### 96TH GENERAL ASSEMBLY

### State of Illinois

## 2009 and 2010

#### HB6078

Introduced 2/11/2010, by Rep. Dan Brady

#### SYNOPSIS AS INTRODUCED:

See Index

Amends the Illinois Funeral or Burial Funds Act and the Illinois Pre-Need Cemetery Sales Act to transfer all authority given to the Comptroller under the Acts to the Department of Financial and Professional Regulation. Replaces all references to "Comptroller" with "Department". Effective immediately.

LRB096 20610 ASK 36318 b

FISCAL NOTE ACT MAY APPLY

A BILL FOR

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1

AN ACT concerning regulation.

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

Section 5. The Illinois Funeral or Burial Funds Act is
amended by changing Sections 1a, 1a-1, 1a-2, 2, 3, 3a, 3a-5,
3b, 3c, 3d, 3e, 3f, 4a, 7.2, 7.3, 8, and 8.1 as follows:

7 (225 ILCS 45/1a) (from Ch. 111 1/2, par. 73.101a)
8 Sec. 1a. For the purposes of this Act, the following terms
9 shall have the meanings specified, unless the context clearly

10 requires another meaning:

"Beneficiary" means the person specified in the pre-need contract upon whose death funeral services or merchandise shall be provided or delivered.

14 <u>"Department" means the Department of Financial and</u> 15 Professional Regulation.

16 "Licensee" means a seller of a pre-need contract who has 17 been licensed by the <u>Department</u> Comptroller under this Act.

18 "Outer burial container" means any container made of 19 concrete, steel, wood, fiberglass or similar material, used 20 solely at the interment site, and designed and used exclusively 21 to surround or enclose a separate casket and to support the 22 earth above such casket, commonly known as a burial vault, 23 grave box or grave liner, but not including a lawn crypt as HB6078 - 2 - LRB096 20610 ASK 36318 b

1 defined in the Illinois Pre-need Cemetery Sales Act.

2 "Parent company" means a corporation owning more than 12
3 cemeteries or funeral homes in more than one state.

4 "Person" means any person, partnership, association,5 corporation, or other entity.

"Pre-need contract" means any agreement or contract, or any 6 series or combination of agreements or contracts, whether 7 8 funded by trust deposits or life insurance policies or 9 annuities, which has for a purpose the furnishing or 10 performance of funeral services or the furnishing or delivery 11 of any personal property, merchandise, or services of any 12 nature in connection with the final disposition of a dead human body. Nothing in this Act is intended to regulate the content 13 14 of a life insurance policy or a tax-deferred annuity.

15 "Provider" means a person who is obligated for furnishing 16 or performing funeral services or the furnishing or delivery of 17 any personal property, merchandise, or services of any nature 18 in connection with the final disposition of a dead human body.

19 "Purchaser" means the person who originally paid the money 20 under or in connection with a pre-need contract.

"Sales proceeds" means the entire amount paid to a seller, exclusive of sales taxes paid by the seller, finance charges paid by the purchaser, and credit life, accident or disability insurance premiums, upon any agreement or contract, or series or combination of agreements or contracts, for the purpose of performing funeral services or furnishing personal property, 1 merchandise, or services of any nature in connection with the 2 final disposition of a dead human body, including, but not 3 limited to, the retail price paid for such services and 4 personal property and merchandise.

5 "Purchase price" means sales proceeds less finance charges6 on retail installment contracts.

7 "Seller" means the person who sells or offers to sell the 8 pre-need contract to a purchaser, whether funded by a trust 9 agreement, life insurance policy, or tax-deferred annuity.

10 "Trustee" means a person authorized to hold funds under 11 this Act.

12 (Source: P.A. 92-419, eff. 1-1-02.)

13 (225 ILCS 45/1a-1)

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14 Sec. 1a-1. Pre-need contracts.

(a) It shall be unlawful for any seller doing business within this State to accept sales proceeds from a purchaser, either directly or indirectly by any means, unless the seller enters into a pre-need contract with the purchaser which meets the following requirements:

(1) It states the name and address of the principal
office of the seller and the parent company of the seller,
if any.

(1.5) If funded by a trust, it clearly identifies the
 trustee's name and address and the primary state or federal
 regulator of the trustee as a corporate fiduciary.

1 (1.7) If funded by life insurance, it clearly 2 identifies the life insurance provider and the primary 3 regulator of the life insurance provider.

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(2) It clearly identifies the provider's name and address, the purchaser, and the beneficiary, if other than the purchaser.

7 (2.5) If the provider has branch locations, the
8 contract gives the purchaser the opportunity to identify
9 the branch at which the funeral will be provided.

10 (3) It contains a complete description of the funeral 11 merchandise and services to be provided and the price of 12 the merchandise and services, and it clearly discloses 13 whether the price of the merchandise and services is 14 guaranteed or not guaranteed as to price.

15 (A) Each guaranteed price contract shall contain
16 the following statement in 12 point bold type:

17 CONTRACT GUARANTEES THE BENEFICIARY THIS THE GOODS AND SERVICES CONTRACTED 18 SPECIFIC FOR. NO 19 ADDITIONAL CHARGES MAY BE REQUIRED. FOR DESIGNATED 20 GOODS AND SERVICES, ADDITIONAL CHARGES MAY BE INCURRED FOR UNEXPECTED EXPENSES INCLUDING, BUT NOT LIMITED TO, 21 22 CASH ADVANCES, SHIPPING OF REMAINS FROM A DISTANT 23 PLACE, OR DESIGNATED HONORARIA ORDERED OR DIRECTED BY 24 SURVIVORS.

(B) Except as provided in subparagraph (C) of this
 paragraph (3), each non-guaranteed price contract

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shall contain the following statement in 12 point bold
type:

THIS CONTRACT DOES NOT GUARANTEE THE PRICE THE 3 BENEFICIARY WILL PAY FOR ANY SPECIFIC GOODS 4 OR 5 SERVICES. ANY FUNDS PAID UNDER THIS CONTRACT ARE ONLY A DEPOSIT TO BE APPLIED TOWARD THE FINAL PRICE OF THE 6 GOODS OR SERVICES CONTRACTED FOR. ADDITIONAL CHARGES 7 MAY BE REQUIRED. 8

9 (C) If a non-guaranteed price contract may 10 subsequently become guaranteed, the contract shall 11 clearly disclose the nature of the guarantee and the 12 time, occurrence, or event upon which the contract 13 shall become a guaranteed price contract.

14 (4) It provides that if the particular supplies and
15 services specified in the pre-need contract are
16 unavailable at the time of delivery, the provider shall be
17 required to furnish supplies and services similar in style
18 and at least equal in quality of material and workmanship.

19 (5) It discloses any penalties or restrictions,
 20 including but not limited to geographic restrictions or the
 21 inability of the provider to perform, on the delivery of
 22 merchandise, services, or pre-need contract guarantees.

23 (6) Regardless of the method of funding the pre-need24 contract, the following must be disclosed:

(A) Whether the pre-need contract is to be funded
by a trust, life insurance, or an annuity;

1 (B) The nature of the relationship among the person 2 funding the pre-need contract, the provider, and the 3 seller; and

(C) The impact on the pre-need contract of (i) any 4 5 changes in the funding arrangement including but not limited to changes in the assignment, beneficiary 6 7 designation, or use of the funds; (ii) any specific 8 penalties to be incurred by the contract purchaser as a 9 result of failure to make payments; (iii) penalties to 10 be incurred or moneys or refunds to be received as a 11 result of cancellations; and (iv) all relevant 12 information concerning what occurs and whether any 13 entitlements or obligations arise if there is a 14 difference between the proceeds of the particular 15 funding arrangement and the amount actually needed to 16 pay for the funeral at-need.

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(D) The method of changing the provider.

(b) All pre-need contracts are subject to the Federal Trade
Commission Rule concerning the Cooling-Off Period for
Door-to-Door Sales (16 CFR Part 429).

(c) No pre-need contract shall be sold in this State unless there is a provider for the services and personal property being sold. If the seller is not a provider, then the seller must have a binding agreement with a provider, and the identity of the provider and the nature of the agreement between the seller and the provider shall be disclosed in the pre-need 1 contract at the time of the sale and before the receipt of any 2 sales proceeds. The failure to disclose the identity of the 3 provider, the nature of the agreement between the seller and 4 the provider, or any changes thereto to the purchaser and 5 beneficiary, or the failure to make the disclosures required in 6 subdivision (a)(1), constitutes an intentional violation of 7 this Act.

8 (d) All pre-need contracts must be in writing in at least 9 11 point type, numbered, and executed in duplicate. A signed 10 copy of the pre-need contract must be provided to the purchaser 11 at the time of entry into the pre-need contract. The <u>Department</u> 12 <del>Comptroller</del> may by rule develop a model pre-need contract form 13 that meets the requirements of this Act.

(e) The <u>Department</u> State Comptroller shall by rule develop 14 15 a booklet for consumers in plain English describing the scope, 16 application, and consumer protections of this Act. After the 17 adoption of these rules, no pre-need contract shall be sold in this State unless (i) the seller distributes to the purchaser 18 19 prior to the sale a booklet promulgated or approved for use by the Department State Comptroller; (ii) the seller explains to 20 21 the purchaser the terms of the pre-need contract prior to the 22 purchaser signing; and (iii) the purchaser initials a statement 23 in the contract confirming that the seller has explained the terms of the contract prior to the purchaser signing. 24

25 (f) All sales proceeds received in connection with a 26 pre-need contract shall be deposited into a trust account as

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provided in Section 1b and Section 2 of this Act, or shall be used to purchase a life insurance policy or tax-deferred annuity as provided in Section 2a of this Act.

(q) No pre-need contract shall be sold in this State unless 4 5 it is accompanied by a funding mechanism permitted under this Act, and unless the seller is licensed by the Department 6 7 Comptroller as provided in Section 3 of this Act. Nothing in 8 this Act is intended to relieve sellers of pre-need contracts 9 from being licensed under any other Act required for their 10 profession or business, and being subject to the rules 11 promulgated to requlate their profession business, or 12 including rules on solicitation and advertisement.

13 (Source: P.A. 96-879, eff. 2-2-10.)

14 (225 ILCS 45/1a-2)

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Sec. 1a-2. Pre-Need Funeral Consumer Protection Fund.

16 (a) Each licensee shall pay a fee of \$5 out of the funds received for each pre-need contract sold and shall forward this 17 18 sum to the Department Comptroller semi-annually within 30 days of the end of June and December. Fees collected under this 19 20 Section shall be deposited into the Pre-need Funeral Consumer 21 Protection Fund, which is hereby created as a special fund in 22 the State treasury. Moneys in the Fund may be expended for the purposes specified in subsection (b) and to purchase insurance 23 24 to cover losses guaranteed by the Fund.

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(b) In the event that the purchaser is unable to receive

the benefits of his or her pre-need contract or to receive the 1 2 funds due by reason of cancellation of the contract, the 3 purchaser may apply to the Department Comptroller on a form prescribed by the Department Comptroller for restitution from 4 5 the Pre-need Funeral Consumer Protection Fund. Upon a finding by the <u>Department</u> Comptroller that the benefits or return of 6 7 payment is not available to the purchaser, the Department 8 Comptroller may cause restitution to be paid to the purchaser 9 from the Pre-need Funeral Consumer Protection Fund.

10 (c) In all such cases where a purchaser is paid restitution 11 from the Fund, the Department Comptroller shall be subrogated 12 to that purchaser's claims against the licensee for all amounts 13 paid from the Fund. If the licensee's liability for default is 14 subsequently proven, any award made by a court of law shall be 15 made payable to the Pre-need Funeral Consumer Protection Fund 16 up to the amount paid to the purchaser from the Fund and the 17 Department Comptroller shall request that the Attorney General engage in all reasonable post-judgment collection steps to 18 19 collect such claims from the judgment debtor and reimburse the 20 Fund.

(d) The Fund shall not be applied toward any restitution for losses in any lawsuit initiated by the Attorney General or <u>Department Comptroller</u> or with respect to any claim made on a pre-need contract that occurred prior to the effective date of this amendatory Act of the 96th General Assembly.

26 (e) Notwithstanding any other provision of this Section,

the payment of restitution from the Fund shall be a matter of grace and not of right and no purchaser shall have any vested right in the Fund as a beneficiary or otherwise.

