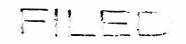
SB 704



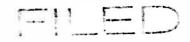
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WEST VIRGINIA LEGISLATURE REGULAR SESSION, 2008

FOR **ENROLLED** Senate Bill No. 704

(SENATOR MINARD, original sponsor)

[Passed February 29, 2008; in effect ninety days from passage.]



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ENROLLED

COMMITTEE SUBSTITUTE

FOR

Senate Bill No. 704

(SENATOR MINARD, original sponsor)

[Passed February 29, 2008; in effect ninety days from passage.]

AN ACT to amend the Code of West Virginia, 1931, as amended, by adding thereto a new article, designated §33-13C-1, §33-13C-2, §33-13C-3, §33-13C-4, §33-13C-5, §33-13C-6, §33-13C-7, §33-13C-8, §33-13C-9, §33-13C-10, §33-13C-11, §33-13C-12, §33-13C-13, §33-13C-14, §33-13C-15, §33-13C-16, §33-13C-17 and §33-13C-18, all relating to viatical settlements of life insurance policies between life insurance policyholders and third parties; providing for licensing of viatical settlement providers and

brokers; requiring payment of fees; authorizing proposal of and promulgation of rules, including emergency rules; and providing civil and criminal penalties for violations.

Be it enacted by the Legislature of West Virginia:

That the Code of West Virginia, 1931, as amended, be amended by adding thereto a new article, designated §33-13C-1, §33-13C-2, §33-13C-3, §33-13C-4, §33-13C-5, §33-13C-6, §33-13C-7, §33-13C-8, §33-13C-9, §33-13C-10, §33-13C-11, §33-13C-12, §33-13C-13, §33-13C-14, §33-13C-15, §33-13C-16, §33-13C-17 and §33-13C-18, all to read as follows:

ARTICLE 13C. VIATICAL SETTLEMENTS ACT.

§33-13C-1. Short title.

This article may be cited as the "Viatical Settlements
 Act".

§33-13C-2. Definitions.

1 As used in this article:

2 (1) "Advertising" means any written, electronic or 3 printed communication or any communication by means 4 of recorded telephone messages or transmitted on radio, 5 television, the internet or similar communications 6 media, including film strips, motion pictures and videos, 7 published, disseminated, circulated or placed, directly 8 or indirectly, before the public in this state for the 9 purpose of creating an interest in or inducing a person 10 to sell, assign, devise, bequest or transfer the death 11 benefit or ownership of a life insurance policy pursuant 12 to a viatical settlement contract.

(2) "Business of viatical settlements" means an 13 activity involved in, but not limited to, the offering, 14 15 soliciting, negotiating, procuring, effectuating, purchasing, investing, financing, monitoring, tracking, 16 underwriting, selling, transferring, assigning, pledging, 17 18 hypothecating or in any other manner, acquiring an 19 interest in a life insurance policy by means of a viatical settlement contract. 20

21 (3) "Chronically ill" means having been certified
22 within the preceding twelve-month period by a licensed
23 health professional as:

(A) Being unable to perform, without substantial
assistance from another individual, at least two of the
following activities of daily living, including, but not
limited to, eating, toileting, transferring, bathing,
dressing or continence due to a loss of functional
capacity;

30 (B) Requiring substantial supervision to protect the
31 individual from threats to health and safety due to
32 severe cognitive impairment; or

33 (C) Having a level of disability similar to that
34 described in paragraph (A) of this subdivision as
35 determined under regulations prescribed by the United
36 States Secretary of the Treasury in consultation with
37 the United States Secretary of Health and Human
38 Services.

39 (4) "Financing entity" means an underwriter,
40 placement agent, lender, purchaser of securities,
41 purchaser of a policy or certificate from a viatical
42 settlement provider, credit enhancer or any entity that

43 has a direct ownership in a policy or certificate that is 44 the subject of a viatical settlement contract, but whose 45 principal activity related to the transaction is providing 46 funds to effect the viatical settlement or purchase of one 47 or more viaticated polices and who has an agreement in 48 writing with one or more licensed viatical settlement providers to finance the acquisition of viatical 49 settlement contracts. "Financing entity" does not 50 51 include a nonaccredited investor or a viatical settlement 52 purchaser.

