5. Contract requirements.** – (a) No person may use any form of life settlement  
17 contract in this state unless it has been filed with and approved, if required, by the commissioner  
18 in a manner that conforms with the filing procedures and any time restrictions or deeming  
19 provisions, if any, for life insurance forms, policies and contracts. The commissioner is  
20 authorized to contract with outside consultants to review life settlement forms and the total cost  
21 of that review shall be borne by, billed directly to, and paid by the provider filing the form(s).

22 (b) No insurer may, as a condition of responding to a request for verification of coverage  
23 or in connection with the transfer of a policy pursuant to a life settlement contract, require that the  
24 owner, insured, provider or broker sign any form, disclosure, consent, waiver or acknowledgment  
25 that has not been expressly approved by the commissioner for use in connection with life  
26 settlement contracts in this state.

27 (c) A person shall not use a life settlement contract form or provide to an owner a  
28 disclosure statement form in this state unless first filed with and approved by the commissioner.  
29 The commissioner shall disapprove a life settlement contract form or disclosure statement form if,  
30 in the commissioner's opinion, the contract or provisions contained therein fail to meet the  
31 requirements of this chapter or are unreasonable, contrary to the interests of the public, or  
32 otherwise misleading or unfair to the owner. At the commissioner's discretion, the commissioner  
33 may require the submission of advertising material. The commissioner is authorized to contract  
34 with outside consultants to review life settlement forms and/or advertising and the total cost of

1 that review shall be borne by, billed directly to, and paid by the provider filing the form(s).

2 **27-72-6. Reporting requirements and privacy.** – (a) For any policy settled within five  
3 (5) years of policy issuance, each provider shall file with the commissioner on or before March 1  
4 of each year an annual statement containing such information as the commissioner may prescribe  
5 by regulation. In addition to any other requirements, the annual statement shall specify the total  
6 number, aggregate face amount and life settlement proceeds of policies settled during the  
7 immediately preceding calendar year, together with a breakdown of the information by policy  
8 issue year. The annual statement shall also include the names of the insurance companies whose  
9 policies have been settled and the brokers that have settled said policies.

10 (1) Such information shall be limited to only those transactions where the insured is a  
11 resident of this state and shall not include individual transaction data regarding the business of  
12 life settlements or information that there is a reasonable basis to believe could be used to identify  
13 the owner or the insured.

14 (2) Every provider that willfully fails to file an annual statement as required in this  
15 section, or willfully fails to reply within thirty (30) days to a written inquiry by the commissioner  
16 in connection therewith, shall, in addition to other penalties provided by this chapter, be subject,  
17 upon due notice and opportunity to be heard, to a penalty of up to two hundred fifty dollars  
18 (\$250) per day of delay, not to exceed twenty-five thousand dollars (\$25,000) in the aggregate,  
19 for each such failure.

20 (3) The department may have this annual report reviewed and analyzed by outside  
21 consultant(s) and the total cost of that review shall be borne by, billed directly to, and paid by the  
22 provider filing the annual statement.

23 (b) Except as otherwise allowed or required by law, a provider, broker, insurance  
24 company, insurance producer, information bureau, rating agency or company, or any other person  
25 with actual knowledge of an insured's identity, shall not disclose the identity of an insured or  
26 information that there is a reasonable basis to believe could be used to identify the insured or the  
27 insured's financial or medical information to any other person unless the disclosure:

28 (1) Is necessary to effect a life settlement contract between the owner and a provider and  
29 the owner and insured have provided prior written consent to the disclosure;

30 (2) Is necessary to effectuate the sale of life settlement contracts, or interests therein, as  
31 investments, provided the sale is conducted in accordance with applicable state and federal  
32 securities law and provided further that the owner and the insured have both provided prior  
33 written consent to the disclosure;

34 (3) Is provided in response to an investigation or examination by the commissioner or any

1 other governmental officer or agency or pursuant to the requirements of this chapter;

2 (4) Is a term or condition to the transfer of a policy by one provider to another provider,  
3 in which case the receiving provider shall be required to comply with the confidentiality  
4 requirements of this chapter;

5 (5) Is necessary to allow the provider or its authorized representatives to make contacts  
6 for the purpose of determining health status. For the purposes of this section, the term "authorized  
7 representative" shall not include any person who has or may have any financial interest in the  
8 settlement contract other than a provider, licensed broker, financing entity, related provider trust  
9 or special purpose entity; further, a provider or broker shall require its authorized representative  
10 to agree in writing to adhere to the privacy provisions of this chapter; or

11 (6) Is required to purchase stop loss coverage.

12 (c) Non-public personal information solicited or obtained in connection with a proposed  
13 or actual life settlement contract shall be subject to the provisions applicable to financial  
14 institutions under the federal Gramm Leach Bliley Act, P.L. 106-102 (1999), and all other state  
15 and federal laws relating to confidentiality of non-public personal information.

16 **27-72-7. Examination.** – (a) The commissioner may, when the commissioner deems it  
17 reasonably necessary to protect the interests of the public, examine the business and affairs of any  
18 licensee or applicant for a license. The commissioner may order any licensee or applicant to  
19 produce any records, books, files or other information reasonably necessary to ascertain whether  
20 such licensee or applicant is acting or has acted in violation of the law or otherwise contrary to  
21 the interests of the public. The expenses incurred in conducting any examination shall be paid by  
22 the licensee or applicant.

23 (b) In lieu of an examination under this chapter of any foreign or alien licensee licensed  
24 in this state, the commissioner may, at the commissioner's discretion, accept an examination  
25 report on the licensee as prepared by the commissioner for the licensee's state of domicile or port-  
26 of-entry state.