4 (f) The Fund may not be allocated for any purpose other5 than that specified in this Act.

6 (Source: P.A. 96-879, eff. 2-2-10.)

7 (225 ILCS 45/2) (from Ch. 111 1/2, par. 73.102)

8 Sec. 2. (a) If a purchaser selects a trust arrangement to 9 fund the pre-need contract, all trust deposits as determined by 10 Section 1b shall be made within 30 days of receipt.

(b) A trust established under this Act must be maintained with a corporate fiduciary as defined in Section 1-5.05 of the Corporate Fiduciary Act.

14 (c) Trust agreements and amendments to the trust agreements
 15 used to fund a pre-need contract shall be filed with the
 16 <u>Department Comptroller</u>.

17 (d) (Blank).

18 (e) A seller or provider shall furnish to the trustee and 19 depositary the name of each payor and the amount of payment on 20 each such account for which deposit is being so made. Nothing 21 shall prevent the trustee from commingling the deposits in any 22 such trust fund for purposes of its management and the 23 investment of its funds as provided in the Common Trust Fund 24 Act. In addition, multiple trust funds maintained under this 25 Act may be commingled or commingled with other funeral or

burial related trust funds if all record keeping requirements
 imposed by law are met.

3 (f) (Blank).

4 (g) Upon no less than 30 days prior notice to the 5 <u>Department</u> Comptroller, the seller may change the trustee of 6 the fund. Failure to provide the <u>Department</u> Comptroller with 7 timely prior notice is an intentional violation of this Act.

(h) A trustee shall at least annually furnish to each 8 9 statement containing: (1) the purchaser а receipts, 10 disbursements, and inventory of the trust, including an 11 explanation of any fees or expenses charged by the trustee 12 under Section 5 of this Act or otherwise, (2) an explanation of 13 the purchaser's right to a refund, if any, under this Act, and (3) identifying the primary regulator of the trust as a 14 15 corporate fiduciary under state or federal law.

16 (Source: P.A. 96-879, eff. 2-2-10.)

17 (225 ILCS 45/3) (from Ch. 111 1/2, par. 73.103)

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Sec. 3. Licensing.

19 (a) No person, firm, partnership, association or 20 corporation may act as seller without first securing from the 21 Department State Comptroller a license to so act. Application for such license shall be in writing, signed by the applicant 22 and duly verified on forms furnished by the 23 Department 24 Comptroller. Each application shall contain at least the 25 following:

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1 (1) The full name and address (both residence and place 2 of business) of the applicant, and every member, officer 3 and director thereof if the applicant is a firm, 4 partnership, association, or corporation, and of every 5 shareholder holding more than 10% of the corporate stock if 6 the applicant is a corporation;

7 (2) A statement of the applicant's assets and 8 liabilities;

9 (3) The name and address of the applicant's principal 10 place of business at which the books, accounts, and records 11 shall be available for examination by the <u>Department</u> 12 <del>Comptroller</del> as required by this Act;

13 (4) The names and addresses of the applicant's branch 14 locations at which pre-need sales shall be conducted and 15 which shall operate under the same license number as the 16 applicant's principal place of business;

17 (5) For each individual listed under item (1) above, a detailed statement of the individual's business experience 18 19 for the 10 years immediately preceding the application; any 20 present or prior connection between the individual and any 21 other person engaged in pre-need sales; any felony or misdemeanor convictions for which fraud was an essential 22 23 element; any charges or complaints lodged against the 24 individual for which fraud was an essential element and 25 which resulted in civil or criminal litigation; any failure 26 of the individual to satisfy an enforceable judgment

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1 entered against him based upon fraud; and any other information requested by the 2 Department Comptroller relating to past business practices of the individual. 3 Since the information required by this item (5) may be 4 5 confidential or contain proprietary information, this information shall not be available to other licensees or 6 the general public and shall be used only for the lawful 7 8 purposes of the Department Comptroller in enforcing this 9 Act:

10 (6) The name of the trustee and, if applicable, the 11 names of the advisors to the trustee, including a copy of 12 the proposed trust agreement under which the trust funds 13 are to be held as required by this Act; and

14 (7) Such other information as the <u>Department</u>
 15 Comptroller may reasonably require in order to determine
 16 the qualification of the applicant to be licensed under
 17 this Act.

(b) Applications for license shall be accompanied by a 18 19 fidelity bond executed by the applicant and a surety company 20 authorized to do business in this State or an irrevocable, unconditional letter of credit issued by a bank, credit union, 21 22 or trust company authorized to do business in the State of 23 Illinois, as approved by the Department State Comptroller, in such amount not exceeding \$10,000 as the Department Comptroller 24 25 may require. If, after notice and an opportunity to be heard, it has been determined that a licensee has violated this Act 26

within the past 5 calendar years, the <u>Department</u> Comptroller may require an additional bond or letter of credit from the licensee from time to time in amounts equal to one-tenth of such trust funds, which bond or letter of credit shall run to the <u>Department</u> Comptroller for the use and benefit of the beneficiaries of such trust funds.

7 licensee shall keep accurate accounts, books The and 8 records in this State, at the principal place of business 9 identified in the licensee's license application or as otherwise approved by the Department Comptroller in writing, of 10 11 all transactions, copies of all pre-need contracts, trust 12 agreements, and other agreements, dates and amounts of payments made and accepted thereon, the names and addresses of the 13 14 contracting parties, the persons for whose benefit such funds 15 are accepted, and the names of the depositaries of such funds. 16 Each licensee shall maintain the documentation for a period of 17 3 years after the licensee has fulfilled his obligations under the pre-need contract. Additionally, for a period not to exceed 18 19 6 months after the performance of all terms in a pre-need sales 20 contract, the licensee shall maintain copies of the contract at the licensee branch location where the contract was entered or 21 22 at some other location agreed to by the Department Comptroller 23 in writing. If an insurance policy or tax-deferred annuity is 24 used to fund the pre-need contract, the licensee under this Act 25 shall keep and maintain accurate accounts, books, and records 26 in this State, at the principal place of business identified in

the licensee's application or as otherwise approved by the 1 Department Comptroller in writing, of all insurance policies 2 and tax-deferred annuities used to fund the pre-need contract, 3 the name and address of insured, annuitant, and initial 4 5 beneficiary, and the name and address of the insurance company 6 issuing the policy or annuity. If a life insurance policy or 7 tax-deferred annuity is used to fund a pre-need contract, the 8 licensee shall notify the insurance company of the name of each 9 pre-need contract purchaser and the amount of each payment when 10 the pre-need contract, insurance policy or annuity is 11 purchased.

12 licensee shall make reports The to the Department 13 Comptroller annually or at such other time as the Department 14 Comptroller may require, on forms furnished by the Department 15 Comptroller. The licensee shall file the annual report with the 16 Department Comptroller within 75 days after the end of the 17 licensee's fiscal year. The Department Comptroller shall for good cause shown grant an extension for the filing of the 18 19 annual report upon the written request of the licensee. Such 20 extension shall not exceed 60 days. If a licensee fails to submit an annual report to the Department Comptroller within 21 22 the time specified in this Section, the Department Comptroller 23 shall impose upon the licensee a penalty of \$5 for each and every day the licensee remains delinquent in submitting the 24 25 annual report. The Department Comptroller may abate all or part 26 of the \$5 daily penalty for good cause shown. Every application

shall be accompanied by a check or money order in the amount of
 \$25 and every report shall be accompanied by a check or money
 order in the amount of \$10 payable to: <u>the Illinois Department</u>
 <u>of Financial and Professional Regulation</u> Comptroller, State of
 <del>Illinois</del>.

The licensee shall make all required books and records 6 pertaining to trust funds, insurance policies, or tax-deferred 7 8 annuities available to the Department Comptroller for 9 examination. The Department Comptroller, or а person 10 designated by the Department Comptroller who is trained to 11 perform such examinations, may at any time investigate the 12 books, records and accounts of the licensee with respect to trust funds, insurance policies, or tax-deferred annuities and 13 14 for that purpose may require the attendance of and examine 15 under oath all persons whose testimony he may require. The 16 licensee shall pay a fee for such examination in accordance 17 with a schedule established by the Department Comptroller. The fee shall not exceed the cost of such examination. For pre-need 18 19 contracts funded by trust arrangements, the cost of an initial 20 examination shall be borne by the licensee if it has \$10,000 or 21 more in trust funds, otherwise, by the Department Comptroller. 22 charge made by the Department Comptroller for The an 23 examination shall be based upon the total amount of trust funds held by the licensee at the end of the calendar or fiscal year 24 25 for which the report is required by this Act and shall be in 26 accordance with the following schedule:

Less than \$10,000..... no charge; \$10,000 or more but less than \$50,000..... \$10; \$50,000 or more but less than \$100,000 ..... \$40; \$100,000 or more but less than \$250,000..... \$80; \$250,000 or more .... \$100.

The Department Comptroller may order additional audits or 6 7 examinations as he or she may deem necessary or advisable to 8 ensure the safety and stability of the trust funds and to 9 ensure compliance with this Act. These additional audits or 10 examinations shall only be made after good cause is established 11 by the Department Comptroller in the written order. The grounds 12 for ordering these additional audits or examinations may include, but shall not be limited to: 13

14 (1) material and unverified changes or fluctuations in
 15 trust balances or insurance or annuity policy amounts;

16 (2) the licensee changing trustees more than twice in17 any 12-month period;

(3) any withdrawals or attempted withdrawals from the
trusts, insurance policies, or annuity contracts in
violation of this Act; or

(4) failure to maintain or produce documentation
required by this Act for deposits into trust accounts,
trust investment activities, or life insurance or annuity
policies.

The licensee shall bear the full cost of that examination or audit, up to a maximum of \$20,000. The <u>Department</u>

Comptroller may elect to pay for the examination or audit and 1 2 receive reimbursement from the licensee. Payment of the costs 3 of the examination or audit by a licensee shall be a condition of receiving, maintaining, or renewing a license under this 4 5 Act. All moneys received by the Department Comptroller for examination or audit fees shall be maintained in a separate 6 7 to be known as the <u>Department's</u> Comptroller's account 8 Administrative Fund. This Fund, subject to appropriation by the 9 General Assembly, may be utilized by the Department Comptroller 10 for enforcing this Act and other purposes that may be 11 authorized by law.

12 For pre-need contracts funded by life insurance or a 13 tax-deferred annuity, the cost of an examination shall be borne by the licensee. The fee schedule for such examination shall be 14 15 established in rules promulgated by the Department 16 Comptroller. In the event such investigation or other 17 information received by the Department Comptroller discloses a substantial violation of the requirements of this Act, the 18 Department Comptroller shall revoke the license of such person 19 20 upon a hearing as provided in this Act. Such licensee may terminate all further responsibility for compliance with the 21 22 requirements of this Act by voluntarily surrendering the 23 license to the Department Comptroller, or in the event of its loss, furnishing the <u>Department</u> Comptroller with a sworn 24 25 statement to that effect, which states the licensee's intention to discontinue acceptance of funds received under pre-need 26

1 contracts. Such license or statement must be accompanied by an 2 affidavit that said licensee has lawfully expended or refunded 3 all funds received under pre-need contracts, and that the 4 licensee will accept no additional sales proceeds. The 5 <u>Department Comptroller</u> shall immediately cancel or revoke said 6 license.

7 (Source: P.A. 96-879, eff. 2-2-10.)

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8 (225 ILCS 45/3a) (from Ch. 111 1/2, par. 73.103a)

Sec. 3a. Denial, suspension, or revocation of license.

(a) The <u>Department</u> Comptroller may refuse to issue or may
 suspend or revoke a license on any of the following grounds:

12 (1) The applicant or licensee has made any 13 misrepresentations or false statements or concealed any 14 material fact.

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(2) The applicant or licensee is insolvent.

16 (3) The applicant or licensee has been engaged in17 business practices that work a fraud.

18 (4) The applicant or licensee has refused to give
 19 pertinent data to the <u>Department</u> Comptroller.

(5) The applicant or licensee has failed to satisfy any
 enforceable judgment or decree rendered by any court of
 competent jurisdiction against the applicant.

(6) The applicant or licensee has conducted or is aboutto conduct business in a fraudulent manner.

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(7) The trust agreement is not in compliance with State

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1 or federal law.

