As Reported by the House Insurance Committee

129th General Assembly Regular Session 2011-2012

read as follows:

Sub. H. B. No. 250

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Representative Hackett

Cosponsors: Representatives Grossman, Stebelton, Beck, Letson

ABILL

amended and section 3905.062 of the Revised Code be enacted to

To	amend sections 3905.01, 3905.06, and 3905.40 and	1
	to enact section 3905.062 of the Revised Code to	2
	establish requirements and procedures for issuing	3
	portable electronics insurance.	4
BE IT ENACTED	BY THE GENERAL ASSEMBLY OF THE STATE OF OHIO:	
Section 1.	• That sections 3905.01, 3905.06, and 3905.40 be	5

Sec. 3905.01. As used in this chapter:

- (A) "Business entity" means a corporation, association,partnership, limited liability company, limited liabilitypartnership, or other legal entity.
- (B) "Home state" means the state or territory of the United 12 States, including the District of Columbia, in which an insurance 13 agent maintains the insurance agent's principal place of residence 14 or principal place of business and is licensed to act as an 15 insurance agent.
- (C) "Insurance" means any of the lines of authority set forth 17 in Chapter 1739., 1751., or 1761. or Title XXXIX of the Revised 18

(J) "Limited lines insurance agent" means a person authorized 50 by the superintendent to sell, solicit, or negotiate limited lines 51 insurance. 52 (K) "NAIC" means the national association of insurance 53 commissioners. 54 (L) "Negotiate" means to confer directly with, or offer 55 advice directly to, a purchaser or prospective purchaser of a 56 particular contract of insurance with respect to the substantive 57 benefits, terms, or conditions of the contract, provided the 58 person that is conferring or offering advice either sells 59 insurance or obtains insurance from insurers for purchasers. 60 (M) "Person" means an individual or a business entity. 61 (N) "Sell" means to exchange a contract of insurance by any 62 means, for money or its equivalent, on behalf of an insurer. 63 (O) "Solicit" means to attempt to sell insurance, or to ask 64 or urge a person to apply for a particular kind of insurance from 65 a particular insurer. 66 (P) "Superintendent" or "superintendent of insurance" means 67 the superintendent of insurance of this state. 68 (Q) "Terminate" means to cancel the relationship between an 69 insurance agent and the insurer or to terminate an insurance 70 agent's authority to transact insurance. 71 (R) "Uniform application" means the NAIC uniform application 72 for resident and nonresident agent licensing, as amended by the 73 NAIC from time to time. 74 (S) "Uniform business entity application" means the NAIC 75 uniform business entity application for resident and nonresident 76 business entities, as amended by the NAIC from time to time. 77

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issue a resident insurance agent license to an individual	79
applicant whose home state is Ohio upon submission of a completed	80
application and payment of any applicable fee required under this	81
chapter, if the superintendent finds all of the following:	82
(a) The applicant is at least eighteen years of age.	83
(b) The applicant has not committed any act that is a ground	84
for the denial, suspension, or revocation of a license under	85
section 3905.14 of the Revised Code.	86
(c) If required under section 3905.04 of the Revised Code,	87
the applicant has completed a program of insurance education for	88
each line of authority for which the applicant has applied.	89
(d) If required under section 3905.04 of the Revised Code,	90
the applicant has passed an examination for each line of authority	91
for which the applicant has applied.	92
(e) Any applicant applying for variable life-variable annuity	93
line of authority is registered with the financial industry	94
regulatory authority (FINRA) as a registered representative after	95
having passed at least one of the following examinations	96
administered by the FINRA: the series 6 examination, the series 7	97
examination, the series 63 examination, the series 66 examination,	98
or any other FINRA examination approved by the superintendent.	99
(f) If required under section 3905.051 of the Revised Code,	100
the applicant has consented to a criminal records check and the	101
results of the applicant's criminal records check are determined	102
to be satisfactory by the superintendent.	103
(g) The applicant is a United States citizen or has provided	104
proof of having legal authorization to work in the United States.	105
(h) The applicant is of good reputation and character, is	106
honest and trustworthy, and is otherwise suitable to be licensed.	107

(2) The superintendent shall issue a resident insurance agent

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least one month prior to the renewal date.