53 (5) "Fraudulent viatical settlement act" includes:

(A) Acts or omissions committed by any person who
knowingly or with intent to defraud, for the purpose of
depriving another of property or for pecuniary gain,
commits or permits its employees or its agents to engage
in acts including:

59 (i) Presenting, causing to be presented or preparing 60 with knowledge or belief that it will be presented to or 61 by a viatical settlement provider, viatical settlement 62 broker, viatical settlement purchaser, financing entity, 63 insurer, insurance producer or any other person, false 64 material information or concealing material 65 information, as part of, in support of or concerning a 66 fact material to one or more of the following:

67 (I) An application for the issuance of a viatical68 settlement contract or insurance policy;

69 (II) The underwriting of a viatical settlement contract70 or insurance policy;

71 (III) A claim for payment or benefit pursuant to a

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72	viatical settlement contract or insurance policy;
73	(IV) Premiums paid on an insurance policy;
74	(V) Payments and changes in ownership or beneficiary
75	made in accordance with the terms of a viatical
76	settlement contract or insurance policy;
77	(VI) The reinstatement or conversion of an insurance
78	policy;
79	(VII) In the solicitation, offer, effectuation or sale of a
80	viatical settlement contract or insurance policy;
81	(VIII) The issuance of written evidence of viatical
82	settlement contract or insurance; or
83	(IX) A financing transaction; and
84	(ii) Employing any plan, financial structure, device,
85	scheme or artifice to defraud related to viaticated
86	policies;
87	(B) In the furtherance of a fraud or to prevent the
88	detection of a fraud any person commits or permits its
89	employees or its agents to:
90	(i) Remove, conceal, alter, destroy or sequester from
91	the commissioner the assets or records of a licensee or
92	other person engaged in the business of viatical
93	settlements;
94	(ii) Misrepresent or conceal the financial condition of
95	a licensee, financing entity, insurer or other person;

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96 (iii) Transact the business of viatical settlements in
97 violation of laws requiring a license, certificate of
98 authority or other legal authority for the transaction of
99 the business of viatical settlements; or

(iv) File with the commissioner or the equivalent chief
insurance regulatory official of another jurisdiction a
document containing false information or otherwise
conceals information about a material fact from the
commissioner;

105 (C) Embezzlement, theft, misappropriation or
106 conversion of moneys, funds, premiums, credits or other
107 property of a viatical settlement provider, insurer,
108 insured, viator, insurance policyowner or any other
109 person engaged in the business of viatical settlements or
110 insurance;

111 (D) Recklessly entering into, negotiating, brokering, 112 otherwise dealing in a viatical settlement contract, the subject of which is a life insurance policy that was 113 obtained by presenting false information concerning 114 115 any fact material to the policy or by concealing, for the 116 purpose of misleading another, information concerning any fact material to the policy, where the person or the 117 118 persons intended to defraud the policy's issuer, the 119 viatical settlement provider or the viator;

(E) Facilitating the change of state of ownership of a
policy or certificate or the state of residency of a viator
to a state or jurisdiction that does not have a law similar
to this article for the express purposes of evading or
avoiding the provisions of this article;

125 (F) Issuing, soliciting, marketing or otherwise

126 promoting stranger-originated life insurance; or

127 (G) Attempting to commit, assisting, aiding or
128 abetting in the commission of, or conspiracy to commit
129 the acts or omissions specified in this subsection.

(6) "Life insurance producer" means any person
licensed in accordance with the provisions of article
twelve of this chapter as a resident or nonresident
insurance producer who has received qualification or
authority for a license in the life insurance coverage line
of authority.