2 (8) The fidelity bond is not satisfactory to the
 3 <u>Department</u> Comptroller.

(9) As to any individual required to be listed in the 4 5 license application, the individual has conducted or is 6 about to conduct any business on behalf of the applicant in 7 a fraudulent manner; has been convicted of any felony or 8 misdemeanor, an essential element of which is fraud; has 9 had a judgment rendered against him or her based on fraud 10 in any civil litigation; has failed to satisfy any 11 enforceable judgment or decree rendered against him or her 12 by any court of competent jurisdiction; or has been convicted of any felony or any theft-related offense. 13

(10) The applicant or licensee, including any member,
officer, or director thereof if the applicant or licensee
is a firm, partnership, association or corporation and any
shareholder holding more than 10% of the corporate stock,
has violated any provision of this Act or any regulation,
decision, order, or finding made by the <u>Department</u>
Comptroller under this Act.

(11) The <u>Department</u> Comptroller finds any fact or condition existing which, if it had existed at the time of the original application for such license, would have warranted the <u>Department</u> Comptroller in refusing the issuance of the license.

(b) Before refusal to issue or renew and before suspension

or revocation of a license, the Department Comptroller shall 1 hold a hearing to determine whether the applicant or licensee, 2 3 hereinafter referred to as the respondent, is entitled to hold such a license. At least 10 days prior to the date set for such 4 5 hearing, the Department Comptroller shall notifv the 6 respondent in writing that on the date designated a hearing will be held to determine his eligibility for a license and 7 8 that he may appear in person or by counsel. Such written notice 9 may be served on the respondent personally, or by registered or 10 certified mail sent to the respondent's business address as 11 shown in his latest notification to the Department Comptroller. 12 At the hearing, both the respondent and the complainant shall be accorded ample opportunity to present in person or by 13 14 counsel such statements, testimony, evidence and argument as 15 may be pertinent to the charges or to any defense thereto. The 16 Department Comptroller may reasonably continue such hearing 17 from time to time.

18 The <u>Department</u> Comptroller may subpoen aany person or 19 persons in this State and take testimony orally, by deposition 20 or by exhibit, in the same manner and with the same fees and 21 mileage allowances as prescribed in judicial proceedings in 22 civil cases.

Any authorized agent of the <u>Department</u> Comptroller may administer oaths to witnesses at any hearing which the <u>Department</u> Comptroller is authorized to conduct.

26 (Source: P.A. 92-419, eff. 1-1-02.)

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1 (225 ILCS 45/3a-5)

Sec. 3a-5. License requirements.

3 (a) Every license issued by the Department Comptroller 4 shall state the number of the license, the business name and 5 address of the licensee's principal place of business, each 6 branch location also operating under the license, and the 7 licensee's parent company, if any. The license shall be 8 conspicuously posted in each place of business operating under 9 the license. The Department Comptroller may issue such 10 additional licenses as may be necessary for licensee branch 11 locations upon compliance with the provisions of this Act 12 governing an original issuance of a license for each new 13 license.

(b) Individual salespersons representing a licensee shall not be required to obtain licenses in their individual capacities, but must acknowledge, by affidavit, that they have been provided with a copy of and have read this Act. The licensee shall retain copies of the affidavits of its sellers for its records and shall make the affidavits available to the Department Comptroller for examination upon request.

(c) The licensee shall be responsible for the activities of any person representing the licensee in selling or offering a pre-need contract for sale.

24 (d) Any person not selling on behalf of a licensee shall25 obtain its own license.

1 (e) No license shall be transferable or assignable without 2 the express written consent of the <u>Department</u> Comptroller. A 3 transfer of more than 50% of the ownership of any business 4 licensed hereunder shall be deemed to be an attempted 5 assignment of the license originally issued to the licensee for 6 which consent of the <u>Department</u> Comptroller shall be required.

7 (f) Every license issued hereunder shall remain in force 8 until it has been suspended, surrendered, or revoked in 9 accordance with this Act. The Department Comptroller, upon the 10 request of an interested person or on his own motion, may issue 11 new licenses to a licensee whose license or licenses have been 12 revoked, if no factor or condition then exists which would have 13 warranted the Department Comptroller to originally refuse the issuance of such license. 14

15 (Source: P.A. 92-419, eff. 1-1-02.)

16 (225 ILCS 45/3b) (from Ch. 111 1/2, par. 73.103b)

17 Sec. 3b. The Department Comptroller, at his expense, shall 18 provide a certified shorthand reporter to take down the testimony and preserve a record of all proceedings at the 19 hearing of any case involving the refusal to issue or renew a 20 21 license, the suspension or revocation of a license, the 22 imposition of a monetary penalty, or the referral of a case for criminal prosecution. The record of any such proceeding shall 23 24 consist of the notice of hearing, complaint, all other 25 documents in the nature of pleadings and written motions filed

in the proceedings, the transcript of testimony and the report and orders of the <u>Department</u> Comptroller. Copies of the transcript of such record may be purchased from the certified shorthand reporter who prepared the record.

5 (Source: P.A. 84-839.)

6 (225 ILCS 45/3c) (from Ch. 111 1/2, par. 73.103c)

7 Sec. 3c. Any circuit court may, upon application of the 8 Department Comptroller or of the applicant or licensee against 9 whom proceedings under Section 3a are pending, enter an order 10 requiring witnesses to attend and testify, and requiring the 11 production of documents, papers, files, books and records in 12 connection with any hearing in any proceedings under that Section. Failure to obey such court order may result in the 13 14 institution of contempt proceedings.

15 (Source: P.A. 84-839.)

16 (225 ILCS 45/3d) (from Ch. 111 1/2, par. 73.103d)

Sec. 3d. Any person affected by a final administrative 17 decision of the Department Comptroller may have such decision 18 reviewed judicially by the circuit court of the county where 19 20 such person resides, or in the case of a corporation, where the 21 registered office is located. If the plaintiff in the review proceeding is not a resident of this State, venue shall be in 22 Sangamon County. The provisions of the Administrative Review 23 Law, as now or hereafter amended, and any rules adopted 24

thereunder shall govern all proceedings for the judicial review of final administrative decisions of the <u>Department</u> <del>Comptroller</del>. The term "administrative decision" is defined as in the Administrative Review Law.

5 The <u>Department</u> Comptroller is not required to certify the 6 record of the proceeding unless the plaintiff in the review 7 proceedings has purchased a copy of the transcript from the 8 certified shorthand reporter who prepared the record. Exhibits 9 shall be certified without cost.

10 (Source: P.A. 84-839.)

11 (225 ILCS 45/3e) (from Ch. 111 1/2, par. 73.103e)

Sec. 3e. Upon the revocation of, suspension of, or refusal to renew any license, the licensee shall immediately surrender the license or licenses to the <u>Department Comptroller</u>. If the licensee fails to do so, the <u>Department Comptroller</u> shall have the right to seize the same.

17 (Source: P.A. 92-419, eff. 1-1-02.)

18 (225 ILCS 45/3f)

19 Sec. 3f. Revocation of license.

(a) The <u>Department</u> Comptroller, upon determination that
grounds exist for the revocation or suspension of a license
issued under this Act, may revoke or suspend, if appropriate,
the license issued to a licensee or to a particular branch
office location with respect to which the grounds for

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1 revocation or suspension may occur or exist.

2 (b) Whenever a license is revoked by the <u>Department</u> 3 Comptroller, he or she shall apply to the Circuit Court of the 4 county wherein the licensee is located for a receiver to 5 administer the trust funds of the licensee or to maintain the 6 life insurance policies and tax-deferred annuities held by the 7 licensee under a pre-need contract.

8 (Source: P.A. 92-419, eff. 1-1-02.)

- 9 (225 ILCS 45/4a)
- 10 Sec. 4a. Investment of funds.

(a) A trustee has a duty to invest and manage the trust
assets pursuant to the Prudent Investor Rule under the Trusts
and Trustees Act.

14 (b) The trust shall be a single-purpose trust fund. In the 15 event of the seller's bankruptcy, insolvency or assignment for 16 the benefit of creditors, or an adverse judgment, the trust funds shall not be available to any creditor as assets of the 17 seller or to pay any expenses of any bankruptcy or similar 18 proceeding, but shall be distributed to the purchasers or 19 20 managed for their benefit by the trustee holding the funds. 21 Except in an action by the Department Comptroller to revoke a 22 license issued pursuant to this Act and for creation of a receivership as provided in this Act, the trust shall not be 23 24 subject to judgment, execution, garnishment, attachment, or 25 other seizure by process in bankruptcy or otherwise, nor to sale, pledge, mortgage, or other alienation, and shall not be
 assignable except as approved by the <u>Department Comptroller</u>.
 The changes made by Public Act 91-7 are intended to clarify
 existing law regarding the inability of licensees to pledge the
 trust.

6 (c) Because it is not known at the time of deposit or at 7 the time that income is earned on the trust account to whom the 8 principal and the accumulated earnings will be distributed for 9 the purpose of determining the Illinois income tax due on these 10 trust funds, the principal and any accrued earnings or losses 11 related to each individual account shall be held in suspense 12 until the final determination is made as to whom the account 13 paid. The beneficiary's estate shall not shall be be 14 responsible for any funeral and burial purchases listed in a 15 pre-need contract if the pre-need contract is entered into on a 16 guaranteed price basis.

17 If a pre-need contract is not a guaranteed price contract, then to the extent the proceeds of a non-quaranteed price 18 pre-need contract cover the funeral and burial expenses for the 19 20 beneficiary, no claim may be made against the estate of the beneficiary. A claim may be made against the beneficiary's 21 22 estate if the charges for the funeral services and merchandise 23 at the time of use exceed the amount of the amount in trust plus the percentage of the sale proceeds initially retained by 24 25 the seller or the face value of the life insurance policy or 26 tax-deferred annuity.

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1 (Source: P.A. 96-879, eff. 2-2-10.)

(225 ILCS 45/7.2)

3 Sec. 7.2. Investigation of unlawful practices. If it 4 appears to the <u>Department</u> Comptroller that a person has engaged 5 in, is engaging in, or is about to engage in any practice in 6 violation of this Act, the <u>Department</u> Comptroller may:

7 (1) require that person to file on such terms as the Department Comptroller prescribes a statement or report in 8 oath or otherwise, containing 9 writing, under all 10 information the Department Comptroller may consider 11 necessary to ascertain whether a licensee is in compliance with this Act, or whether an unlicensed person is engaging 12 13 in activities for which a license is required;

14 (2) examine under oath any person in connection with 15 the books and records pertaining to or having an impact 16 upon trust funds, insurance policies, or tax deferred 17 annuities required or allowed to be maintained pursuant to 18 this Act;

(3) examine any books and records of the licensee,
 trustee, or investment advisor that the <u>Department</u>
 Comptroller may consider necessary to ascertain compliance
 with this Act; and

(4) require the production of a copy of any record,
book, document, account, or paper that is produced in
accordance with this Act and retain it in his or her

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1	possession until the completion of all proceedings in
2	connection with which it is produced.
3	(Source: P.A. 92-419, eff. 1-1-02.)
4	(225 ILCS 45/7.3)
5	Sec. 7.3. Service. Service by the <u>Department</u> Comptroller of
6	any notice requiring a person to file a statement or report
7	shall be made:
8	(1) personally by delivery of a duly executed copy
9	thereof to the person to be served or, if that person is
10	not a natural person, in the manner provided in the Civil
11	Practice Law when a complaint is filed; or
12	(2) by mailing by certified mail a duly executed copy
13	thereof to the person to be served at his or her last known
14	abode or principal place of business within this State.
15	(Source: P.A. 89-615, eff. 8-9-96.)
16	(225 ILCS 45/8) (from Ch. 111 1/2, par. 73.108)
17	Sec. 8. Any person who intentionally fails to deposit the
18	required sales proceeds into a trust required under this Act,
19	intentionally and improperly withdraws or uses trust funds for
20	his or her own benefit, or otherwise intentionally violates any
21	provision of this Act is guilty of a Class 4 felony.
22	If any person intentionally violates this Act or fails or
23	refuses to comply with any order of the <u>Department</u> Comptroller
24	or any part of an order that has become final to the person and

is still in effect, the Department Comptroller may, after 1 2 notice and hearing at which it is determined that a violation of this Act or the order has been committed, further order that 3 the person shall forfeit and pay to the State of Illinois a sum 4 5 not to exceed \$5,000 for each violation. This liability shall be enforced in an action brought in any court of competent 6 7 jurisdiction by the Department Comptroller in the name of the 8 People of the State of Illinois.

