As Reported by the Senate Insurance and Financial Institutions Committee

132nd General Assembly

Regular Session 2017-2018

Am. S. B. No. 169

Senator Wilson

Cosponsors: Senators Eklund, Hackett, Hottinger

A BILL

То	o amend sections 3905.01, 3905.06, and 3905.40 and	1
	to enact section 3905.064 of the Revised Code to	2
	oversee the sale of travel insurance.	3

BE IT ENACTED BY THE GENERAL ASSEMBLY OF THE STATE OF OHIO:

Section 1. That sections 3905.01, 3905.06, and 3905.40 be	4
amended and section 3905.064 of the Revised Code be enacted to	5
read as follows:	6
Sec. 3905.01. As used in this chapter:	7
(A) "Affordable Care Act" means the "Patient Protection	8
and Affordable Care Act," 124 Stat. 119, 42 U.S.C. 18031 (2011).	9
(B) "Business entity" means a corporation, association,	10
partnership, limited liability company, limited liability	11
partnership, or other legal entity.	12
(C) "Home state" means the state or territory of the	13
United States, including the District of Columbia, in which an	14
insurance agent maintains the insurance agent's principal place	15
of residence or principal place of business and is licensed to	16

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act as an insurance agent.

- (D) "In-person assister" means any person, other than a 18 navigator, who receives any funding from, or who is selected or 19 designated by, an exchange, the state, or the federal government 20 to perform any of the activities and duties identified in 21 division (i) of section 1311 of the Affordable Care Act. "In-22 person assister" includes any individual that is employed by, 23 supervised by, or affiliated with an in-person assister and 24 performs any of the activities and duties identified in division 25 26 (i) of section 1311 of the Affordable Care Act, any nonnavigator assistance personnel, and any other person deemed as 27 such by rules adopted by the superintendent under division (L) 28 of section 3905.471 of the Revised Code. 29
- (E) "Insurance" means any of the lines of authority set forth in Chapter 1739., 1751., or 1761. or Title XXXIX of the Revised Code, or as additionally determined by the superintendent of insurance.
- (F) "Insurance agent" or "agent" means any person that, in order to sell, solicit, or negotiate insurance, is required to be licensed under the laws of this state, including limited lines insurance agents and surplus line brokers.
- (G) "Insurer" has the same meaning as in section 3901.32 of the Revised Code.
- (H) "License" means the authority issued by the

 superintendent to a person to act as an insurance agent for the

 lines of authority specified, but that does not create any

 actual, apparent, or inherent authority in the person to

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 represent or commit an insurer.
 - (I) "Limited line credit insurance" means credit life,

credit disability, credit property, credit unemployment,	46
involuntary unemployment, mortgage life, mortgage guaranty,	47
mortgage disability, guaranteed automobile protection insurance,	48
or any other form of insurance offered in connection with an	49
extension of credit that is limited to partially or wholly	50
extinguishing that credit obligation and that is designated by	51
the superintendent as limited line credit insurance.	52
(J) "Limited line credit insurance agent" means a person	53
that sells, solicits, or negotiates one or more forms of limited	54
line credit insurance to individuals through a master,	55
corporate, group, or individual policy.	56
(K) "Limited lines insurance" means those lines of	57
authority set forth in divisions (B)(7) to $\frac{(12)}{(13)}$ of section	58
3905.06 of the Revised Code or in rules adopted by the	59
superintendent, or any lines of authority the superintendent	60
considers necessary to recognize for purposes of complying with	61
section 3905.072 of the Revised Code.	62
(L) "Limited lines insurance agent" means a person	63
authorized by the superintendent to sell, solicit, or negotiate	64
limited lines insurance.	65
(M) "NAIC" means the national association of insurance	66
commissioners.	67
(N) "Insurance navigator" means a person selected to	68
perform the activities and duties identified in division (i) of	69
section 1311 of the Affordable Care Act that is certified by the	70

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superintendent of insurance under section 3905.471 of the

Revised Code. "Insurance navigator" refers to a navigator

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specified in section 1311 of the Affordable Care Act, 42 U.S.C.