27 (c) Names of and individual identification data, or for all owners and insureds shall be  
28 considered private and confidential information and shall not be disclosed by the commissioner  
29 unless required by law.

30 (d) Records of all consummated transactions and life settlement contracts shall be  
31 maintained by the provider for three (3) years after the death of the insured and shall be available  
32 to the commissioner for inspection during reasonable business hours.

33 (e) Conduct of examinations.

34 (1) Upon determining that an examination should be conducted, the commissioner shall

1 issue an examination warrant appointing one or more examiners to perform the examination and  
2 instructing them as to the scope of the examination. In conducting the examination, the examiner  
3 shall use methods common to the examination of any life settlement licensee and should use  
4 those guidelines and procedures set forth in an examiners' handbook adopted by a national  
5 organization.

6 (2) Every licensee or person from whom information is sought, its officers, directors and  
7 agents shall provide to the examiners timely, convenient and free access at all reasonable hours at  
8 its offices to all books, records, accounts, papers, documents, assets and computer or other  
9 recordings relating to the property, assets, business and affairs of the licensee being examined.  
10 The officers, directors, employees and agents of the licensee or person shall facilitate the  
11 examination and aid in the examination so far as it is in their power to do so. The refusal of a  
12 licensee, by its officers, directors, employees or agents, to submit to examination or to comply  
13 with any reasonable written request of the commissioner shall be grounds for suspension or  
14 refusal of, or nonrenewal of any license or authority held by the licensee to engage in the life  
15 settlement business or other business subject to the commissioner's jurisdiction. Any proceedings  
16 for suspension, revocation or refusal of any license or authority shall be conducted pursuant to  
17 section 42-35-1 et seq.

18 (3) The commissioner shall have the power to issue subpoenas, to administer oaths and to  
19 examine under oath any person as to any matter pertinent to the examination. Upon the failure or  
20 refusal of a person to obey a subpoena, the commissioner may petition a court of competent  
21 jurisdiction, and upon proper showing, the court may enter an order compelling the witness to  
22 appear and testify or produce documentary evidence.

23 (4) When making an examination under this chapter, the commissioner may retain  
24 attorneys, appraisers, independent actuaries, independent certified public accountants or other  
25 professionals and specialists as examiners, the reasonable cost of which shall be borne by the  
26 licensee that is the subject of the examination.

27 (5) Nothing contained in this chapter shall be construed to limit the commissioner's  
28 authority to terminate or suspend an examination in order to pursue other legal or regulatory  
29 action pursuant to the insurance laws of this state. Findings of fact and conclusions made pursuant  
30 to any examination shall be prima facie evidence in any legal or regulatory action.

31 (6) Nothing contained in this chapter shall be construed to limit the commissioner's  
32 authority to use and, if appropriate, to make public any final or preliminary examination report,  
33 any examiner or licensee work papers or other documents, or any other information discovered or  
34 developed during the course of any examination in the furtherance of any legal or regulatory

1 action which the commissioner may, in his or her sole discretion, deem appropriate.

2 (f) Examination reports.

3 (1) Examination reports shall be comprised of only facts appearing upon the books, from  
4 the testimony of its officers or agents or other persons examined concerning its affairs, and such  
5 conclusions and recommendations as the examiners find reasonably warranted from the facts.

6 (2) No later than sixty (60) days following completion of the examination, the examiner  
7 in charge shall file with the commissioner a verified written report of examination under oath.  
8 Upon receipt of the verified report, the commissioner shall transmit the report to the licensee  
9 examined, together with a notice that shall afford the licensee examined a reasonable opportunity  
10 of not more than thirty (30) days to make a written submission or rebuttal with respect to any  
11 matters contained in the examination report and which shall become part of the report or to  
12 request a hearing on any matter in dispute.

13 (3) In the event the commissioner determines that regulatory action is appropriate as a  
14 result of an examination, the commissioner may initiate any proceedings or actions provided by  
15 law.

16 (g) Confidentiality of examination information.

17 (1) Names and individual identification data for all owners, purchasers, and insureds shall  
18 be considered private and confidential information and shall not be disclosed by the  
19 commissioner, unless the disclosure is to another regulator or is required by law.

20 (2) Except as otherwise provided in this chapter, all examination reports, working papers,  
21 recorded information, documents and copies thereof produced by, obtained by or disclosed to the  
22 commissioner or any other person in the course of an examination made under this chapter, or in  
23 the course of analysis or investigation by the commissioner of the financial condition or market  
24 conduct of a licensee shall be confidential by law and privileged, shall not be subject to open  
25 records, shall not be subject to subpoena, and shall not be subject to discovery or admissible in  
26 evidence in any private civil action. The commissioner is authorized to use the documents,  
27 materials or other information in the furtherance of any regulatory or legal action brought as part  
28 of the commissioner's official duties. The licensee being examined may have access to all  
29 documents used to make the report.

30 (h) Conflict of interest.

31 (1) An examiner may not be appointed by the commissioner if the examiner, either  
32 directly or indirectly, has a conflict of interest or is affiliated with the management of or owns a  
33 pecuniary interest in any person subject to examination under this chapter. This section shall not  
34 be construed to automatically preclude an examiner from being:



- 1           (i) An owner;
- 2           (ii) An insured in a life settlement contract or insurance policy; or
- 3           (iii) A beneficiary in an insurance policy that is proposed for a life settlement contract.

4           (2) Notwithstanding the requirements of this clause, the commissioner may retain from  
5 time to time, on an individual basis, qualified actuaries, certified public accountants, or other  
6 similar individuals who are independently practicing their professions, even though these persons  
7 may from time to time be similarly employed or retained by persons subject to examination under  
8 this chapter.