9 In addition to the other penalties and remedies provided in 10 this Act, the <u>Department</u> Comptroller may bring a civil action 11 in the county of residence of the licensee or any person 12 accepting trust funds to enjoin any violation or threatened 13 violation of this Act.

14 The powers vested in the <u>Department</u> Comptroller by this 15 Section are in addition to any and all other powers and 16 remedies vested in the <u>Department</u> Comptroller by law.

17 (Source: P.A. 92-419, eff. 1-1-02.)

18 (225 ILCS 45/8.1)

Sec. 8.1. Sales; liability of purchaser for shortage. In the event of a sale or transfer of all or substantially all of the assets of the licensee, the sale or transfer of the controlling interest of the corporate stock of the licensee if the licensee is a corporation, the sale or transfer of the controlling interest of the partnership if the licensee is a partnership, or the sale of the licensee pursuant to

foreclosure proceedings, the purchaser is liable for any 1 2 shortages existing before or after the sale in the trust funds required to be maintained in a trust pursuant to this Act and 3 shall honor all pre-need contracts and trusts entered into by 4 5 the licensee. Any shortages existing in the trust funds constitute a prior lien in favor of the trust for the total 6 7 value of the shortages, and notice of that lien shall be 8 provided in all sales instruments.

9 In the event of a sale or transfer of all or substantially 10 all of the assets of the licensee, the sale or transfer of the 11 controlling interest of the corporate stock of the licensee if 12 the licensee is a corporation, or the sale or transfer of the controlling interest of the partnership if the licensee is a 13 partnership, the licensee shall, at least 21 days prior to the 14 15 sale or transfer, notify the Department Comptroller, in 16 writing, of the pending date of sale or transfer so as to 17 permit the Department Comptroller to audit the books and records of the licensee. The audit must be commenced within 10 18 business days of the receipt of the notification and completed 19 20 within the 21-day notification period unless the Department Comptroller notifies the licensee during that period that there 21 22 is a basis for determining a deficiency which will require 23 additional time to finalize. Failure to provide timely notice to the <u>Department</u> Comptroller under this Section shall be an 24 25 intentional violation of this Act. The sale or transfer may not 26 be completed by the licensee unless and until:

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(i) the <u>Department Comptroller</u> has completed the audit
 of the licensee's books and records;

3 (ii) any delinquency existing in the trust funds has 4 been paid by the licensee, or arrangements satisfactory to 5 the <u>Department</u> Comptroller have been made by the licensee 6 on the sale or transfer for the payment of any delinquency; 7 and

8 (iii) the <u>Department</u> Comptroller issues a license upon 9 application of the new owner, which license must be applied 10 for within 21 days of the anticipated date of the sale or 11 transfer, subject to the payment of any delinquencies, if 12 any, as stated in item (ii).

For purposes of this Section, a person, firm, corporation, partnership, or institution that acquires the licensee through a real estate foreclosure shall be subject to the provisions of this Section.

17 (Source: P.A. 96-879, eff. 2-2-10.)

Section 10. The Illinois Pre-Need Cemetery Sales Act is amended by changing Sections 4, 5, 6, 7, 8, 8a, 8b, 9, 10, 11, 12, 13, 14, 15, 16, 18, 19, 20, 21, 23, 24, 27, and 27.1 as follows:

22 (815 ILCS 390/4) (from Ch. 21, par. 204)

23 Sec. 4. Definitions. As used in this Act, the following 24 terms shall have the meaning specified:

(A) "Pre-need sales contract" or "Pre-need sales" means any 1 2 agreement or contract or series or combination of agreements or 3 contracts which have for a purpose the sale of cemetery merchandise, cemetery services or undeveloped interment, 4 5 entombment or inurnment spaces where the terms of such sale 6 require payment or payments to be made at a currently 7 determinable time and where the merchandise, services or 8 completed spaces are to be provided more than 120 days 9 following the initial payment on the account. An agreement or 10 contract for a memorial, marker, or monument shall not be 11 deemed a "pre-need sales contract" or a "pre-need sale" if the 12 memorial, marker, or monument is delivered within 180 days 13 following initial payment on the account and work thereon 14 commences a reasonably short time after initial payment on the 15 account.

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(B) "Delivery" occurs when:

17 (1) Physical possession of the merchandise is 18 transferred or the easement for burial rights in a 19 completed space is executed, delivered and transferred to 20 the buyer; or

(2) Following authorization by a purchaser under a
pre-need sales contract, title to the merchandise has been
transferred to the buyer and the merchandise has been paid
for and is in the possession of the seller who has placed
it, until needed, at the site of its ultimate use; or

(3) Following authorization by a purchaser under a

1 pre-need sales contract, the merchandise has been 2 permanently identified with the name of the buyer or the 3 beneficiary and delivered to a licensed and bonded warehouse and both title to the merchandise and a warehouse 4 5 receipt have been delivered to the purchaser or beneficiary and a copy of the warehouse receipt has been delivered to 6 7 the licensee for retention in its files; except that in the 8 case of outer burial containers, the use of a licensed and 9 bonded warehouse as set forth in this paragraph shall not 10 constitute delivery for purposes of this Act. Nothing 11 herein shall prevent a seller from perfecting a security 12 interest in accordance with the Uniform Commercial Code on any merchandise covered under this Act. 13

14 All warehouse facilities to which sellers deliver 15 merchandise pursuant to this Act shall:

16 (i) be either located in the State of Illinois or 17 qualify as a foreign warehouse facility as defined 18 herein;

(ii) submit to the <u>Department</u> Comptroller not less
than annually, by March 1 of each year, a report of all
cemetery merchandise stored by each licensee under
this Act which is in storage on the date of the report;

(iii) permit the <u>Department</u> Comptroller or his
 designee at any time to examine stored merchandise and
 to examine any documents pertaining thereto;

26 (iv) submit evidence satisfactory to the

<u>Department</u> Comptroller that all merchandise stored by said warehouse for licensees under this Act is insured for casualty or other loss normally assumed by a bailee for hire;

5 (v) demonstrate to the <u>Department</u> Comptroller that 6 the warehouse has procured and is maintaining a 7 performance bond in the form, content and amount 8 sufficient to unconditionally guarantee to the 9 purchaser or beneficiary the prompt shipment of the 10 cemetery merchandise.

11 (C) "Cemetery merchandise" means items of personal 12 property normally sold by a cemetery authority not covered 13 under the Illinois Funeral or Burial Funds Act, including but 14 not limited to:

- 15 (1) memorials,
- 16 (2) markers,
- 17 (3) monuments,
- 18 (4) foundations, and
- 19

(5) outer burial containers.

20 (D) "Undeveloped interment, entombment or inurnment 21 spaces" or "undeveloped spaces" means any space to be used for 22 the reception of human remains that is not completely and 23 totally constructed at the time of initial payment therefor in 24 a:

25 (1) lawn crypt,

26 (2) mausoleum,

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- (3) garden crypt,
- 2

(4) columbarium, or

3

(5) cemetery section.

4 (E) "Cemetery services" means those services customarily 5 performed by cemetery or crematory personnel in connection with 6 the interment, entombment, inurnment or cremation of a dead 7 human body.

8 (F) "Cemetery section" means a grouping of spaces intended 9 to be developed simultaneously for the purpose of interring 10 human remains.

(G) "Columbarium" means an arrangement of niches that may be an entire building, a complete room, a series of special indoor alcoves, a bank along a corridor or part of an outdoor garden setting that is constructed of permanent material such as bronze, marble, brick, stone or concrete for the inurnment of human remains.

17 (G-5) "Department" means the Department of Financial and
 18 Professional Regulation.

(H) "Lawn crypt" means a permanent underground crypt usually constructed of reinforced concrete or similar material installed in multiple units for the entombment of human remains.

(I) "Mausoleum" or "garden crypt" means a grouping of spaces constructed of reinforced concrete or similar material constructed or assembled above the ground for entombing human remains. 1 (J) "Memorials, markers and monuments" means the object 2 usually comprised of a permanent material such as granite or 3 bronze used to identify and memorialize the deceased.

4 (K) "Foundations" means those items used to affix or
5 support a memorial or monument to the ground in connection with
6 the installation of a memorial, marker or monument.

7 (L) "Person" means an individual, corporation,
8 partnership, joint venture, business trust, voluntary
9 organization or any other form of entity.

10 (M) "Seller" means any person selling or offering for sale 11 cemetery merchandise, cemetery services or undeveloped 12 interment, entombment, or inurnment spaces in accordance with a 13 pre-need sales contract.

(N) "Religious cemetery" means a cemetery owned, operated, controlled or managed by any recognized church, religious society, association or denomination or by any cemetery authority or any corporation administering, or through which is administered, the temporalities of any recognized church, religious society, association or denomination.

(0) "Municipal cemetery" means a cemetery owned, operated, controlled or managed by any city, village, incorporated town, township, county or other municipal corporation, political subdivision, or instrumentality thereof authorized by law to own, operate or manage a cemetery. "Municipal cemetery" also includes a cemetery placed in receivership pursuant to this Act while such cemetery is in receivership.

1 (0-1) "Outer burial container" means a container made of 2 concrete, steel, wood, fiberglass, or similar material, used 3 solely at the interment site, and designed and used exclusively 4 to surround or enclose a separate casket and to support the 5 earth above such casket, commonly known as a burial vault, 6 grave box, or grave liner, but not including a lawn crypt.

7 (P) "Sales price" means the gross amount paid by a 8 purchaser on a pre-need sales contract for cemetery 9 merchandise, cemetery services or undeveloped interment, 10 entombment or inurnment spaces, excluding sales taxes, credit 11 life insurance premiums, finance charges and Cemetery Care Act 12 contributions.

13 (Q) (Blank).

14 (R) "Provider" means a person who is responsible for 15 performing cemetery services or furnishing cemetery 16 merchandise, interment spaces, entombment spaces, or inurnment 17 spaces under a pre-need sales contract.

(S) "Purchaser" or "buyer" means the person who originally paid the money under or in connection with a pre-need sales contract.

(T) "Parent company" means a corporation owning more than
12 cemeteries or funeral homes in more than one state.

(U) "Foreign warehouse facility" means a warehouse facility now or hereafter located in any state or territory of the United States, including the District of Columbia, other than the State of Illinois.

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A foreign warehouse facility shall be deemed to have 1 2 appointed the Department Comptroller to be its true and lawful 3 attorney upon whom may be served all legal process in any action or proceeding against it relating to or growing out of 4 5 this Act, and the acceptance of the delivery of stored 6 merchandise under this Act shall be signification of its 7 agreement that any such process against it which is so served, shall be of the same legal force and validity as though served 8 9 upon it personally.

10 Service of such process shall be made by delivering to and 11 leaving with the Department Comptroller, or any agent having 12 charge of the Department's Comptroller's Department of 13 Cemetery and Burial Trusts, a copy of such process and such service shall be sufficient service upon such foreign warehouse 14 15 facility if notice of such service and a copy of the process 16 are, within 10 days thereafter, sent by registered mail by the 17 plaintiff to the foreign warehouse facility at its principal office and the plaintiff's affidavit of compliance herewith is 18 19 appended to the summons. The Department Comptroller shall keep 20 a record of all process served upon him under this Section and shall record therein the time of such service. 21

22 (Source: P.A. 96-879, eff. 2-2-10.)