Applications shall be submitted to the superintendent on forms prescribed by the superintendent. Each application shall be accompanied by a biennial renewal fee. The superintendent also may require an applicant to submit any document reasonably necessary to verify the information contained in the renewal application.

- (2) To be eligible for renewal, an individual applicant shall complete the continuing education requirements pursuant to section 3905.481 of the Revised Code prior to the renewal date.
- (3) If an applicant submits a completed renewal application, qualifies for renewal pursuant to divisions (C)(1) and (2) of this section, and has not committed any act that is a ground for the refusal to issue, suspension of, or revocation of a license under section 3905.14 of the Revised Code, the superintendent shall renew the applicant's resident insurance agent license.
- (D) If an individual or business entity does not apply for
 the renewal of the individual or business entity's license on or
 before the license renewal date specified in division (C)(1) of
 this section, the individual or business entity may submit a late
 renewal application along with all applicable fees required under
 this chapter prior to the first day of the second month following
 the license renewal date.
- (E) A license issued under this section that is not renewed 191 on or before its renewal date pursuant to division (C) of this 192 section or its late renewal date pursuant to division (D) of this 193 section automatically is suspended for nonrenewal on the first day 194 of the second month following the renewal date. If a license is 195 suspended for nonrenewal pursuant to this division, the individual 196 or business entity is eligible to apply for reinstatement of the 197 license within the twelve-month period following the date by which 198 the license should have been renewed by complying with the 199

vendor to a customer.	261
(8) "Supervising entity" means an insurer or a business	262
entity licensed as an insurance agent under section 3905.06 of the	263
Revised Code that is appointed by an insurer to supervise the	264
administration of a portable electronics insurance program.	265
(9) "Vendor" means a person in the business of engaging in	266
portable electronics transactions directly or indirectly.	267
(B)(1) Except as provided in division (B)(2) of this section,	268
no vendor or vendor's employee shall offer, sell, solicit, or	269
place portable electronics insurance unless the vendor is licensed	270
under section 3905.06 or 3905.07 of the Revised Code with a	271
portable electronics insurance line of authority.	272
(2) Any vendor offering or selling portable electronics	273
insurance on or before the effective date of this section that	274
wishes to continue offering or selling that insurance shall apply	275
for a license within ninety days after the superintendent of	276
insurance makes the application available.	277
(C)(1) The superintendent shall issue a resident business	278
entity license to a vendor under section 3905.06 of the Revised	279
Code if the vendor satisfies the requirements of sections 3905.05	280
and 3905.06 of the Revised Code, except that the application for a	281
portable electronics insurance license shall satisfy the following	282
additional requirements:	283
(a) The application shall include the location of the	284
<pre>vendor's home office.</pre>	285
(b) If the application requires the vendor to designate an	286
individual or entity as a responsible insurance agent, that agent	287
shall not be required to be an employee of the applicant and may	288
be the supervising entity or an individual agent who is an	289
employee of the supervising entity.	290