9           (i) Immunity from liability.

10          (1) No cause of action shall arise nor shall any liability be imposed against the  
11 commissioner, the commissioner's authorized representatives or any examiner appointed by the  
12 commissioner for any statements made or conduct performed in good faith while carrying out the  
13 provisions of this chapter.

14          (2) No cause of action shall arise, nor shall any liability be imposed against any person  
15 for the act of communicating or delivering information or data to the commissioner or the  
16 commissioner's authorized representative or examiner pursuant to an examination made under  
17 this chapter, if the act of communication or delivery was performed in good faith and without  
18 fraudulent intent or the intent to deceive. This paragraph does not abrogate or modify in any way  
19 any common law or statutory privilege or immunity heretofore enjoyed by any person identified  
20 in subdivision (1).

21          (3) A person identified in subdivision (1) or (2) shall be entitled to an award of attorney's  
22 fees and costs if he or she is the prevailing party in a civil cause of action for libel, slander or any  
23 other relevant tort arising out of activities in carrying out the provisions of this chapter and the  
24 party bringing the action was not substantially justified in doing so. For purposes of this section a  
25 proceeding is "substantially justified" if it had a reasonable basis in law or fact at the time that it  
26 was initiated.

27          (j) Investigative authority of the commissioner.

28          (1) The commissioner may investigate suspected fraudulent life settlement acts and  
29 persons engaged in the business of life settlements.

30          (k) Cost of examinations.

31          (1) The total cost of examinations performed pursuant to this chapter shall be borne by  
32 the provider(s) or broker(s) examined companies in accordance with the provision of paragraph  
33 27-13.1-7. The commissioner is authorized to retain contract examiners and consultants to  
34 perform the examinations. The commissioner shall review and affirmatively endorse detailed

1 billings from the qualified contract examiner before summary billings are sent to the insurer.

2 **27-72-8. Advertising.** – (a) A broker, or provider licensed pursuant to this chapter may  
3 conduct or participate in advertisements within this state. Such advertisements shall comply with  
4 all Rhode Island advertising and marketing laws or rules and regulations promulgated by the  
5 commissioner that are applicable to life insurers or to brokers, and providers licensed pursuant to  
6 this chapter.

7 (b) Advertisements shall be accurate, truthful and not misleading in fact or by  
8 implication.

9 (c) No person or trust shall:

10 (1) Directly or indirectly, market, advertise, solicit or otherwise promote the purchase of  
11 a policy for the sole purpose of or with an emphasis on settling the policy; or

12 (2) Use the words “free”, “no cost” or words of similar import in the marketing,  
13 advertising, soliciting or otherwise promoting of the purchase of a policy.

14 (d) The commissioner is authorized to contract with outside consultants to review  
15 advertisements and the total cost of that review shall be borne by, billed directly to, and paid by  
16 the provider utilizing or proposing to utilize the advertisement.

17 **27-72-9. Disclosures to owners.** – (a) The provider or broker shall provide in writing, in  
18 a separate document that is signed by the owner, the following information to the owner no later  
19 than the date of application for a life settlement contract:

20 (1) The fact that possible alternatives to life settlement contracts exist, including, but not  
21 limited to, accelerated benefits offered by the issuer of the life insurance policy;

22 (2) The fact that some or all of the proceeds of a life settlement contract may be taxable  
23 and that assistance should be sought from a professional tax advisor;

24 (3) The fact that the proceeds from a life settlement contract could be subject to the  
25 claims of creditors;

26 (4) The fact that receipt of proceeds from a life settlement contract may adversely affect  
27 the recipients' eligibility for public assistance or other government benefits or entitlements and  
28 that advice should be obtained from the appropriate agencies;

29 (5) The fact that the owner has a right to terminate a life settlement contract within fifteen  
30 (15) days of the date it is executed by all parties and the owner has received the disclosures  
31 contained herein. Rescission, if exercised by the owner, is effective only if both notice of the  
32 rescission is given, and the owner repays all proceeds and any premiums, loans, and loan interest  
33 paid on account of the provider within the rescission period. If the insured dies during the  
34 rescission period, the contract shall be deemed to have been rescinded subject to repayment by

1 the owner or the owner's estate of all proceeds and any premiums, loans, and loan interest to the  
2 provider;

3 (6) The fact that proceeds will be sent to the owner within three (3) business days after  
4 the provider has received the insurer or group administrator's acknowledgement that ownership  
5 of the policy or interest in the certificate has been transferred and the beneficiary has been  
6 designated in accordance with the terms of the life settlement contract;

7 (7) The fact that entering into a life settlement contract may cause other rights or benefits,  
8 including conversion rights and waiver of premium benefits that may exist under the policy or  
9 certificate of a group policy to be forfeited by the owner and that assistance should be sought  
10 from a professional financial advisor;

11 (8) The date by which the funds will be available to the owner and the transmitter of the  
12 funds;

13 (9) The fact that the commissioner shall require delivery of a buyer's guide or a similar  
14 consumer advisory package in the form prescribed by the commissioner to owners during the  
15 solicitation process;

16 (10) The disclosure document shall contain the following language: "all medical,  
17 financial or personal information solicited or obtained by a provider or broker about an insured,  
18 including the insured's identity or the identity of family members, a spouse or a significant other,  
19 may be disclosed as necessary to effect the life settlement contract between the owner and  
20 provider. If you are asked to provide this information, you will be asked to consent to the  
21 disclosure. The information may be provided to someone who buys the policy or provides funds  
22 for the purchase. You may be asked to renew your permission to share information every two (2)  
23 years";

24 (11) The fact that the commissioner shall require providers and brokers to print separate  
25 signed fraud warnings on their applications and on their life settlement contracts is as follows:

26 "Any person who knowingly presents false information in an application for insurance or  
27 life settlement contract is guilty of a crime and may be subject to fines and confinement in  
28 prison."