23 (815 ILCS 390/5) (from Ch. 21, par. 205)

24 Sec. 5. It is unlawful for any seller directly or 25 indirectly doing business within this State to engage in

- 40 - LRB096 20610 ASK 36318 b HB6078 pre-need sales without a license issued by the Department 1 2 Comptroller. (Source: P.A. 92-419, eff. 1-1-02.) 3 4 (815 ILCS 390/6) (from Ch. 21, par. 206) 5 Sec. 6. License application. 6 (a) An application for a license shall be made in writing 7 to the Department Comptroller on forms prescribed by him or her, signed by the applicant under oath verified by a notary 8 9 public, and accompanied by a non-returnable \$25 application 10 fee. The Department Comptroller may prescribe abbreviated 11 application forms for persons holding a license under the 12 Act. Applications (except Cemeterv Care abbreviated applications) must include at least the following information: 13 14 (1) The full name and address, both residence and 15 business, of the applicant if the applicant is an 16 individual; of every member if applicant is a partnership; of every member of the Board of Directors if applicant is 17 association; and of every officer, director and 18 an 19 shareholder holding more than 10% of the corporate stock if 20 applicant is a corporation;

(2) A detailed statement of applicant's assets and
 liabilities;

(2.1) The name and address of the applicant's principal
 place of business at which the books, accounts, and records
 are available for examination by the <u>Department</u>

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1 Comptroller as required by this Act;

2 (2.2) The name and address of the applicant's branch 3 locations at which pre-need sales will be conducted and 4 which will operate under the same license number as the 5 applicant's principal place of business;

6 (3) For each individual listed under (1) above, a detailed statement of the individual's business experience 7 8 for the 10 years immediately preceding the application; any 9 present or prior connection between the individual and any 10 other person engaged in pre-need sales; any felony or 11 misdemeanor convictions for which fraud was an essential 12 element; any charges or complaints lodged against the individual for which fraud was an essential element and 13 14 which resulted in civil or criminal litigation; any failure 15 of the individual to satisfy an enforceable judgment 16 entered against him or her based upon fraud; and any other 17 information requested by the Department Comptroller relating to the past business practices of the individual. 18 19 Since the information required by this paragraph may be 20 confidential or contain proprietary information, this information shall not be available to other licensees or 21 22 the general public and shall be used only for the lawful 23 purposes of the Department Comptroller in enforcing this 24 Act:

(4) The name of the trustee and, if applicable, the
 names of the advisors to the trustee, including a copy of

1 the proposed trust agreement under which the trust funds 2 are to be held as required by this Act;

3 (5) Where applicable, the name of the corporate surety 4 company providing the performance bond for the 5 construction of undeveloped spaces and a copy of the bond; 6 and

7 (6) Such other information as the <u>Department</u>
8 Comptroller may reasonably require in order to determine
9 the qualification of the applicant to be licensed under
10 this Act.

11 (b) Applications for license shall be accompanied by a 12 fidelity bond executed by the applicant and a security company 13 authorized to do business in this State in such amount, not 14 exceeding \$10,000, as the Department Comptroller may require. 15 The Department Comptroller may require additional bond from time to time in amounts equal to one-tenth of such trust funds 16 but not to exceed \$100,000, which bond shall run to the 17 Department Comptroller for the use and benefit of 18 the beneficiaries of such trust funds. Such licensee may by written 19 20 permit of the Department Comptroller be authorized to operate 21 without additional bond, except such fidelity bond as may be 22 required by the Department Comptroller for the protection of 23 the licensee against loss by default by any of its employees engaged in the handling of trust funds. 24

25 (c) Any application not acted upon within 90 days may be 26 deemed denied. HB6078 - 43 - LRB096 20610 ASK 36318 b

1 (Source: P.A. 92-419, eff. 1-1-02.)

(815 ILCS 390/7) (from Ch. 21, par. 207) 2 3 Sec. 7. The Department Comptroller may refuse to issue or 4 may suspend or revoke a license on any of the following 5 grounds: 6 (a) The applicant or licensee has made any 7 misrepresentations or false statements or concealed any 8 material fact: 9 (b) The applicant or licensee is insolvent; 10 (c) The applicant or licensee has been engaged in business 11 practices that work a fraud; 12 (d) The applicant or licensee has refused to give pertinent 13 data to the Department Comptroller; 14 (e) The applicant or licensee has failed to satisfy any 15 enforceable judgment or decree rendered by any court of 16 competent jurisdiction against the applicant; 17 (f) The applicant or licensee has conducted or is about to conduct business in a fraudulent manner; 18 19 (g) The trust agreement is not in compliance with State or 20 federal law; 21 (h) The pre-construction performance bond, if applicable, 22 is not satisfactory to the Department Comptroller; (i) The fidelity bond is not satisfactory to the Department 23 24 Comptroller; 25 (j) As to any individual listed in the license application

as required pursuant to Section 6, that individual has 1 2 conducted or is about to conduct any business on behalf of the applicant in a fraudulent manner, has been convicted of any 3 felony or misdemeanor an essential element of which is fraud, 4 5 has had a judgment rendered against him or her based on fraud 6 in any civil litigation, has failed to satisfy any enforceable 7 judgment or decree rendered against him by any court of 8 competent jurisdiction, or has been convicted of any felony or 9 any theft-related offense;

10 (k) The applicant or licensee has failed to make the annual 11 report required by this Act or to comply with a final order, 12 decision, or finding of the <u>Department</u> <del>Comptroller</del> made 13 pursuant to this Act;

(1) The applicant or licensee, including any member, officer, or director thereof if the applicant or licensee is a firm, partnership, association, or corporation and any shareholder holding more than 10% of the corporate stock, has violated any provision of this Act or any regulation or order made by the Department Comptroller under this Act; or

(m) The <u>Department</u> Comptroller finds any fact or condition existing which, if it had existed at the time of the original application for such license would have warranted the <u>Department</u> Comptroller in refusing the issuance of the license. (Source: P.A. 92-419, eff. 1-1-02.)

25 (815 ILCS 390/8) (from Ch. 21, par. 208)

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Sec. 8. (a) Every license issued by the Department 1 2 Comptroller shall state the number of the license, the business name and address of the licensee's principal place of business, 3 each branch location also operating under the license, and the 4 5 licensee's parent company, if any. The license shall be 6 conspicuously posted in each place of business operating under 7 the license. The <u>Department</u> Comptroller may issue additional 8 licenses as may be necessary for license branch locations upon 9 compliance with the provisions of this Act governing an 10 original issuance of a license for each new license.

11 (b) Individual salespersons representing a licensee shall 12 not be required to obtain licenses in their individual 13 capacities but must acknowledge, by affidavit, that they have 14 been provided a copy of and have read this Act. The licensee 15 must retain copies of the affidavits of its salespersons for 16 its records and must make the affidavits available to the 17 <u>Department Comptroller</u> for examination upon request.

18 (c) The licensee shall be responsible for the activities of 19 any person representing the licensee in selling or offering a 20 pre-need contract for sale.

21 (d) Any person not selling on behalf of a licensee shall be 22 required to obtain his or her own license.

(e) Any person engaged in pre-need sales, as defined herein, prior to the effective date of this Act may continue operations until the application for license under this Act is denied; provided that such person shall make application for a license within 60 days of the date that application forms are
 made available by the Department Comptroller.

(f) No license shall be transferable or assignable without the express written consent of the <u>Department</u> Comptroller. A transfer of more than 50% of the ownership of any business licensed hereunder shall be deemed to be an attempted assignment of the license originally issued to the licensee for which consent of the Department Comptroller shall be required.

9 (q) Every license issued hereunder shall remain in force 10 until the same has been suspended, surrendered or revoked in 11 accordance with this Act, but the Department Comptroller, upon 12 the request of an interested person or on his own motion, may 13 issue new licenses to a licensee whose license or licenses have been revoked, if no factor or condition then exists which would 14 15 have warranted the Department <del>Comptroller</del> in refusing 16 originally the issuance of such license.

17 (Source: P.A. 92-419, eff. 1-1-02.)

18 (815 ILCS 390/8a)

Sec. 8a. Investigation of unlawful practices. If it appears to the <u>Department</u> Comptroller that a person has engaged in, is engaging in, or is about to engage in any practice in violation of this Act, the <u>Department</u> Comptroller may:

(1) require that person to file on such terms as the
 <u>Department</u> Comptroller prescribes a statement or report in
 writing, under oath or otherwise, containing all

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information the <u>Department</u> Comptroller may consider necessary to ascertain whether a licensee is in compliance with this Act, or whether an unlicensed person is engaging in activities for which a license is required;

5 (2) examine under oath any person in connection with 6 the books and records pertaining to or having an impact 7 upon the trust funds required to be maintained pursuant to 8 this Act;

9 (3) examine any books and records of the licensee, 10 trustee, or investment advisor that the <u>Department</u> 11 <del>Comptroller</del> may consider necessary to ascertain compliance 12 with this Act; and

(4) require the production of a copy of any record, book, document, account, or paper that is produced in accordance with this Act and retain it in his or her possession until the completion of all proceedings in connection with which it is produced.

18 (Source: P.A. 92-419, eff. 1-1-02.)

19 (815 ILCS 390/8b)

20 Sec. 8b. Service. Service by the <u>Department</u> Comptroller of 21 any notice requiring a person to file a statement or report 22 shall be made:

(1) personally by delivery of a duly executed copy
thereof to the person to be served or, if that person is
not a natural person, in the manner provided in the Civil

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1 Practice Law when a complaint is filed; or

2 (2) by mailing by certified mail a duly executed copy 3 thereof to the person to be served at his or her last known 4 abode or principal place of business within this State.

- 5 (Source: P.A. 89-615, eff. 8-9-96.)
- 6 (815 ILCS 390/9) (from Ch. 21, par. 209)

7 Sec. 9. The Department Comptroller may upon his own motion 8 investigate the actions of any person providing, selling, or 9 offering pre-need sales contracts or of any applicant or any 10 person or persons holding or claiming to hold a license under 11 this Act. The Department Comptroller shall make such an 12 investigation on receipt of the verified written complaint of any person setting forth facts which, if proved, would 13 14 constitute grounds for refusal, suspension, or revocation of a 15 license. Before refusing to issue, and before suspension or 16 revocation of a license, the Department Comptroller shall hold a hearing to determine whether the applicant or licensee, 17 hereafter called the respondent, is entitled to hold such a 18 license. At least 10 days prior to the date set for such 19 20 hearing, the Department Comptroller shall notify the 21 respondent in writing that on the date designated a hearing 22 will be held to determine his eligibility for a license and that he may appear in person or by counsel. Such written notice 23 24 may be served on the respondent personally, or by registered or 25 certified mail sent to the respondent's business address as

shown in his latest notification to the Department Comptroller 1 2 and shall include sufficient information to inform the 3 respondent of the general nature of the charge. At the hearing, both the respondent and the complainant shall be accorded ample 4 opportunity to present in person or by counsel such statements, 5 6 testimony, evidence and argument as may be pertinent to the charges or to any defense thereto. The Department Comptroller 7 8 may reasonably continue such hearing from time to time.

9 The <u>Department</u> Comptroller may subpoen aany person or 10 persons in this State and take testimony orally, by deposition 11 or by exhibit, in the same manner and with the same fees and 12 mileage as prescribed in judicial proceedings in civil cases.

Any authorized agent of the <u>Department</u> Comptroller may administer oaths to witnesses at any hearing which the <u>Department</u> Comptroller is authorized to conduct.

16 The Department Comptroller, at his expense, shall provide a 17 certified shorthand reporter to take down the testimony and preserve a record of all proceedings at the hearing of any case 18 involving the refusal to issue a license, the suspension or 19 20 revocation of a license, the imposition of a monetary penalty, or the referral of a case for criminal prosecution. The record 21 22 of any such proceeding shall consist of the notice of hearing, 23 complaint, all other documents in the nature of pleadings and written motions filed in the proceedings, the transcript of 24 testimony and the report and orders of the 25 Department 26 Comptroller. Copies of the transcript of such record may be

HB6078 - 50 - LRB096 20610 ASK 36318 b 1 purchased from the certified shorthand reporter who prepared 2 the record or from the <u>Department</u> Comptroller. 3 (Source: P.A. 92-419, eff. 1-1-02.)

4 (815 ILCS 390/10) (from Ch. 21, par. 210)

5 Sec. 10. Any circuit court may, upon application of the Department Comptroller or of the applicant or licensee against 6 7 whom proceedings under Section 9 are pending, enter an order 8 requiring witnesses to attend and testify, and requiring the 9 production of documents, papers, files, books and records in 10 connection with any hearing in any proceedings under that 11 Section. Failure to obey such court order may result in 12 contempt proceedings.

13 (Source: P.A. 84-239.)