(c) If the vendor derives less than fifty per cent of the	291
vendor's revenue from the sale of portable electronics insurance,	292
the application for a portable electronics insurance license may	293
require the vendor to provide the name, residence address, and	294
other information required by the superintendent for one employee	295
or officer of the vendor who is designated by the vendor as the	296
person responsible for the vendor's compliance with the	297
requirements of this chapter.	298
(d) If the vendor derives fifty per cent or more of the	299
vendor's revenue from the sale of portable electronics insurance,	300
the application may require the information listed under division	301
(C)(1)(c) of this section for all owners with at least ten per	302
cent interest or voting interest, partners, officers, and	303
directors of the vendor, or members or managers of a vendor that	304
is a limited liability company.	305
(2) The superintendent shall issue a nonresident business	306
entity license to a vendor if the vendor satisfies the	307
requirements of section 3905.07 of the Revised Code. However, if	308
the nonresident vendor's home state does not issue a limited lines	309
license for portable electronics insurance, the nonresident vendor	310
may apply for a resident license under section 3905.06 of the	311
Revised Code in the same manner and with the same rights and	312
privileges as if the vendor were a resident of this state.	313
(D) The holder of a limited lines license may not sell,	314
solicit, or negotiate insurance on behalf of any insurer unless	315
appointed to represent that insurer under section 3905.20 of the	316
Revised Code.	317
(E) Division (B)(34) of section 3905.14 of the Revised Code	318
shall not apply to portable electronics vendors or the vendors'	319
endorsees.	320
(F)(1) A vendor may authorize any endorsee of the vendor to	321

insurance coverage.	352
(G) Each vendor, or the supervising entity to that vendor,	353
shall provide a training and education program for all endorsees	354
who sell or offer portable electronics insurance. The program may	355
be provided as a web-based training module or in any other	356
electronic or recorded video form. The training and education	357
program shall meet all of the following minimum standards:	358
(1) The training shall be delivered to each endorsee of each	359
vendor who sells or offers portable electronics insurance and the	360
endorsee shall complete the training;	361
(2) If the training is conducted in an electronic form, the	362
supervising entity shall implement a supplemental education	363
program regarding portable electronics insurance that is conducted	364
and overseen by employees of the supervising entity who are	365
licensed as insurance agents under section 3905.06 of the Revised	366
Code;	367
(3) The training and education program shall include basic	368
information about portable electronics insurance and information	369
concerning all of the following prohibited actions of endorsees:	370
(a) No endorsee shall advertise, represent, or otherwise	371
represent the endorsee's self as a licensed insurance agent.	372
(b) No endorsee shall offer, sell, or solicit the purchase of	373
portable electronics insurance except in conjunction with and	374
incidental to the sale or lease of portable electronics.	375
(c) No endorsee shall make any statement or engage in any	376
conduct, express or implied, that would lead a customer to believe	377
any of the following:	378
(i) That the insurance policies offered by the endorsee	379
provide coverage not already provided by a customer's homeowner's	380
insurance policy, renter's insurance policy, or by another source	381

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of coverage;	382
(ii) That the purchase by the customer of portable	383
electronics insurance is required in order to purchase or lease	384
portable electronics or services from the portable electronics	385
vendor;	386
(iii) That the portable electronics vendor or its endorsees	387
are qualified to evaluate the adequacy of the customer's existing	388
insurance coverage.	389
(H) A supervising entity appointed to supervise the	390
administration of a portable electronics insurance program under	391
division (F)(2) of this section shall maintain a registry of	392
locations supervised by that entity that are authorized to sell or	393
solicit portable electronics insurance in this state. The	394
supervising entity shall make the registry available to the	395
superintendent upon request by the superintendent if the	396
superintendent provides ten days' notice to the vendor or	397
supervising entity.	398
(I) At every location where a vendor offers portable	399
electronics insurance to customers, the vendor shall provide	400
brochures or other written materials to prospective customers that	401
include all of the following:	402
(1) A summary of the material terms of the insurance	403
coverage, including all of the following:	404
(a) The identity of the insurer;	405
(b) The identity of the supervising entity;	406
(c) The amount of any applicable deductible and how it is to	407
be paid;	408
(d) Benefits of the coverage;	409
(e) Key terms and conditions of coverage such as whether	410
portable electronics may be replaced with a similar make and	411

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policy for any of the following reasons:

(a) The enrolled customer fails to pay the required premium;	474
(b) The enrolled customer ceases to have an active service	475
plan, if applicable, with the vendor of portable electronics;	476
(c) The enrolled customer exhausts the aggregate limit of	477
liability, if any, under the terms of the portable electronics	478
insurance policy and the insurer sends notice of termination to	479
the customer within thirty calendar days after exhaustion of the	480
limit. However, if the insurer does not send the notice within the	481
thirty-day time frame, enrollment shall continue notwithstanding	482
the aggregate limit of liability until the insurer sends notice of	483
termination to the enrolled customer.	484
(4) If a portable electronics insurance policy is terminated	485
by a vendor policyholder, the vendor policyholder shall provide	486
notice to each enrolled customer advising the customer of the	487
termination of the policy and the effective date of the	488
termination. The written notice shall be mailed or delivered to	489
the customer at least thirty days prior to the termination.	490
(5) Notice required pursuant to this section shall be	491
provided in writing, either via mail or by electronic means.	492
(a) If notice is provided via mail, it shall be mailed or	493
delivered to the vendor at the vendor's mailing address and to all	494
affected enrolled customers at the last known mailing addresses of	495
those customers on file with the insurer. The insurer or vendor of	496
portable electronics shall maintain proof of mailing in a form	497
authorized or accepted by the United States postal service or	498
other commercial mail delivery service.	499
(b) If notice is provided electronically, it shall be	500
transmitted via facsimile or electronic mail to the vendor at the	501
vendor's facsimile number or electronic mail address and to all	502
affected enrolled customers at the last known facsimile numbers or	503
electronic mail addresses of those customers on file with the	504

(C) Each applicant for licensure as an insurance agent except	564
applicants for licensure as surety bail bond agents and, surplus	565
line brokers, and portable electronics insurance vendors shall pay	566
ten dollars for each line of authority requested. Fees collected	567
under this division shall be credited to the department of	568
insurance operating fund created in section 3901.021 of the	569
Revised Code.	570
(D) Each domestic mutual life insurance company shall pay for	571
verifying that any amendment to its articles of incorporation was	572
regularly adopted, two hundred fifty dollars with each application	573
for verification. Any such amendment shall be considered to have	574
been regularly adopted when approved by the affirmative vote of	575
two-thirds of the policyholders present in person or by proxy at	576
any annual meeting of policyholders or at a special meeting of	577
policyholders called for that purpose.	578
(E) Each insurance agent doing business in this state shall	579
pay a biennial license renewal fee of twenty-five dollars, except	580
the following insurance agents are not required to pay the that	581
license renewal fee:	582
(1) Individual resident agents who have met their continuing	583
education requirements under section 3905.481 of the Revised Code;	584
(2) Surety bail bond agents;	585
(3) Surplus line brokers <u>:</u>	586
(4) Portable electronics insurance vendors.	587
(F) Each applicant for licensure as a portable electronics	588
insurance vendor with a portable electronics insurance limited	589
lines license and each licensed vendor doing business in this	590
state shall pay the following fees prescribed by the	591
<pre>superintendent:</pre>	592
(1) For vendors engaged in portable electronic transactions	593

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at more than ten locations in this state, an application fee not	594
to exceed five thousand dollars for an initial license and a	595
biennial license renewal fee not to exceed two thousand five	596
hundred dollars for each renewal thereafter;	597
(2) For vendors engaged in portable electronic transactions	598
at ten or fewer locations in this state, an application fee not to	599
exceed three thousand dollars for an initial license and a	600
biennial license renewal fee not to exceed one thousand dollars	601
for each renewal thereafter.	602
(G) All fees collected by the superintendent under this	603
section except any fees collected under divisions (A)(2), (3), and	604
(6) of this section shall be credited to the department of	605
insurance operating fund created under section 3901.021 of the	606
Revised Code.	607
Section 2. That existing sections 3905.01, 3905.06, and	608
3905.40 of the Revised Code are hereby repealed.	609