29 (12) The fact that the insured may be contacted by either the provider or its authorized  
30 representative for the purpose of determining the insured's health status or to verify the insured's  
31 address. This contact is limited to once every three (3) months if the insured has a life expectancy  
32 of more than one year, and no more than once per month if the insured has a life expectancy of  
33 one year or less;

34 (13) The affiliation, if any, between the provider and the issuer of the insurance policy to

1 be settled;

2 (14) That a broker represents exclusively the owner, and not the insurer or the provider or  
3 any other person, and owes a fiduciary duty to the owner, including a duty to act according to the  
4 owner's instructions and in the best interest of the owner;

5 (15) The document shall include the name, address and telephone number of the provider;

6 (16) The name, business address, and telephone number of the independent third-party  
7 escrow agent, and the fact that the owner may inspect or receive copies of the relevant escrow or  
8 trust agreements or documents;

9 (17) The fact that a change of ownership could in the future limit the insured's ability to  
10 purchase future insurance on the insured's life because there is a limit to how much coverage  
11 insurers will issue on one life;

12 (b) The written disclosures shall be conspicuously displayed in any life settlement  
13 contract furnished to the owner by a provider including any affiliations or contractual  
14 arrangements between the provider and the broker.

15 (c) A broker shall provide the owner and the provider with at least the following  
16 disclosures no later than the date the life settlement contract is signed by all parties. The  
17 disclosures shall be conspicuously displayed in the life settlement contract or in a separate  
18 document signed by the owner and provide the following information:

19 (1) The name, business address and telephone number of the broker;

20 (2) A full, complete and accurate description of all the offers, counter-offers, acceptances  
21 and rejections relating to the proposed life settlement contract;

22 (3) A written disclosure of any affiliations or contractual arrangements between the  
23 broker and any person making an offer in connection with the proposed life settlement contracts;

24 (4) The name of each broker who receives compensation and the amount of  
25 compensation received by that broker, which compensation includes anything of value paid or  
26 given to the broker in connection with the life settlement contract;

27 (5) A complete reconciliation of the gross offer or bid by the provider to the net amount  
28 of proceeds or value to be received by the owner. For the purpose of this section, gross offer or  
29 bid shall mean the total amount or value offered by the provider for the purchase of one or more  
30 life insurance policies, inclusive of commissions and fees; and

31 (6) The failure to provide the disclosures or rights described in this section shall be  
32 deemed an unfair trade practice pursuant to section 27-72-17.

33 **27-72-10. Disclosure to insurer.** – (a) Without limiting the ability of an insurer from  
34 assessing the insurability of a policy applicant and determining whether or not to issue the policy,

1 and in addition to other questions an insurance carrier may lawfully pose to a life insurance  
2 applicant, insurance carriers may inquire in the application for insurance whether the proposed  
3 owner intends to pay premiums with the assistance of financing from a lender that will use the  
4 policy as collateral to support the financing.

5 (1) If, as described in this chapter, the loan provides funds which can be used for a  
6 purpose other than paying for the premiums, costs, and expenses associated with obtaining and  
7 maintaining the life insurance policy and loan, the application shall be rejected as a violation of  
8 the prohibited practices in section 27-72-13.

9 (2) If the financing does not violate section 27-72-13, the insurance carrier:

10 (i) May make disclosures, including but not limited to such as the following, to the  
11 applicant and the insured, either on the application or an amendment to the application to be  
12 completed no later than the delivery of the policy:

13 “If you have entered into a loan arrangement where the policy is used as collateral, and  
14 the policy does change ownership at some point in the future in satisfaction of the loan, the  
15 following may be true:

16 (A) A change of ownership could lead to a stranger owning an interest in the insured’s  
17 life;

18 (B) A change of ownership could in the future limit your ability to purchase future  
19 insurance on the insured’s life because there is a limit to how much coverage insurers will issue  
20 on one life;

21 (C) Should there be a change of ownership and you wish to obtain more insurance  
22 coverage on the insured’s life in the future, the insured’s higher issue age, a change in health  
23 status, and/or other factors may reduce the ability to obtain coverage and/or may result in  
24 significantly higher premiums;

25 (D) You should consult a professional advisor, since a change in ownership in  
26 satisfaction of the loan may result in tax consequences to the owner, depending on the structure of  
27 the loan;” and

28 (b) May require certifications, such as the following, from the applicant and/or the  
29 insured:

30 (1) "I have not entered into any agreement or arrangement providing for the future sale of  
31 this life insurance policy";

32 (2) "My loan arrangement for this policy provides funds sufficient to pay for some or all  
33 of the premiums, costs, and expenses associated with obtaining and maintaining my life insurance  
34 policy, but I have not entered into any agreement by which I am to receive consideration in

1 exchange for procuring this policy"; and

2 (3) "The borrower has an insurable interest in the insured."

3 **27-72-11. General rules.** – (a) A provider entering into a life settlement contract with  
4 any owner of a policy, wherein the insured is terminally or chronically ill, shall first obtain:

5 (1) If the owner is the insured, a written statement from a licensed attending physician  
6 that the owner is of sound mind and under no constraint or undue influence to enter into a  
7 settlement contract; and

8 (2) A document in which the insured consents to the release of his/her medical records to  
9 a provider, settlement broker, or insurance producer and, if the policy was issued less than two (2)  
10 years from the date of application for a settlement contract, to the insurance company that issued  
11 the policy.