14 (815 ILCS 390/11) (from Ch. 21, par. 211)

15 Sec. 11. Any person affected by a final administrative decision of the Department Comptroller may have such decision 16 17 reviewed judicially by the circuit court of the county where 18 such person resides, or in the case of a corporation, where the registered office is located. If the plaintiff in the review 19 20 proceeding is not a resident of this State, venue shall be in 21 Sangamon County. The provisions of the "Administrative Review 22 Law", approved August 19, 1981, all amendments and 23 modifications thereto, and any rules adopted under it govern 24 all proceedings for the judicial review of final administrative decisions of the <u>Department</u> Comptroller. The term
 "administrative decision" is defined as in the "Administrative
 Review Law".

The <u>Department</u> Comptroller is not required to certify the record of the proceeding unless the plaintiff in the review proceedings has purchased a copy of the transcript from the certified shorthand reporter who prepared the record or from the <u>Department</u> Comptroller. Exhibits shall be certified without cost.

10 (Source: P.A. 84-239.)

11 (815 ILCS 390/12) (from Ch. 21, par. 212)

12 Sec. 12. License revocation or suspension.

13 The Department Comptroller may, upon determination (a) 14 that grounds exist for the revocation or suspension of a 15 license issued under this Act, revoke or suspend, if 16 appropriate, the license issued to a licensee or to a particular branch office location with respect to which the 17 18 grounds for revocation or suspension may occur or exist.

(b) Upon the revocation or suspension of any license, the licensee shall immediately surrender the license or licenses to the <u>Department Comptroller</u>. If the licensee fails to do so, the <u>Department Comptroller</u> has the right to seize the license or licenses.

24 (Source: P.A. 92-419, eff. 1-1-02.)

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(815 ILCS 390/13) (from Ch. 21, par. 213)

2 Sec. 13. A licensee may surrender any license by delivering to the Department Comptroller written notice that he thereby 3 surrenders such license but such surrender shall not affect 4 5 such licensee's civil or criminal liability for acts committed prior to such surrender, or affect his bond. The Department 6 7 Comptroller shall not permit a license to be surrendered by licensee unless and until the trust funds of such licensee have 8 9 been transferred to a successor licensee who shall be licensed 10 by the <u>Department</u> Comptroller in conformity with the provisions 11 of this Act. Any purported transfer of trust funds without 12 compliance with this Section is void and the Department Comptroller shall have the right to petition for the 13 appointment of a receiver to administer the business of the 14 15 licensee.

16 (Source: P.A. 84-239.)

17 (815 ILCS 390/14) (from Ch. 21, par. 214)

18 Sec. 14. Contract required.

(a) It is unlawful for any person doing business within this State to accept sales proceeds, either directly or indirectly, by any means unless the seller enters into a pre-need sales contract with the purchaser which meets the following requirements:

24 (1) A written sales contract shall be executed in at
 25 least 11 point type in duplicate for each pre-need sale

made by a licensee, and a signed copy given to the 1 2 purchaser. Each completed contract shall be numbered and 3 shall contain: (i) the name and address of the purchaser, the principal office of the licensee, and the parent 4 company of the licensee; (ii) the name of the person, if 5 6 known, who is to receive the cemetery merchandise, cemetery 7 services or the completed interment, entombment or 8 inurnment spaces under the contract; and (iii) specific 9 identification of such merchandise, services or spaces to 10 be provided, if a specific space or spaces are contracted 11 for, and the price of the merchandise, services, or space 12 or spaces.

13 (2) In addition, such contracts must contain a14 provision in distinguishing typeface as follows:

15 "Notwithstanding anything in this contract to the 16 contrary, you are afforded certain specific rights of 17 cancellation and refund under the Illinois Pre-Need 18 Cemetery Sales Act, enacted by the 84th General Assembly of 19 the State of Illinois".

20 (3) All pre-need sales contracts shall be sold on a 21 guaranteed price basis. At the time of performance of the 22 service or delivery of the merchandise, the seller shall be 23 prohibited from assessing the purchaser or his heirs or 24 assigns or duly authorized representative any additional 25 charges for the specific merchandise and services listed on 26 the pre-need sales contract.

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(4) Each contract shall clearly disclose that the price of the merchandise or services is guaranteed and shall contain the following statement in 12 point bold type:

"THIS CONTRACT GUARANTEES THE BENEFICIARY THE SPECIFIC 4 GOODS, SERVICES, INTERMENT SPACES, ENTOMBMENT SPACES, AND 5 INURNMENT SPACES CONTRACTED FOR. NO ADDITIONAL CHARGES MAY 6 BE REQUIRED FOR DESIGNATED GOODS, SERVICES, AND SPACES. 7 8 ADDITIONAL CHARGES MAY ΒE INCURRED FOR UNEXPECTED 9 EXPENSES."

10 (5) The pre-need sales contract shall provide that if 11 the particular cemetery services, cemetery merchandise, or 12 spaces specified in the pre-need contract are unavailable 13 at the time of delivery, the seller shall be required to 14 furnish services, merchandise, and spaces similar in style 15 and at least equal in quality of material and workmanship.

16 (6) The pre-need contract shall also disclose any
17 specific penalties to be incurred by the purchaser as a
18 result of failure to make payments; and penalties to be
19 incurred or moneys or refunds to be received as a result of
20 cancellation of the contract.

(7) The pre-need contract shall disclose the nature of
the relationship between the provider and the seller.

(8) Each pre-need contract that authorizes the delivery of cemetery merchandise to a licensed and bonded warehouse shall provide that prior to or upon delivery of the merchandise to the warehouse the title to the 1 merchandise and a warehouse receipt shall be delivered to 2 the purchaser or beneficiary. The pre-need contract shall 3 contain the following statement in 12 point bold type: "THIS CONTRACT AUTHORIZES THE DELIVERY OF MERCHANDISE TO A 4 5 LICENSED AND BONDED WAREHOUSE FOR STORAGE OF THE 6 MERCHANDISE UNTIL THE MERCHANDISE IS NEEDED ΒY THE 7 BENEFICIARY. DELIVERY OF THE MERCHANDISE IN THIS MANNER MAY PRECLUDE REFUND OF SALE PROCEEDS THAT ARE ATTRIBUTABLE TO 8 9 THE DELIVERED MERCHANDISE."

10 The purchaser shall initial the statement at the time 11 of entry into the pre-need contract.

12 (9) Each pre-need contract that authorizes the 13 placement of cemetery merchandise at the site of its 14 ultimate use prior to the time that the merchandise is 15 needed by the beneficiary shall contain the following 16 statement in 12 point bold type:

17 "THIS CONTRACT AUTHORIZES THE PLACEMENT OF MERCHANDISE AT THE SITE OF ITS ULTIMATE USE PRIOR TO THE TIME THAT THE 18 19 MERCHANDISE IS NEEDED BY THE BENEFICIARY. DELIVERY OF THE 20 MERCHANDISE IN THIS MANNER MAY PRECLUDE REFUND OF SALE 21 PROCEEDS THAT ARE ATTRIBUTABLE TO THE DELIVERED 22 MERCHANDISE."

The purchaser shall initial the statement at the timeof entry into the pre-need contract.

(10) Each pre-need contract that is funded by a trust
 shall clearly identify the trustee's name and address and

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the primary state or federal regulator of the trustee as a corporate fiduciary.

3 (b) Every pre-need sales contract must be in writing. The 4 <u>Department</u> Comptroller may by rule develop a model pre-need 5 sales contract form that meets the requirements of this Act.

6 (c) To the extent the Rule is applicable, every pre-need 7 sales contract is subject to the Federal Trade Commission Rule 8 concerning the Cooling-Off Period for Door-to-Door Sales (16 9 CFR Part 429).

10 (d) No pre-need sales contract may be entered into in this 11 State unless there is a provider for the cemetery merchandise, 12 cemetery services, and undeveloped interment, inurnment, and 13 entombment spaces being sold. If the seller is not the 14 provider, then the seller must have a binding agreement with a 15 provider, and the identity of the provider and the nature of 16 the agreement between the seller and the provider must be 17 disclosed in the pre-need sales contract at the time of sale and before the receipt of any sale proceeds. The failure to 18 disclose the identity of the provider, the nature of the 19 20 agreement between the seller and the provider, or any changes thereto to the purchaser and beneficiary, or the failure to 21 22 make the disclosures required by this Section constitutes an 23 intentional violation of this Act.

(e) No pre-need contract may be entered into in this State
 unless it is accompanied by a funding mechanism permitted under
 this Act and unless the seller is licensed by the <u>Department</u>

1 Comptroller as provided in this Act. Nothing in this Act is 2 intended to relieve providers or sellers of pre-need contracts 3 from being licensed under any other Act required for their 4 profession or business or from being subject to the rules 5 promulgated to regulate their profession or business, 6 including rules on solicitation and advertisement.

7 (f) No pre-need contract may be entered into in this State 8 unless the seller explains to the purchaser the terms of the 9 pre-need contract prior to the purchaser signing and the 10 purchaser initials a statement in the contract confirming that 11 the seller has explained the terms of the contract prior to the 12 purchaser signing.

(g) The <u>Department</u> State Comptroller shall develop a booklet for consumers in plain English describing the scope, application, and consumer protections of this Act. After the booklet is developed, no pre-need contract may be sold in this State unless the seller distributes to the purchaser prior to the sale a booklet developed or approved for use by the <u>Department</u> State Comptroller.

20 (Source: P.A. 96-879, eff. 2-2-10.)

## 21 (815 ILCS 390/15) (from Ch. 21, par. 215)

Sec. 15. (a) Whenever a seller receives anything of value under a pre-need sales contract, the person receiving such value shall deposit 50% of all proceeds received into one or more trust funds maintained pursuant to this Section, except

that, in the case of proceeds received for the purchase of 1 2 outer burial containers, 85% of the proceeds shall be deposited 3 into one or more trust funds. Such deposits shall be made until the amount deposited in trust equals 50% of the sales price of 4 5 the cemetery merchandise, cemetery services and undeveloped spaces included in such contract, except that, in the case of 6 deposits for outer burial containers, deposits shall be made 7 8 until the amount deposited in trust equals 85% of the sales 9 price. In the event an installment contract is factored, 10 discounted or sold to a third party, the seller shall deposit 11 an amount equal to 50% of the sales price of the installment 12 contract, except that, for the portion of the contract 13 attributable to the sale of outer burial containers, the seller 14 shall deposit an amount equal to 85% of the sales price. 15 Proceeds required to be deposited in trust which are 16 attributable to cemetery merchandise and cemetery services 17 shall be held in a "Cemetery Merchandise Trust Fund". Proceeds required to be deposited in trust which are attributable to the 18 19 sale of undeveloped interment, entombment or inurnment spaces 20 shall be held in a "Pre-construction Trust Fund". Ιf merchandise is delivered for storage in a bonded warehouse, as 21 22 authorized herein, and payment of transportation or other 23 charges totaling more than \$20 will be required in order to secure delivery to the site of ultimate use, upon such delivery 24 25 to the warehouse the seller shall deposit to the trust fund the 26 full amount of the actual or estimated transportation charge.

1 Transportation charges which have been prepaid by the seller 2 shall not be deposited to trust funds maintained pursuant to 3 this Section. As used in this Section, "all proceeds" means the 4 entire amount paid by a purchaser in connection with a pre-need 5 sales contract, including finance charges and Cemetery Care Act 6 contributions, but excluding sales taxes and credit life 7 insurance premiums.

(b) The seller shall act as trustee of all amounts received 8 9 for cemetery merchandise, services, or undeveloped spaces 10 until those amounts have been deposited into the trust fund. 11 All trust deposits required by this Act shall be made within 30 12 days following the end of the month of receipt. The seller must 13 retain a corporate fiduciary as an independent trustee for any amount of trust funds. Upon 30 days' prior written notice from 14 15 the seller to the Department Comptroller, the seller may change 16 the trustee of the trust fund. Failure to provide the 17 Department Comptroller with timely prior notice is an intentional violation of this Act. 18

19 (c) A trust established under this Act must be maintained 20 with a corporate fiduciary as defined in Section 1-5.05 of the 21 Corporate Fiduciary Act.

(d) Funds deposited in the trust account shall be identified in the records of the seller by the name of the purchaser. Nothing shall prevent the trustee from commingling the deposits in any such trust fund for purposes of the management thereof and the investment of funds therein as

provided in the "Common Trust Fund Act", approved June 24, 1949, as amended. In addition, multiple trust funds maintained pursuant to this Act may be commingled or commingled with other funeral or burial related trust funds, provided that all record keeping requirements imposed by or pursuant to law are met.