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75 (O) "Negotiate" means to confer directly with, or offer advice directly to, a purchaser or prospective purchaser of a 76 particular contract of insurance with respect to the substantive 77 benefits, terms, or conditions of the contract, provided the 78 person that is conferring or offering advice either sells 79 insurance or obtains insurance from insurers for purchasers. 80 (P) "Person" means an individual or a business entity. 81 (Q) "Sell" means to exchange a contract of insurance by 82 any means, for money or its equivalent, on behalf of an insurer. 83 (R) "Self-service storage facility" means an entity that 84 is engaged in the business of providing real property designed 85 and used for the purpose of renting or leasing individual 86 storage space to the public who are to have access to the space 87 for the purpose of storing and removing personal property on a 88 self-service basis, but does not include a garage or other 89 storage area in a private residence. 90 (S) "Solicit" means to attempt to sell insurance, or to 91 ask or urge a person to apply for a particular kind of insurance 92 from a particular insurer. 93 (T) "Superintendent" or "superintendent of insurance" 94 means the superintendent of insurance of this state. 95 (U) "Terminate" means to cancel the relationship between 96 an insurance agent and the insurer or to terminate an insurance 97 agent's authority to transact insurance. 98 (V) "Uniform application" means the NAIC uniform 99 application for resident and nonresident agent licensing, as 100 amended by the NAIC from time to time. 101

(W) "Uniform business entity application" means the NAIC

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examination, the series 66 examination, or any other FINRA	132
examination approved by the superintendent.	133
(f) If required under section 3905.051 of the Revised	134
Code, the applicant has consented to a criminal records check	135
and the results of the applicant's criminal records check are	136
determined to be satisfactory by the superintendent.	137
(g) The applicant is a United States citizen or has	138
provided proof of having legal authorization to work in the	139
United States.	140
(h) The applicant is of good reputation and character, is	141
honest and trustworthy, and is otherwise suitable to be	142
licensed.	143
(2) The superintendent shall issue a resident insurance	144
agent license to a business entity applicant upon submission of	145
a completed application and payment of any applicable fees	146
required under this chapter if the superintendent finds all of	147
the following:	148
(a) Except as provided under division (C)(2) of section	149
3905.062 or division (C)(2) of section 3905.063 of the Revised	150
Code, the applicant either is domiciled in Ohio or maintains its	151
principal place of business in Ohio.	152
(b) The applicant has designated a licensed insurance	153
agent who will be responsible for the applicant's compliance	154
with the insurance laws of this state.	155
(c) The applicant has not committed any act that is a	156
ground for the denial, suspension, or revocation of a license	157
under section 3905.14 of the Revised Code.	158
(d) Any applicant applying for a portable electronics	159

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forms prescribed by the superintendent. Each application shall	215
be accompanied by a biennial renewal fee. The superintendent	216
also may require an applicant to submit any document reasonably	217
necessary to verify the information contained in the renewal	218
application.	219
(2) To be eligible for renewal, an individual applicant	220
shall complete the continuing education requirements pursuant to	221
section 3905.481 of the Revised Code prior to the renewal date.	222
(3) If an applicant submits a completed renewal	223
application, qualifies for renewal pursuant to divisions (C)(1)	224
and (2) of this section, and has not committed any act that is a	225
ground for the refusal to issue, suspension of, or revocation of	226
a license under section 3905.14 of the Revised Code, the	227
superintendent shall renew the applicant's resident insurance	228
agent license.	229
(D) If an individual or business entity does not apply for	230
the renewal of the individual or business entity's license on or	231
before the license renewal date specified in division (C)(1) of	232
this section, the individual or business entity may submit a	233
late renewal application along with all applicable fees required	234
under this chapter prior to the first day of the second month	235
following the license renewal date.	236
(E) A license issued under this section that is not	237
renewed on or before its renewal date pursuant to division (C)	238
of this section or its late renewal date pursuant to division	239
(D) of this section automatically is suspended for nonrenewal on	240
the first day of the second month following the renewal date. If	241
a license is suspended for nonrenewal pursuant to this division,	242
the individual or business entity is eligible to apply for	243