12 (b) The insurer shall respond to a request for verification of coverage submitted by a  
13 provider, settlement broker, or life insurance producer not later than thirty (30) calendar days  
14 from the date the request is received. The request for verification of coverage must be made on a  
15 form approved by the commissioner. The insurer shall complete and issue the verification of  
16 coverage or indicate in which respects it is unable to respond. In its response, the insurer shall  
17 indicate whether, based on the medical evidence and documents provided, the insurer intends to  
18 pursue an investigation at this time regarding the validity of the insurance contract.

19 (c) Before or at the time of execution of the settlement contract, the provider shall obtain  
20 a witnessed document in which the owner consents to the settlement contract, represents that the  
21 owner has a full and complete understanding of the settlement contract, that the owner has a full  
22 and complete understanding of the benefits of the policy, acknowledges that the owner is entering  
23 into the settlement contract freely and voluntarily, and, for persons with a terminal or chronic  
24 illness or condition, acknowledges that the insured has a terminal or chronic illness and that the  
25 terminal or chronic illness or condition was diagnosed after the policy was issued.

26 (d) The insurer shall not unreasonably delay effecting change of ownership or beneficiary  
27 with any life settlement contract lawfully entered into in this state or with a resident of this state.

28 (e) If a settlement broker or life insurance producer performs any of these activities  
29 required of the provider, the provider is deemed to have fulfilled the requirements of this chapter.

30 (f) If a broker performs those verification of coverage activities required of the provider,  
31 the provider is deemed to have fulfilled the requirements of section 27-72-9.

32 (g) Within twenty (20) days after an owner executes the life settlement contract, the  
33 provider shall give written notice to the insurer that issued that insurance policy that the policy  
34 has become subject to a life settlement contract. The notice shall be accompanied by the

1 documents required by subdivision 27-72-10(a)(2).

2 (h) All medical information solicited or obtained by any licensee shall be subject to the  
3 applicable provision of state law relating to confidentiality of medical information, if not  
4 otherwise provided in this chapter.

5 (i) All life settlement contracts entered into in this state shall provide that the owner may  
6 rescind the contract on or before fifteen (15) days after the date it is executed by all parties  
7 thereto. Rescission, if exercised by the owner, is effective only if both notice of the rescission is  
8 given, and the owner repays all proceeds and any premiums, loans, and loan interest paid on  
9 account of the provider within the rescission period. If the insured dies during the rescission  
10 period, the contract shall be deemed to have been rescinded subject to repayment by the owner or  
11 the owner's estate of all proceeds and any premiums, loans, and loan interest to the provider.

12 (j) Within three (3) business days after receipt from the owner of documents to effect the  
13 transfer of the insurance policy, the provider shall pay the proceeds of the settlement to an escrow  
14 or trust account managed by a trustee or escrow agent in a state or federally chartered financial  
15 institution pending acknowledgement of the transfer by the issuer of the policy. The trustee or  
16 escrow agent shall be required to transfer the proceeds due to the owner within three (3) business  
17 days of acknowledgement of the transfer from the insurer.

18 (k) Failure to tender the life settlement contract proceeds to the owner by the date  
19 disclosed to the owner renders the contract voidable by the owner for lack of consideration until  
20 the time the proceeds are tendered to and accepted by the owner. A failure to give written notice  
21 of the right of rescission hereunder shall toll the right of rescission until thirty (30) days after the  
22 written notice of the right of rescission has been given.

23 (l) Any fee paid by a provider, party, individual, or an owner to a broker in exchange for  
24 services provided to the owner pertaining to a life settlement contract shall be computed as a  
25 percentage of the offer obtained, not the face value of the policy. Nothing in this section shall be  
26 construed as prohibiting a broker from reducing such broker's fee below this percentage if the  
27 broker so chooses.

28 (m) The broker shall disclose to the owner anything of value paid or given to a broker,  
29 which relates to a life settlement contract.

30 (n) No person at any time prior to, or at the time of, the application for, or issuance of, a  
31 policy, or during a two (2) year period commencing with the date of issuance of the policy, shall  
32 enter into a life settlement regardless of the date the compensation is to be provided and  
33 regardless of the date the assignment, transfer, sale, devise, bequest or surrender of the policy is  
34 to occur. This prohibition shall not apply if the owner certifies to the provider that:

1           (1) The policy was issued upon the owner’s exercise of conversion rights arising out of a  
2 group or individual policy, provided the total of the time covered under the conversion policy  
3 plus the time covered under the prior policy is at least twenty-four (24) months. The time covered  
4 under a group policy must be calculated without regard to a change in insurance carriers,  
5 provided the coverage has been continuous and under the same group sponsorship; or

6           (2) The owner submits independent evidence to the provider that one or more of the  
7 following conditions have been met within the two (2) year period:

8           (i) The owner or insured is terminally or chronically ill;

9           (ii) The owner or insured disposes of his/her ownership interests in a closely held  
10 corporation, pursuant to the terms of a buyout or other similar agreement in effect at the time the  
11 insurance policy was initially issued;

12           (iii) The owner’s spouse dies;

13           (iv) The owner divorces his or her spouse;

14           (v) The owner retires from full-time employment;

15           (vi) The owner becomes physically or mentally disabled and a physician determines that  
16 the disability prevents the owner from maintaining full-time employment; or

17           (vii) A final order, judgment or decree is entered by a court of competent jurisdiction, on  
18 the application of a creditor of the owner, adjudicating the owner bankrupt or insolvent, or  
19 approving a petition seeking reorganization of the owner or appointing a receiver, trustee or  
20 liquidator to all or a substantial part of the owner’s assets;

21           (3) Copies of the independent evidence required by subdivision 27-72-11(n)(2) shall be  
22 submitted to the insurer when the provider submits a request to the insurer for verification of  
23 coverage. The copies shall be accompanied by a letter of attestation from the provider that the  
24 copies are true and correct copies of the documents received by the provider. Nothing in this  
25 section shall prohibit an insurer from exercising its right to contest the validity of any policy;

26           (4) If the provider submits to the insurer a copy of independent evidence provided for in  
27 subdivision 27-72-11(n)(2) when the provider submits a request to the insurer to effect the  
28 transfer of the policy to the provider, the copy is deemed to establish that the settlement contract  
29 satisfies the requirements of this section.