6 (e) In lieu of a pre-construction trust fund, a seller of 7 undeveloped interment, entombment or inurnment spaces may 8 obtain and file with the Department Comptroller a performance 9 bond in an amount at least equal to 50% of the sales price of 10 the undeveloped spaces or the estimated cost of completing 11 construction, whichever is greater. The bond shall be 12 conditioned on the satisfactory construction and completion of 13 the undeveloped spaces as required in Section 19 of this Act.

14 Each bond obtained under this Section shall have as surety 15 thereon a corporate surety company incorporated under the laws 16 of the United States, or a State, the District of Columbia or a 17 territory or possession of the United States. Each such corporate surety company must be authorized to provide 18 19 performance bonds as required by this Section, have paid-up 20 capital of at least \$250,000 in cash or its equivalent and be able to carry out its contracts. Each pre-need seller must 21 22 provide to the Department Comptroller, for each corporate 23 surety company such seller utilizes, a statement of assets and liabilities of the corporate surety company sworn to by the 24 25 president and secretary of the corporation by January 1 of each 26 year.

1 The <u>Department</u> Comptroller shall prohibit pre-need sellers 2 from doing new business with a corporate surety company if the 3 company is insolvent or is in violation of this Section. In 4 addition the <u>Department</u> Comptroller may direct a pre-need 5 seller to reinstate a pre-construction trust fund upon the 6 <u>Department's</u> Comptroller's determination that the corporate 7 surety company no longer is sufficient security.

8 All performance bonds issued pursuant to this Section must 9 be irrevocable during the statutory term for completing 10 construction specified in Section 19 of this Act, unless 11 terminated sooner by the completion of construction.

12 (f) Whenever any pre-need contract shall be entered into 13 and include 1) items of cemetery merchandise and cemetery 14 services, and 2) rights to interment, inurnment or entombment 15 in completed spaces without allocation of the gross sale price 16 among the items sold, the application of payments received 17 under the contract shall be allocated, first to the right to interment, inurnment or entombment, second to items of cemetery 18 19 merchandise and cemetery services, unless other some 20 allocation is clearly provided in the contract.

(g) Any person engaging in pre-need sales who enters into a combination sale which involves the sale of items covered by a trust or performance bond requirement and any item not covered by any entrustment or bond requirement, shall be prohibited from increasing the gross sales price of those items not requiring entrustment with the purpose of allocating a lesser

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1	gross sales price to items which require a trust deposit or a
2	performance bond.
3	(Source: P.A. 96-879, eff. 2-2-10.)
4	(815 ILCS 390/16) (from Ch. 21, par. 216)
5	Sec. 16. Trust funds; disbursements.
6	(a) A trustee shall make no disbursements from the trust
7	fund except as provided in this Act.
8	(b) A trustee has a duty to invest and manage the trust
9	assets pursuant to the Prudent Investor Rule under the Trusts
10	and Trustees Act. Whenever the seller changes trustees pursuant
11	to this Act, the trustee must provide written notice of the
12	change in trustees to the <u>Department</u> <del>Comptroller</del> no less than
13	28 days prior to the effective date of such a change in
14	trustee. The trustee has an ongoing duty to provide the
15	Department Comptroller with a current and true copy of the
16	trust agreement under which the trust funds are held pursuant
17	to this Act.
18	(c) The trustee may rely upon certifications and affidavits
19	made to it under the provisions of this Act, and shall not be
20	liable to any person for such reliance.
21	(d) A trustee shall be allowed to withdraw from the trust
22	funds maintained pursuant to this Act a reasonable fee pursuant

23 to the Trusts and Trustees Act.

(e) The trust shall be a single-purpose trust fund. In theevent of the seller's bankruptcy, insolvency or assignment for

the benefit of creditors, or an adverse judgment, the trust 1 2 funds shall not be available to any creditor as assets of the 3 seller or to pay any expenses of any bankruptcy or similar proceeding, but shall be distributed to the purchasers or 4 5 managed for their benefit by the trustee holding the funds. 6 Except in an action by the <u>Department</u> Comptroller to revoke a license issued pursuant to this Act and for creation of a 7 8 receivership as provided in this Act, the trust shall not be 9 subject to judgment, execution, garnishment, attachment, or 10 other seizure by process in bankruptcy or otherwise, nor to 11 sale, pledge, mortgage, or other alienation, and shall not be 12 assignable except as approved by the Department Comptroller. 13 The changes made by this amendatory Act of the 91st General Assembly are intended to clarify existing law regarding the 14 15 inability of licensees to pledge the trust.

16 (f) Because it is not known at the time of deposit or at 17 the time that income is earned on the trust account to whom the principal and the accumulated earnings will be distributed, for 18 19 purposes of determining the Illinois Income Tax due on these 20 trust funds, the principal and any accrued earnings or losses relating to each individual account shall be held in suspense 21 22 until the final determination is made as to whom the account 23 shall be paid.

(g) A trustee shall at least annually furnish to each
purchaser a statement identifying: (1) the receipts,
disbursements, and inventory of the trust, including an

explanation of any fees or expenses charged by the trustee under paragraph (d) of this Section or otherwise, (2) an explanation of the purchaser's right to a refund, if any, under this Act, and (3) the primary regulator of the trust as a corporate fiduciary under state or federal law.

6 (Source: P.A. 96-879, eff. 2-2-10.)

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7 (815 ILCS 390/18) (from Ch. 21, par. 218)

8 Sec. 18. (a) If for any reason a seller who has engaged in 9 pre-need sales has refused, cannot or does not comply with the 10 terms of the pre-need sales contract within a reasonable time 11 after he is required to do so, the purchaser or his heirs or 12 assigns or duly authorized representative shall have the right 13 to a refund of an amount equal to the sales price paid for undelivered merchandise, services or spaces plus undistributed 14 15 interest amounts held in trust attributable to such contract, 16 within 30 days of the filing of a sworn affidavit with the trustee setting forth the existence of the contract and the 17 fact of breach. A copy of this affidavit shall be filed with 18 the Department Comptroller and the seller. In the event a 19 20 seller is prevented from performing by strike, shortage of 21 materials, civil disorder, natural disaster or any like 22 occurrence beyond the control of the seller, the seller's time for performance shall be extended by the length of such delay. 23 24 Nothing in this Section shall relieve the seller from any 25 liability for non-performance of his obligations under the

1 pre-need sales contract.

2 (b) If the purchaser defaults in making payments, the 3 seller shall have the right to cancel the contract and withdraw from the trust fund the entire balance to the credit of the 4 5 defaulting purchaser's account as liquidating damages. In such event, the trustee shall deliver said balance to the seller 6 upon its certification, and upon receiving said certification 7 8 the trustee may rely thereon and shall not be liable to anyone 9 for such reliance.

10 (c) After final payment on a pre-need contract, any 11 beneficiary may upon written demand of a seller, demand that 12 the pre-need contract with such seller be terminated. The 13 seller shall, within 30 days, initiate a refund to such 14 purchaser or beneficiary of the entire amount held in trust undelivered cemetery 15 attributable to merchandise and 16 unperformed cemetery services, including undistributed 17 interest earned thereon. Where more than one beneficiary is included in a pre-need contract, a seller need not honor a 18 19 demand for cancellation under this paragraph unless all 20 beneficiaries assent and their signatures are included in written demand for refund. 21

22 (Source: P.A. 85-805.)

23 (815 ILCS 390/19) (from Ch. 21, par. 219)

24 Sec. 19. Construction or development of spaces.

25 (a) The construction or development of undeveloped

1 interment, entombment or inurnment spaces shall be commenced on 2 that phase, section or sections of undeveloped ground or 3 section of lawn crypts, mausoleums, garden crypts, columbariums or cemetery spaces in which sales are made within 4 5 3 years of the date of the first such sale. The seller shall 6 give written notice to the <u>Department</u> Comptroller no later than 7 30 days after the first sale. Such notice shall include a 8 description of the project. Once commenced, construction or 9 development shall be pursued diligently to completion. The 10 construction must be completed within 6 years of the first 11 sale. If construction or development is not commenced or 12 completed within the times specified herein, any purchaser may 13 surrender and cancel the contract and upon cancellation shall 14 be entitled to a refund of the actual amounts paid toward the 15 purchase price plus interest attributable to such amount earned 16 while in trust; provided however that any delay caused by 17 strike, shortage of materials, civil disorder, natural disaster or any like occurrence beyond the control of the 18 seller shall extend the time of such commencement 19 and 20 completion by the length of such delay.

(b) At any time within 12 months of a purchaser's entering into a pre-need contract for undeveloped interment, entombment or inurnment spaces, a purchaser may surrender and cancel his or her contract and upon cancellation shall be entitled to a refund of the actual amounts paid toward the purchase price plus interest attributable to such amount earned while in

trust. Notwithstanding the foregoing, the cancellation and 1 2 refund rights specified in this paragraph shall terminate as of 3 the date the seller commences construction or development of the phase, section or sections of undeveloped spaces in which 4 5 sales are made. After the rights of cancellation and refund specified herein have terminated, if a purchaser defaults in 6 7 making payments under the pre-need contract, the seller shall 8 have the right to cancel the contract and withdraw from the 9 trust fund the entire balance to the credit of the defaulting 10 purchaser's account as liquidated damages. In such event, the 11 trustee shall deliver said balance to the seller upon its 12 certification, and upon receiving said certification the trustee may rely thereon and shall not be liable to anyone for 13 14 such reliance.

15 (c) During the construction or development of interment, 16 entombment or inurnment spaces, upon the sworn certification by 17 the seller and the contractor to the trustee the trustee shall 18 disburse from the trust fund the amount equivalent to the cost 19 of performed labor or delivered materials as certified. Said 20 certification shall be substantially in the following form:

21 We, the undersigned, being respectively the Seller and 22 Contractor, do hereby certify that the Contractor has performed 23 labor or delivered materials or both to (address of property) 24 ....., in connection with a contract to ....., and 25 that as of this date the value of the labor performed and 26 materials delivered is \$.....

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We do further certify that in connection with such contract
 there remains labor to be performed, and materials to be
 delivered, of the value of \$.....

4 This Certificate is signed (insert date).

5 .....

6 Seller Contractor

7 A person who executes and delivers a completion certificate 8 with actual knowledge of a falsity contained therein shall be 9 considered in violation of this Act and subject to the 10 penalties contained herein.

11 (d) Except as otherwise authorized by this Section, every 12 seller of undeveloped spaces shall provide facilities for 13 temporary interment, entombment or inurnment for purchasers or 14 beneficiaries of contracts who die prior to completion of the 15 space. Such temporary facilities shall be constructed of 16 permanent materials, and, insofar as practical, be landscaped and groomed to the extent customary in the cemetery industry in 17 18 that community. The heirs, assigns, or personal representative 19 of a purchaser or beneficiary shall not be required to accept 20 temporary underground interment spaces where the undeveloped 21 space contracted for was an above ground entombment or 22 inurnment space. In the event that temporary facilities as described in this paragraph are not made available, upon the 23 24 death of a purchaser or beneficiary, the heirs, assigns, or personal representative is entitled to a refund of the entire 25

1 sales price paid plus undistributed interest attributable to
2 such amount while in trust.

(e) If the seller delivers a completed space acceptable to the heirs, assigns or personal representative of a purchaser or beneficiary, other than the temporary facilities specified herein, in lieu of the undeveloped space purchased, the seller shall provide the trustee with a delivery certificate and all sums deposited under the pre-need sales contract, including the undistributed income, shall be paid to the seller.

10 (f) Upon completion of the phase, section or sections of 11 the project as certified to the trustee by the seller and the 12 contractor and delivery of the deed or certificate of ownership 13 to the completed interment, entombment, or inurnment space to 14 all of the purchasers entitled to receive those ownership 15 documents, the trust fund requirements set forth herein shall 16 terminate and all funds held in the preconstruction trust fund 17 attributable to the completed phase, section or sections, including interest accrued thereon, shall be returned to the 18 19 seller.

(g) This Section shall not apply to the sale of undeveloped
spaces if there has been any such sale in the same phase,
section or sections of the project prior to the effective date
of this Act.

24 (Source: P.A. 91-357, eff. 7-29-99; 92-419, eff. 1-1-02.)

25 (815 ILCS 390/20) (from Ch. 21, par. 220)

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1 Sec. 20. Records.