reinstatement of the license within the twelve-month period

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<pre>following:</pre>	274
(a) Interruption or cancellation of a trip or event;	275
(b) Loss of baggage or personal effects;	276
(c) Damages to accommodations or rental vehicles;	277
(d) Sickness, accident, disability, or death occurring during travel.	278 279
"Travel insurance" does not include major medical plans	280
that provide comprehensive medical protection for a traveler	281
with a trip lasting six months or longer, including a plan	282
covering a person working overseas as an expatriate or in a	283
deployed military unit.	284
(3) "Travel retailer" means a business entity that makes,	285
arranges, or offers travel services, and that may offer or sell	286
travel insurance as a service to its customers on behalf of, and	287
under the direction of, a limited lines travel insurance agent	288
in conjunction with the making, arranging, or offering of travel	289
services.	290
(B) No person shall offer or sell travel insurance except	291
as provided in this section.	292
(C) Notwithstanding any other provision of law, the	293
superintendent of insurance may issue to an individual or	294
business entity a limited lines travel insurance agent license	295
that authorizes the holder of the license to sell, solicit, or	296
negotiate travel insurance through a licensed insurer if both of	297
the following requirements are met:	298
(1) The individual or business entity has submitted an	299
application to the superintendent for the license on a form and	300
in a manner prescribed by the superintendent.	301

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7.6 Reported by the conditional medical medical committee	
who is responsible for the limited lines travel insurance	330
agent's compliance with the travel insurance laws and rules of	331
this state. The designated responsible insurance agent must be a	332
licensed insurance agent qualified in any of the following lines	333
of authority in accordance with section 3905.06 of the Revised	334
<pre>Code:</pre>	335
(i) Travel;	336
(ii) Property;	337
(iii) Personal.	338
(b) The responsible insurance agent shall comply with the	339
fingerprinting requirements of section 3905.051 of the Revised	340
Code or the applicable fingerprinting requirements of the home	341
state of the limited lines travel insurance agent.	342
(3) The limited lines travel insurance agent business	343
entity and the responsible insurance agent are responsible for	344
the acts of the travel retailer and use reasonable means to	345
ensure compliance with this section by the travel retailer.	346
(4)(a) The limited lines travel insurance agent requires	347
each employee and authorized representative of the travel	348
retailer, whose duties include offering or selling travel	349
insurance, to receive a program of instruction or training that	350
is subject to review by the superintendent of insurance.	351
(b) The training material shall, at minimum, contain	352
instructions on the types of insurance offered, ethical sales	353
practices, and required disclosures to prospective customers.	354
The training materials shall be subject to review by the	355
superintendent of insurance.	356
(5) The travel retailer offers or sells the travel	357

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insurance only in conjunction with the making, arranging, or	358
offering of travel services.	359
(F) A limited lines travel insurance agent, as well as any	360
travel retailer and the retailer's employees that are registered	361
under division (D) of this section, are exempt from any	362
examination and education requirements as set forth in section	363
3905.04 of the Revised Code for purposes of this section only.	364
(G)(1) Any travel retailer offering or selling travel	365
insurance shall make available to prospective purchasers	366
brochures or other written materials that contain all of the	367
<pre>following:</pre>	368
(a) The identity and contact information of the insurer	369
and the limited lines travel insurance agent;	370
(b) An explanation that the purchase of travel insurance	371
is not required in order to purchase any other product or	372
service from the travel retailer;	373
(c) An explanation that an unlicensed travel retailer is	374
permitted to provide general information about the insurance	375
offered by the travel retailer, including a description of the	376
coverage and price, but is not qualified or authorized to answer	377
technical questions about the terms and conditions of the	378
insurance offered by the travel retailer or to evaluate the	379
adequacy of the customer's existing insurance coverage.	380
(2) A travel retailer's employee or authorized	381
representative who is not licensed as an insurance agent shall	382
not do any of the following:	383
(a) Evaluate or interpret the technical terms, benefits,	384
and conditions of the offered travel insurance coverage;	385

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purchase of travel insurance or related services shall be	415
separately itemized on the customer's bill.	416
(H) Travel insurance may be provided under individual or	417
group insurance.	418
(I) Any limited lines travel insurance agent, or any	419
travel retailer offering or selling travel insurance under a	420
limited lines travel insurance agent, that fails to comply with	421
the provisions of this section is deemed to have engaged in an	422
unfair and deceptive act or practice in the business of	423
<pre>insurance as defined in section 3901.21 of the Revised Code and</pre>	424
is subject to section 3905.14 of the Revised Code.	425
(J) A license issued under this section shall be renewed	426
on a biennial basis as set forth in sections 3905.06 and 3905.07	427
of the Revised Code.	428
Sec. 3905.40. There shall be paid to the superintendent of	429
insurance the following fees:	430
(A) Each insurance company doing business in this state	431
shall pay:	432
(1) For filing a copy of its charter or deed of	433
settlement, two hundred fifty dollars;	434
(2) For filing each statement, one hundred seventy-five	435
dollars;	436
(3) For each certificate of authority or license, one	437
hundred seventy-five, and for each certified copy thereof, five	438
dollars;	439
(4) For each copy of a paper filed in the superintendent's	440
office, twenty cents per page;	441