30           **27-72-12. Authority to promulgate regulations -- Conflict of laws. – (a) The**  
31 Commissioner may:

32           (1) Promulgate regulations implementing this chapter and regulating the activities and  
33 relationships of providers, brokers, insurers and their agents, subject to statutory limitations on  
34 administrative rule making.



1 (2) Provide by regulation that the commissioner is authorized and may in his or her  
2 discretion recover the reasonable cost of legal services incurred by the department in enforcement  
3 actions under this chapter either from the licensee against whom the action is taken or by way of  
4 an assessment of all providers licensed pursuant to subsection 27-72-3(a). The assessment  
5 formula shall be set by regulation based upon information provided in the prior years annual  
6 statement filed pursuant to subsection 27-72-3(l).

7 (b) Conflict of laws.

8 (1) If there is more than one owner on a single policy, and the owners are residents of  
9 different states, the life settlement contract shall be governed by the law of the state in which the  
10 owner having the largest percentage ownership resides or, if the owners hold equal ownership, the  
11 state of residence of one owner agreed upon in writing by all of the owners. The law of the state  
12 of the insured shall govern in the event that equal owners fail to agree in writing upon a state of  
13 residence for jurisdictional purposes.

14 (2) A provider from this state who enters into a life settlement contract with an owner  
15 who is a resident of another state that has enacted statutes or adopted regulations governing life  
16 settlement contracts, shall be governed in the effectuation of that life settlement contract by the  
17 statutes and regulations of the owner's state of residence. If the state in which the owner is a  
18 resident has not enacted statutes or regulations governing life settlement contracts, the provider  
19 shall give the owner notice that neither state regulates the transaction upon which he or she is  
20 entering. For transactions in those states, however, the provider is to maintain all records required  
21 as if the transactions were executed in the state of residence. The forms used in those states need  
22 not be approved by the department.

23 (3) If there is a conflict in the laws that apply to an owner and a purchaser in any  
24 individual transaction, the laws of the state that apply to the owner shall take precedence and the  
25 provider shall comply with those laws.

26 **27-72-13. Prohibited practices.** – (a) it is unlawful for any person to:

27 (1) Enter into a life settlement contract if such person knows or reasonably should have  
28 known that the life insurance policy was obtained by means of a false, deceptive or misleading  
29 application for such policy;

30 (2) Engage in any transaction, practice or course of business if such person knows or  
31 reasonably should have known that the intent was to avoid the notice requirements of this  
32 chapter;

33 (3) Engage in any fraudulent act or practice in connection with any transaction relating to  
34 any settlement involving an owner who is a resident of this state;

1           (4) Issue, solicit, market or otherwise promote the purchase of an insurance policy for the  
2 purpose of or with an emphasis on settling the policy;

3           (5) Enter into a premium finance agreement with any person or agency, or any person  
4 affiliated with such person or agency, pursuant to which such person shall receive any proceeds,  
5 fees or other consideration, directly or indirectly, from the policy or owner of the policy or any  
6 other person with respect to the premium finance agreement or any settlement contract or other  
7 transaction related to such policy that are in addition to the amounts required to pay the principal,  
8 interest and service charges related to policy premiums pursuant to the premium finance  
9 agreement or subsequent sale of such agreement; provided, further, that any payments, charges,  
10 fees or other amounts in addition to the amounts required to pay the principal, interest and service  
11 charges related to policy premiums paid under the premium finance agreement shall be remitted  
12 to the original owner of the policy or to his or her estate if he or she is not living at the time of the  
13 determination of the overpayment;

14           (6) With respect to any settlement contract or insurance policy and a broker, knowingly  
15 solicit an offer from, effectuate a life settlement contract with or make a sale to any provider,  
16 financing entity or related provider trust that is controlling, controlled by, or under common  
17 control with such broker unless such relationship has been disclosed to the owner;

18           (7) With respect to any life settlement contract or insurance policy and a provider,  
19 knowingly enter into a life settlement contract with an owner, if, in connection with such life  
20 settlement contract, anything of value will be paid to a broker that is controlling, controlled by, or  
21 under common control with such provider or the financing entity or related provider trust that is  
22 involved in such settlement contract unless such relationship has been disclosed to the owner;

23           (8) With respect to a provider, enter into a life settlement contract unless the life  
24 settlement promotional, advertising and marketing materials, as may be prescribed by regulation,  
25 have been filed with the commissioner. In no event shall any marketing materials expressly  
26 reference that the insurance is “free” for any period of time. The inclusion of any reference in the  
27 marketing materials that would cause an owner to reasonably believe that the insurance is free for  
28 any period of time shall be considered a violation of this chapter; or

29           (9) With respect to any life insurance producer, insurance company, broker, or provider  
30 make any statement or representation to the applicant or policyholder in connection with the sale  
31 or financing of a life insurance policy to the effect that the insurance is free or without cost to the  
32 policyholder for any period of time unless provided in the policy.

33           (b) A violation of this section shall be deemed a fraudulent life settlement act.

34           **27-72-14. Fraud prevention and control. – (a) Fraudulent life settlement acts,**

1 interference and participation of convicted felons prohibited.

