



## 94TH GENERAL ASSEMBLY

### State of Illinois

2005 and 2006

HB0316

Introduced 01/19/05, by Rep. JoAnn D. Osmond

#### SYNOPSIS AS INTRODUCED:

215 ILCS 5/500-77  
215 ILCS 5/500-80

Amends the Illinois Insurance Code. Changes the name of business organizations licensed to sell insurance from registered firm to business entity to conform usage to changes made by Public Act 92-386. Provides that written disclosure of a fee that is separate from a commission must be provided to the consumer before the service to which the fee relates is performed. Makes technical changes. Effective immediately.

LRB094 06684 LJB 36778 b

1 AN ACT in relation to insurance.

2 **Be it enacted by the People of the State of Illinois,**  
3 **represented in the General Assembly:**

4 Section 5. The Illinois Insurance Code is amended by  
5 changing Sections 500-77 and 500-80 as follows:

6 (215 ILCS 5/500-77)

7 Sec. 500-77. Policyholder information and exclusive  
8 ownership of expirations.

9 (a) As used in this Section, "expirations" means all  
10 information relative to an insurance policy including, but not  
11 limited to, the name and address of the insured, the location  
12 and description of the property insured, the value of the  
13 insurance policy, the inception date, the renewal date, and the  
14 expiration date of the insurance policy, the premiums, the  
15 limits and a description of the terms and coverage of the  
16 insurance policy, and any other personal and privileged  
17 information, as defined by Section 1003 of this Code, compiled  
18 by a business entity ~~registered firm~~ or furnished by the  
19 insured to the insurer or any agent, contractor, or  
20 representative of the insurer.

21 For purposes of this Section only, a business entity  
22 ~~registered firm~~ also includes a sole proprietorship that  
23 transacts the business of insurance as an insurance agency.

24 (b) All "expirations" as defined in subsection (a) of this  
25 Section shall be mutually and exclusively owned by the insured  
26 and the business entity ~~registered firm~~. The limitations on the  
27 use of expirations as provided in subsections (c) and (d) of  
28 this Section shall be for mutual benefit of the insured and the  
29 business entity ~~registered firm~~.

30 (c) Except as otherwise provided in this Section, for  
31 purposes of soliciting, selling, or negotiating the renewal or  
32 sale of insurance coverage, insurance products, or insurance

1 services or for any other marketing purpose, a business entity  
2 ~~registered firm~~ shall own and have the exclusive use of  
3 expirations, records, and other written or electronically  
4 stored information directly related to an insurance  
5 application submitted by, or an insurance policy written  
6 through, the business entity ~~registered firm~~. No insurance  
7 company, managing general agent, surplus lines insurance  
8 broker, wholesale broker, group self-insurance fund,  
9 third-party administrator, or any other entity, other than a  
10 financial institution as defined in Section 1402 of this Code,  
11 shall use such expirations, records, or other written or  
12 electronically stored information to solicit, sell, or  
13 negotiate the renewal or sale of insurance coverage, insurance  
14 products, or insurance services to the insured or for any other  
15 marketing purposes, either directly or by providing such  
16 information to others, without, separate from the general  
17 agency contract, the written consent of the business entity  
18 ~~registered firm~~. However, such expirations, records, or other  
19 written or electronically stored information may be used for  
20 any purpose necessary for placing such business through the  
21 insurance producer including reviewing an application and  
22 issuing or renewing a policy and for loss control services.

23 (d) With respect to a business entity ~~registered firm~~, this  
24 Section shall not apply:

25 (1) when the insured requests either orally or in  
26 writing that another business entity ~~registered firm~~  
27 obtain quotes for insurance from another insurance company  
28 or when the insured requests in writing individually or  
29 through another business entity ~~registered firm~~, that the  
30 insurance company renew the policy;

31 (2) to policies in the Illinois Fair Plan, the Illinois  
32 Automobile Insurance Plan, or the Illinois Assigned Risk  
33 Plan for coverage under the Workers' Compensation Act and  
34 the Workers' Occupational Diseases Act;

35 (3) when the insurance producer is employed by or has  
36 agreed to act exclusively or primarily for one company or

1 group of affiliated insurance companies or to a producer  
2 who submits to the company or group of affiliated companies  
3 that are organized to transact business in this State as a  
4 reciprocal company, as defined in Article IV of this Code,  
5 every request or application for insurance for the classes  
6 and lines underwritten by the company or group of  
7 affiliated companies;

8 (4) to policies providing life and accident and health  
9 insurance;

10 (5) when the business entity ~~registered firm~~ is in  
11 default for nonpayment of premiums under the contract with  
12 the insurer or is guilty of conversion of the insured's or  
13 insurer's premiums or its license is revoked by or  
14 surrendered to the Department;

15 (6) to any insurance company's obligations under  
16 Sections 143.17 and 143.17a of this Code; or

17 (7) to any insurer that, separate from a producer or  
18 business entity ~~registered firm~~, creates, develops,  
19 compiles, and assembles its own, identifiable expirations  
20 as defined in subsection (a).