2 (a) Each licensee must keep accurate accounts, books and records in this State at the principal place of business 3 identified in the licensee's license application or 4 as 5 otherwise approved by the Department Comptroller in writing of all transactions, copies of agreements, dates and amounts of 6 payments made or received, the names and addresses of the 7 8 contracting parties, the names and addresses of persons for 9 whose benefit funds are received, if known, and the names of 10 the trust depositories. Additionally, for a period not to 11 exceed 6 months after the performance of all terms in a 12 pre-need sales contract, the licensee shall maintain copies of each pre-need contract at the licensee branch location where 13 14 the contract was entered or at some other location agreed to by 15 the Department Comptroller in writing.

(b) Each licensee must maintain such records for a period of 3 years after the licensee shall have fulfilled his or her obligation under the pre-need contract or 3 years after any stored merchandise shall have been provided to the purchaser or beneficiary, whichever is later.

(c) Each licensee shall submit reports to the <u>Department</u> Comptroller annually, under oath, on forms furnished by the <u>Department</u> Comptroller. The annual report shall contain, but shall not be limited to, the following:

(1) An accounting of the principal deposit and
 additions of principal during the fiscal year.

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1 (2) An accounting of any withdrawal of principal or 2 earnings.

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(3) An accounting at the end of each fiscal year, of the total amount of principal and earnings held.

5 (d) The annual report shall be filed by the licensee with the Department <del>Comptroller</del> within 75 days after the end of the 6 7 licensee's fiscal year. An extension of up to 60 days may be 8 granted by the Department Comptroller, upon a showing of need 9 by the licensee. Any other reports shall be in the form 10 furnished or specified by the <u>Department</u> Comptroller. If a 11 licensee fails to submit an annual report to the Department 12 Comptroller within the time specified in this Section, the Department Comptroller shall impose upon the licensee a penalty 13 14 of \$5 for each and every day the licensee remains delinquent in 15 submitting the annual report. The Department Comptroller may 16 abate all or part of the \$5 daily penalty for good cause shown. 17 Each report shall be accompanied by a check or money order in the amount of \$10 payable to: the Illinois Department of 18 Financial and Professional Regulation Comptroller, State of 19 Illinois. 20

(e) On and after the effective date of this amendatory Act of the 91st General Assembly, a licensee may report all required information concerning the sale of outer burial containers on the licensee's annual report required to be filed under this Act and shall not be required to report that information under the Illinois Funeral or Burial Funds Act, as HB6078 - 72 - LRB096 20610 ASK 36318 b long as the information is reported under this Act. (Source: P.A. 91-7, eff. 1-1-00; 92-419, eff. 1-1-02.)

3 (815 ILCS 390/21) (from Ch. 21, par. 221)

Sec. 21. Audits.

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5 (a) The <u>Department</u> Comptroller may audit the records of any respect to the 6 with trust funds created licensee or 7 pre-construction performance bonds obtained pursuant to this 8 Act as they pertain to the deposits to and withdrawals from the 9 trust fund and the maintenance of the required bond, at 10 reasonable times no more than annually unless there is 11 reasonable cause to suspect a deficiency. For that purpose, the 12 Department Comptroller shall have free access to the office and places of business of all licensees and all trustees or 13 14 depositories as it relates to the deposit, withdrawal and investment of funds. The fee for an initial audit shall be 15 16 borne by the licensee if it has \$10,000 or more in trust funds; otherwise, by the Department Comptroller. The fee charged by 17 18 the Department Comptroller for such audit shall be paid by the 19 licensee and shall be based upon the total amount of pre-need 20 sales made by the licensee pursuant to this Act as of the end 21 of the calendar or fiscal year for which an annual report is 22 required and shall be in accordance with the following 23 schedule:

 24
 less than \$10,000
 no charge

 25
 \$10,000 or more but less than \$50,000
 \$10

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 1
 \$50,000 or more but less than \$100,000.....
 \$40

 2
 \$100,000 or more but less than \$250,000 .....
 \$80

 3
 \$250,000 or more .....
 \$100

(b) The Department Comptroller may order additional audits 4 5 or examinations as he or she may deem necessary or advisable to ensure the safety and stability of the trust funds and to 6 7 ensure compliance with this Act. These additional audits or examinations shall only be made after good cause is established 8 by the Department Comptroller in the written order. The grounds 9 10 for ordering these additional audits or examinations may include, but shall not be limited to: 11

12 (1) material and unverified changes or fluctuations in13 trust balances;

14 (2) the licensee changing trustees more than twice in15 any 12-month period;

16 (3) any withdrawals or attempted withdrawals from the
17 trusts in violation of this Act; or

18 (4) failure to maintain or produce documentation
19 required by this Act for deposits into trust accounts or
20 trust investment activities.

21 Prior to ordering an additional audit or examination, the 22 <u>Department</u> Comptroller shall request the licensee to respond 23 and comment upon the factors identified by the <u>Department</u> 24 <u>Comptroller</u> as warranting the subsequent examination or audit. 25 The licensee shall have 30 days to provide a response to the 26 <u>Department</u> Comptroller. If the <u>Department</u> Comptroller decides

to proceed with the additional examination or audit, the 1 2 licensee shall bear the full cost of that examination or audit 3 up to a maximum of \$7,500. The Department Comptroller may elect to pay for the examination or audit and receive reimbursement 4 5 from the licensee. Payment of the costs of the examination or 6 audit by a licensee shall be a condition of receiving or 7 maintaining a license under this Act. All moneys received by 8 the Department Comptroller for examination or audit fees shall 9 be maintained in a separate account to be known as the Department's Comptroller's Administrative Fund. This Fund, 10 11 subject to appropriation by the General Assembly, may be 12 utilized by the Department Comptroller for enforcing this Act 13 and other purposes that may be authorized by law.

14 (Source: P.A. 88-477; 89-615, eff. 8-9-96.)

15 (815 ILCS 390/23) (from Ch. 21, par. 223)

Sec. 23. (a) Any person who fails to deposit the required amount into a trust provided for in this Act, improperly withdraws or uses trust funds for his or her own benefit, or otherwise violates any provision of this Act is guilty of a Class 4 felony.

(b) If any person violates this Act or fails or refuses to comply with any order of the <u>Department</u> Comptroller or any part thereof which to such person has become final and is still in effect, the <u>Department</u> Comptroller may, after notice and hearing at which it is determined that a violation of this Act

or such order has been committed, further order that such person shall forfeit and pay to the State of Illinois a sum not to exceed \$5,000 for each violation. Such liability shall be enforced in an action brought in any court of competent jurisdiction by the <u>Department</u> Comptroller in the name of the people of the State of Illinois.

7 (c) Whenever a license is revoked by the <u>Department</u> 8 <del>Comptroller</del>, or the <u>Department</u> <del>Comptroller</del> determines that any 9 person is engaged in pre-need sales without a license, he shall 10 apply to the circuit court of the county where such person is 11 located for a receiver to administer the business of such 12 person.

13 (d) Whenever a licensee fails or refuses to make a required 14 report or whenever it appears to the Department Comptroller 15 from any report or examination that such licensee has committed 16 a violation of law or that the trust funds have not been 17 administered properly or that it is unsafe or inexpedient for such licensee or the trustee of the trust funds of such 18 licensee to continue to administer such funds or that any 19 20 officer of such licensee or of the trustee of the trust funds of such licensee has abused his trust or has been quilty of 21 22 misconduct or breach of trust in his official position 23 injurious to such licensee or that such licensee has suffered 24 as to its trust funds a serious loss by larceny, embezzlement, 25 burglary, repudiation or otherwise, the Department Comptroller 26 shall, by order, direct the discontinuance of such illegal,

unsafe or unauthorized practices and shall direct strict 1 2 conformity with the requirements of the law and safety and security in its transactions and may apply to the circuit court 3 of the county where such licensee is located to prevent any 4 5 disbursements or expenditures by such licensee until the trust 6 funds are in such condition that it would not be jeopardized thereby and the <u>Department</u> Comptroller shall communicate the 7 facts to the Attorney General of the State of Illinois who 8 9 shall thereupon institute such proceedings against the 10 licensee or its trustee or the officers of either or both as 11 the nature of the case may require.

12 (e) In addition to the other penalties and remedies 13 provided in this Act, the <u>Department Comptroller</u> may bring a 14 civil action in the county of residence of the licensee or any 15 person engaging in pre-need sales, to enjoin any violation or 16 threatened violation of this Act.

(f) The powers vested in the <u>Department</u> Comptroller by this Section are additional to any and all other powers and remedies vested in the <u>Department</u> Comptroller by law, and nothing herein contained shall be construed as requiring that the <u>Department</u> <del>Comptroller</del> shall employ the powers conferred herein instead of or as a condition precedent to the exercise of any other power or remedy vested in the <u>Department</u> Comptroller.

24 (Source: P.A. 92-419, eff. 1-1-02.)

25 (815 ILCS 390/24) (from Ch. 21, par. 224)

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Sec. 24. The <u>Department</u> Comptroller may adopt, amend or repeal such rules, not inconsistent with the law, as may be necessary to enable him to administer and enforce the provisions of this Act. All such action shall be taken according to the provisions of "The Illinois Administrative Procedure Act", approved September 22, 1975, as amended. (Source: P.A. 84-239.)

8 (815 ILCS 390/27) (from Ch. 21, par. 227)

9 Sec. 27. (a) The provisions of this Act shall not apply to 10 any pre-need sale that was executed prior to the effective date 11 of this Act. Any seller, with the written approval of the 12 purchaser, shall have the option to become subject to this Act 13 on any pre-need sales made prior to the effective date of this 14 Act by giving written notice to its purchasers and to the 15 <u>Department Comptroller</u>.

(b) The provisions of this Act shall not apply to the isolated or occasional sale by a consumer to another consumer of cemetery merchandise, cemetery services or undeveloped spaces by an individual who does not hold himself out as being engaged in, or who does not engage in, making pre-need sales.

21 (Source: P.A. 85-805.)

22 (815 ILCS 390/27.1)

23 Sec. 27.1. Sales; liability of purchaser for shortage. In 24 the event of a sale or transfer of all or substantially all of

the assets of the licensee, the sale or transfer of the 1 2 controlling interest of the corporate stock of the licensee if the licensee is a corporation, the sale or transfer of the 3 controlling interest of the partnership if the licensee is a 4 5 partnership, or sale pursuant to foreclosure proceedings, the purchaser is liable for any shortages existing before or after 6 7 the sale in the trust funds required to be maintained in a 8 trust under this Act and shall honor all pre-need contracts and 9 trusts entered into by the licensee. Any shortages existing in 10 the trust funds constitute a prior lien in favor of the trust 11 for the total value of the shortages, and notice of that lien 12 must be provided in all sales instruments.

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13 In the event of a sale or transfer of all or substantially 14 all of the assets of the licensee, the sale or transfer of the 15 controlling interest of the corporate stock of the licensee if 16 the licensee is a corporation, or the sale or transfer of the 17 controlling interest of the partnership if the licensee is a partnership, the licensee shall, at least 21 days prior to the 18 sale or transfer, notify the <u>Department</u> Comptroller, 19 in 20 writing, of the pending date of sale or transfer so as to permit the Department Comptroller to audit the books and 21 22 records of the licensee. The audit must be commenced within 10 23 business days after the receipt of the notification and completed within the 21-day notification period unless the 24 25 Department Comptroller notifies the licensee during that period that there is a basis for determining a deficiency which 26

- will require additional time to finalize. The sale or transfer
   may not be completed by the licensee unless and until:
- (i) the <u>Department</u> Comptroller has completed the audit
   of the licensee's books and records;

5 (ii) any delinquency existing in the trust funds has 6 been paid by the licensee, or arrangements satisfactory to 7 the <u>Department</u> Comptroller have been made by the licensee 8 on the sale or transfer for the payment of any delinquency;

9 (iii) the <u>Department</u> Comptroller issues a license upon 10 application of the new owner, which license must be applied 11 for within 30 days after the anticipated date of the sale 12 or transfer, subject to the payment of any delinquencies, 13 if any, as stated in item (ii).

For purposes of this Section, a person, firm, corporation, partnership, or institution that acquires the licensee through a real estate foreclosure is subject to the provisions of this Section.

18 (Source: P.A. 92-419, eff. 1-1-02.)

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

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