2 (1) A person shall not commit a fraudulent life settlement act.

3 (2) A person shall not knowingly and intentionally interfere with the enforcement of the  
4 provisions of this chapter or investigations of suspected or actual violations of this chapter.

5 (3) A person in the business of life settlements shall not knowingly or intentionally  
6 permit any person convicted of a felony involving dishonesty or breach of trust to participate in  
7 the business of life settlements.

8 (b) Fraud warning required.

9 (1) Life settlement contracts and applications for life settlement contracts, regardless of  
10 the form of transmission, shall contain the following statement or a substantially similar  
11 statement:

12 “Any person who knowingly presents false information in an application for insurance or  
13 life settlement contract is guilty of a crime and may be subject to fines and confinement in  
14 prison.”

15 (2) The lack of a statement as required in subdivision (1) of this subsection does not  
16 constitute a defense in any prosecution for a fraudulent life settlement act.

17 (c) Mandatory reporting of fraudulent life settlement acts.

18 (1) Any person engaged in the business of life settlements having knowledge or a  
19 reasonable belief that a fraudulent life settlement acts is being, will be or has been committed  
20 shall provide to the commissioner the information required by, and in a manner prescribed by, the  
21 commissioner.

22 (2) Any other person having knowledge or a reasonable belief that a fraudulent life  
23 settlement act is being, will be or has been committed may provide to the commissioner the  
24 information required by, and in a manner prescribed by, the commissioner.

25 (d) Immunity from liability.

26 (1) No civil liability shall be imposed on and no cause of action shall arise from a  
27 person’s furnishing information concerning suspected, anticipated or completed fraudulent life  
28 settlement acts or suspected or completed fraudulent insurance acts, if the information is provided  
29 to or received from:

30 (i) The commissioner or the commissioner’s employees, agents or representatives;

31 (ii) Federal, state or local law enforcement or regulatory officials or their employees,  
32 agents or representatives;

33 (iii) A person involved in the prevention and detection of fraudulent life settlement acts  
34 or that person’s agents, employees or representatives;

1 (iv) Any regulatory body or their employees, agents or representatives, overseeing life  
2 insurance, life settlements, securities or investment fraud;

3 (v) The life insurer that issued the life insurance policy covering the life of the insured; or

4 (vi) The licensee and any agents, employees or representatives.

5 (2) Subdivision (1) of this subsection shall not apply to statements made with actual  
6 malice. In an action brought against a person for filing a report or furnishing other information  
7 concerning a fraudulent life settlement act or a fraudulent insurance act, the party bringing the  
8 action shall plead specifically any allegation that subdivision (1) does not apply because the  
9 person filing the report or furnishing the information did so with actual malice.

10 (3) A person identified in subdivision (1) shall be entitled to an award of attorney's fees  
11 and costs if he or she is the prevailing party in a civil cause of action for libel, slander or any  
12 other relevant tort arising out of activities in carrying out the provisions of this chapter and the  
13 party bringing the action was not substantially justified in doing so. For purposes of this section a  
14 proceeding is "substantially justified" if it had a reasonable basis in law or fact at the time that it  
15 was initiated.

16 (4) This section does not abrogate or modify common law or statutory privileges or  
17 immunities enjoyed by a person described in subdivision (1).

18 (e) Confidentiality.

19 (1) The documents and evidence provided pursuant to subsection (d) of this section or  
20 obtained by the commissioner in an investigation of suspected or actual fraudulent life settlement  
21 acts shall be privileged and confidential and shall not be a public record and shall not be subject  
22 to discovery or subpoena in a civil or criminal action.

23 (2) Subdivision (1) of this subsection does not prohibit release by the commissioner of  
24 documents and evidence obtained in an investigation of suspected or actual fraudulent life  
25 settlement acts:

26 (i) In administrative or judicial proceedings to enforce laws administered by the  
27 commissioner;

28 (ii) To federal, state or local law enforcement or regulatory agencies, to an organization  
29 established for the purpose of detecting and preventing fraudulent life settlement acts or to the  
30 NAIC; or

31 (iii) At the discretion of the commissioner, to a person in the business of life settlements  
32 that is aggrieved by a fraudulent life settlement act.

33 (3) Release of documents and evidence under subdivision (2) of this subsection does not  
34 abrogate or modify the privilege granted in subdivision (1).

1           (f) Other law enforcement or regulatory authority. This chapter shall not:  
2           (1) Preempt the authority or relieve the duty of other law enforcement or regulatory  
3 agencies to investigate, examine and prosecute suspected violations of law;  
4           (2) Preempt, supersede, or limit any provision of any state securities law or any rule,  
5 order, or notice issued thereunder;  
6           (3) Prevent or prohibit a person from voluntarily disclosing information concerning life  
7 settlement fraud to a law enforcement or regulatory agency other than the insurance department;  
8 or  
9           (4) Limit the powers granted elsewhere by the laws of this state to the commissioner or  
10 an insurance fraud unit to investigate and examine possible violations of law and to take  
11 appropriate action against wrongdoers.  
12           (g) Life settlement antifraud initiatives.  
13           (1) Providers and brokers shall have in place antifraud initiatives reasonably calculated to  
14 detect, prosecute and prevent fraudulent life settlement acts. At the discretion of the  
15 commissioner, the commissioner may order, or a licensee may request and the commissioner may  
16 grant, such modifications of the following required initiatives as necessary to ensure an effective  
17 antifraud program. The modifications may be more or less restrictive than the required initiatives  
18 so long as the modifications may reasonably be expected to accomplish the purpose of this  
19 section. Antifraud initiatives shall include:  
20           (i) Fraud investigators, who may be provider or broker employees or independent  
21 contractors; and  
22           (ii) An antifraud plan, which shall be submitted to the commissioner. The antifraud plan  
23 shall include, but not be limited to:  
24           (A) A description of the procedures for detecting and investigating possible fraudulent  
25 life settlement acts and procedures for resolving material inconsistencies between medical records  
26 and insurance applications;  
27           (B) A description of the procedures for reporting possible fraudulent life settlement acts  
28 to the commissioner;  
29           (C) A description of the plan for antifraud education and training of underwriters and  
30 other personnel; and  
31           (D) A description or chart outlining the organizational arrangement of the antifraud  
32 personnel who are responsible for the investigation and reporting of possible fraudulent life  
33 settlement acts and investigating unresolved material inconsistencies between medical records  
34 and insurance applications.