21 For purposes of this Section, an insurance producer shall  
22 be deemed to have agreed to act primarily for one company or a  
23 group of affiliated insurance companies if the producer (i)  
24 receives 75% or more of his or her insurance related  
25 commissions from one company or a group of affiliated companies  
26 or (ii) places 75% or more of his or her policies with one  
27 company or a group of affiliated companies.

28 Nothing in this Section prohibits an insurance company,  
29 with respect to any items herein, from conveying to the insured  
30 or the business entity ~~registered firm~~ any additional benefits  
31 or ownership rights including, but not limited to, the  
32 ownership of expirations on any policy issued or the imposition  
33 of further restrictions on the insurance company's use of the  
34 insured's personal information.

35 (e) Nothing in this Section prevents a financial  
36 institution, as defined in Section 1402 of this Code, from

1 obtaining from the insured, the insurer, or the business entity  
2 ~~registered firm~~ the expiration dates of an insurance policy  
3 placed on collateral or otherwise used as security in  
4 connection with a loan made or serviced by the financial  
5 institution when the financial institution requires the  
6 expiration dates for evidence of insurance.

7 (f) For purposes of this Section, "financial institution"  
8 does not include an insurance company, business entity  
9 ~~registered firm~~, managing general agent, surplus lines broker,  
10 wholesale broker, group self-funded insurance fund, or  
11 third-party administrator.

12 (g) The Director may adopt rules in accordance with Section  
13 401 of this Code for the enforcement of this Section.

14 (h) This Section applies to the expirations relative to all  
15 policies of insurance bound, applied for, sold, renewed, or  
16 otherwise taking effect on or after June 1, 2001 ~~the effective~~  
17 ~~date of this amendatory Act of the 92nd General Assembly.~~

18 (Source: P.A. 92-5, eff. 6-1-01; 92-651, eff. 7-11-02.)

19 (215 ILCS 5/500-80)

20 Sec. 500-80. Commissions.

21 (a) An insurer or insurance producer may not pay a  
22 commission, service fee, brokerage, or other valuable  
23 consideration to a person for selling, soliciting, or  
24 negotiating insurance in this State if that person is required  
25 to be licensed under this Article and is not so licensed at the  
26 time of selling, soliciting, or negotiating the insurance.

27 (b) A person may not accept a commission, service fee,  
28 brokerage, or other valuable consideration for selling,  
29 soliciting, or negotiating insurance in this State if that  
30 person is required to be licensed under this Article and is not  
31 so licensed.

32 (c) Renewal or other deferred commissions may be paid to a  
33 person for selling, soliciting, or negotiating insurance in  
34 this State if the person was required to be licensed under this  
35 Article at the time of the sale, solicitation, or negotiation

1 and was so licensed at that time.

2 (d) An insurer or insurance producer may pay or assign  
3 commissions, service fees, brokerages, or other valuable  
4 consideration to an insurance agency or to persons who do not  
5 sell, solicit, or negotiate insurance in this State, unless the  
6 payment would violate Section 151 of this Code.

7 (e) When an insurance producer or business entity charges  
8 any fee or compensation separate from commissions deductible  
9 from, or directly attributable to, premiums on insurance  
10 policies or contracts, it must comply with all of the  
11 following:

12 (1) It must provide written disclosure to the consumer  
13 or contracting party that clearly specifies the amount or  
14 extent of the compensation or fee prior to the delivery of  
15 the corresponding policy or the performance of the service.  
16 A copy of the written disclosure must be maintained for a  
17 period of 7 years by the producer or business entity that  
18 collects the compensation or fee ~~for a period of 7 years~~.

19 (2) If the combined compensation or fee exceeds 10% of  
20 a directly attributable premium amount of a corresponding  
21 contract or policy, the disclosure must also include the  
22 signature of the consumer or contracting party  
23 acknowledging the compensation or fee.

24 (3) If an insurance policy or contract is cancelled for  
25 any reason within 90 days following the inception date, the  
26 producer or business entity shall refund to the consumer a  
27 prorated portion of the fee or compensation within 30 days  
28 after the producer or business entity receives proper  
29 documentation that the corresponding insurance policy or  
30 contract has been cancelled. At no time shall a producer or  
31 business entity charge the consumer a fee or compensation  
32 for cancellation of any insurance policy or contract.

33 (4) If the policy file contains documentation that the  
34 producer performed a service corresponding to the  
35 applicable coverage or policy and the written disclosure  
36 stated that the fees were fully earned, then those fees

1           shall be fully earned at inception of the disclosure's  
2           execution.

3           (Source: P.A. 92-386, eff. 1-1-02; 92-587, eff. 6-26-02.)

4           Section 99. Effective date. This Act takes effect upon  
5           becoming law.