(5) For issuing certificates of deposits or certified	442
copies thereof, five dollars for the first certificate or copy	443
and one dollar for each additional certificate or copy;	444
(6) For issuing certificates of compliance or certified	445
copies thereof, sixty dollars;	446
(7) For affixing the seal of office and certifying	447
documents, other than those enumerated herein, two dollars;	448
(8) For each agent appointment and each annual renewal of	449
an agent appointment, not more than twenty dollars.	450
(B) Each domestic life insurance company doing business in	451
this state shall pay for annual valuation of its policies, one	452
cent on every one thousand dollars of insurance.	453
(C) Each applicant for licensure as an insurance agent	454
except applicants for licensure as surety bail bond agents,	455
surplus line brokers, portable electronics insurance vendors,	456
and self-service storage facilities shall pay ten dollars for	457
each line of authority requested. Fees collected under this	458
division shall be credited to the department of insurance	459
operating fund created in section 3901.021 of the Revised Code.	460
(D) Each domestic mutual life insurance company shall pay	461
for verifying that any amendment to its articles of	462
incorporation was regularly adopted, two hundred fifty dollars	463
with each application for verification. Any such amendment shall	464
be considered to have been regularly adopted when approved by	465
the affirmative vote of two-thirds of the policyholders present	466
in person or by proxy at any annual meeting of policyholders or	467
at a special meeting of policyholders called for that purpose.	468
(E) Each insurance agent doing business in this state	469
shall pay a biennial license renewal fee of twenty-five dollars,	470

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except the following insurance agents are not required to pay	471	
that license renewal fee:	472	
(1) Individual resident agents who have met their	473	
continuing education requirements under section 3905.481 of the	474	
Revised Code;	475	
(2) Surety bail bond agents;	476	
(3) Surplus line brokers;	477	
(4) Portable electronics insurance vendors;	478	
(5) Self-service storage facilities;	479	
(6) Limited lines travel insurance agents.	480	
(F) Each applicant for licensure as a portable electronics	481	
insurance vendor with a portable electronics insurance limited	482	
lines license and each licensed vendor doing business in this	483	
state shall pay the following fees prescribed by the	484	
<pre>superintendent:</pre>	485	
(1) For vendors engaged in portable electronic	486	
transactions at more than ten locations in this state, an	487	
application fee not to exceed five thousand dollars for an	488	
initial license and a biennial license renewal fee not to exceed	489	
two thousand five hundred dollars for each renewal thereafter;	490	
(2) For vendors engaged in portable electronic	491	
transactions at ten or fewer locations in this state, an	492	
application fee not to exceed three thousand dollars for an	493	
initial license and a biennial license renewal fee not to exceed	494	
one thousand dollars for each renewal thereafter.	495	
(G) Each applicant for licensure as a limited lines travel	496	
insurance agent shall pay an application fee prescribed by the	497	

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superintendent not to exceed fifty dollars for an initial	498
license and a biennial license renewal fee prescribed by the	499
superintendent not to exceed fifty dollars for each renewal	500
<pre>thereafter.</pre>	501
(H) Each applicant for a self-service storage insurance	502
limited lines license and each holder of such a license in this	503
state shall pay an application fee not to exceed ten dollars for	504
an initial license and a biennial license renewal fee not to	505
exceed twenty-five dollars for each renewal thereafter.	506
(H) (I) All fees collected by the superintendent under	507
this section except any fees collected under divisions (A)(2),	508
(3), and (6) of this section shall be credited to the department	509
of insurance operating fund created under section 3901.021 of	510
the Revised Code.	511
Section 2. That existing sections 3905.01, 3905.06, and	512
3905.40 of the Revised Code are hereby repealed.	513
Section 3. The amendment of sections 3905.01, 3905.06, and	514
3905.40 and the enactment of section 3905.064 of the Revised	515
Code in this act shall take effect ninety days after the	516
effective date of this act.	517