1           (2) Antifraud plans submitted to the commissioner shall be privileged and confidential  
2 and shall not be a public record and shall not be subject to discovery or subpoena in a civil or  
3 criminal action.

4           **27-72-15. Injunctions -- Civil remedies -- Cease and desist** – (a) In addition to the  
5 penalties and other enforcement provisions of this chapter, if any person violates this chapter or  
6 any rule implementing this chapter, the commissioner may seek an injunction in a court of  
7 competent jurisdiction in this state and may apply for temporary and permanent orders that the  
8 commissioner determines necessary to restrain the person from further committing the violation.

9           (b) Any person damaged by the acts of another person in violation of this chapter or any  
10 rule or regulation implementing this chapter, may bring a civil action for damages against the  
11 person committing the violation in a court of competent jurisdiction.

12           (c) The commissioner may issue a cease and desist order upon a person who violates any  
13 provision of this part, any rule or order adopted by the commissioner, or any written agreement  
14 entered into with the commissioner, in accordance with the chapter governing administrative  
15 procedures, section 42-35-1 et seq.

16           (d) When the commissioner finds that such an action presents an immediate danger to the  
17 public and requires an immediate final order, he may issue an emergency cease and desist order  
18 reciting with particularity the facts underlying such findings. The emergency cease and desist  
19 order is effective immediately upon service of a copy of the order on the respondent and remains  
20 effective for ninety (90) days. If the department begins non-emergency cease and desist  
21 proceedings under subsection (a), the emergency cease and desist order remains effective, absent  
22 an order by a court of competent jurisdiction pursuant to section 42-35-1 et seq. In the event of a  
23 willful violation of this chapter, the superior court may award statutory damages in addition to  
24 actual damages in an additional amount up to three (3) times the actual damage award. The  
25 provisions of this chapter may not be waived by agreement. No choice of law provision may be  
26 utilized to prevent the application of this chapter to any settlement in which a party to the  
27 settlement is a resident of this state.

28           **27-72-16. Penalties.** – (a) It is a violation of this chapter for any person, provider, broker,  
29 or any other party related to the business of life settlements, to commit a fraudulent life settlement  
30 act.

31           (b) For criminal liability purposes, a person that commits a fraudulent life settlement act  
32 is guilty of committing insurance fraud and shall be subject to additional penalties under section  
33 27-54-1 et seq.

34           (c) The commissioner shall be empowered to levy a civil penalty not exceeding one

1 thousand dollars (\$1,000) and the amount of the claim for each violation upon any person,  
2 including those persons and their employees licensed pursuant to this chapter, who is found to  
3 have committed a fraudulent life settlement act or violated any other provision of this chapter.

4 (d) The license of a person licensed under this chapter that commits a fraudulent life  
5 settlement act shall be revoked.

6 **27-72-17. Unfair trade practices.** -- A violation of this chapter shall be considered an  
7 unfair trade practice pursuant to state law and subject to the penalties provided by state law.

8 **27-72-18. Effective Date.** -- (a) A provider lawfully transacting business in this state  
9 prior to the effective date of this act may continue to do so pending approval or disapproval of  
10 that person's application for a license as long as the application is filed with the commissioner not  
11 later than thirty (30) days after publication by the commissioner of an application form and  
12 instructions for licensure of providers. If the publication of the application form and instructions  
13 is prior to the effective date of this act, then the filing of the application shall not be later than  
14 thirty (30) days after the effective date of this act. During the time that such an application is  
15 pending with the commissioner, the applicant may use any form of life settlement contract that  
16 has been filed with the commissioner pending approval thereof, provided that such form is  
17 otherwise in compliance with the provisions of this chapter. Any person transacting business in  
18 this state under this provision shall be obligated to comply with all other requirements of this  
19 chapter.

20 (b) A person who has lawfully negotiated life settlement contracts between any owner  
21 residing in this state and one or more providers for at least one year immediately prior to the  
22 effective date of this act may continue to do so pending approval or disapproval of that person's  
23 application for a license as long as the application is filed with the commissioner not later than  
24 thirty (30) days after publication by the commissioner of an application form and instructions for  
25 licensure of brokers. If the publication of the application form and instructions is prior to the  
26 effective date of this chapter, then the filing of the application shall not be later than thirty (30)  
27 days after the effective date of this act. Any person transacting business in this state under this  
28 provision shall be obligated to comply with all other requirements of this chapter.

29 SECTION 2. This act shall take effect on July 1, 2010.

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LC01017/SUB B  
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EXPLANATION  
BY THE LEGISLATIVE COUNCIL  
OF  
A N A C T  
RELATING TO INSURANCE -- LIFE SETTLEMENTS ACT

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1           This act would create comprehensive standards in the establishment and administration of  
2 life settlements contracts.

3           This act would take effect on July 1, 2010.

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LC01017/SUB B  
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