(7) "Person" means a natural person or a legal entity,
including, without limitation, an individual,
partnership, limited liability company, association, trust
or corporation.

(8) "Policy" means an individual or group policy,
group certificate, contract or arrangement of life
insurance owned by a resident of this state, regardless
of whether delivered or issued for delivery in this state.

144 (9) "Related provider trust" means a titling trust or 145 other trust established by a licensed viatical settlement 146 provider or a financing entity for the sole purpose of 147 holding the ownership or beneficial interest in 148 purchased policies in connection with a financing 149 transaction. The trust shall have a written agreement 150 with the licensed viatical settlement provider under 151 which the licensed viatical settlement provider is 152 responsible for ensuring compliance with all statutory 153 and regulatory requirements and under which the trust 154 agrees to make all records and files related to viatical settlement transactions available to the commissioner as 155

156 if those records and files were maintained directly by157 the licensed viatical settlement provider.

158 (10) "Special purpose entity" means a corporation, partnership, trust, limited liability company or other 159 160 similar entity formed solely to provide either directly or indirectly access, either directly or indirectly, to 161 162 institutional capital markets for a financing entity or 163 licensed viatical settlement provider or in connection 164 with a transaction in which the securities in the special 165 purpose entity are acquired by qualified institutional 166 buyers.

167 (11) "Terminally ill" means certified by a physician as
168 having an illness or physical condition that can
169 reasonably be anticipated to result in death in twenty170 four months or less.

171 (12) "Viatical settlement broker" means a person who, 172 working exclusively on behalf of a viator and for a fee, 173 commission or other valuable consideration, offers or 174 attempts to negotiate viatical settlement contracts 175 between a viator and one or more viatical settlement 176 providers or one or more viatical settlement brokers. 177 Notwithstanding the manner in which the viatical 178 settlement broker is compensated, a viatical settlement 179 broker is deemed to represent only the viator, and not 180 the insurer or the viatical settlement provider, and owes 181 a fiduciary duty to the viator to act according to the 182 viator's instructions and in the best interest of the 183 viator. The term does not include an attorney, certified public accountant or a financial planner accredited by 184 185 a nationally recognized accreditation agency, who is to represent the viator and 186 retained whose compensation is not paid directly or indirectly by the 187

viatical settlement provider or purchaser, provided that
the viatical settlement activities are incidental to the
professional practice of the attorney, certified public
accountant or financial planner.

192 (13) "Viatical settlement contract" means any of the193 following:

194 (A) A written agreement between a viator and a viatical settlement provider or any affiliate of the 195 viatical settlement provider establishing the terms 196 197 under which compensation or anything of value is or 198 will be paid, which compensation or value is less than 199 the expected death benefits of the policy, in return for 200 the viator's present or future assignment, transfer, sale, 201 devise or bequest of the death benefit or ownership of 202 any portion of the insurance policy or certificate of 203 insurance:

(B) A premium finance loan made for a life insurance
policy by a lender to a viator on, before or after the date
of issuance of the policy in either of the following
situations:

(i) The viator or the insured receives a guarantee of afuture viatical settlement value of the policy; or

(ii) The viator or the insured agrees to sell the policy
or any portion of its death benefit on any date following
the issuance of the policy.

(C) The transfer or acquisition for compensation or
anything of value for ownership or beneficial interest in
a trust or other person that owns such a policy if the
trust or other person was formed or availed of for the

217 principal purpose of acquiring one or more life218 insurance policies.

- 219 (D) "Viatical settlement contract" does not include 220 any of the following unless part of a plan, scheme,
- 221 device or artifice to avoid the application of this article:
- (i) A policy loan or accelerated death benefit made bythe insurer pursuant to the policy's terms;

(ii) Loan proceeds that are used solely to pay
premiums for the policy and the costs of the loan,
including interest, arrangement fees, utilization fees and
similar fees, closing costs, legal fees and expenses,
trustee fees and expenses and third-party collateral
provider fees and expenses, including fees payable to
letter of credit issuers;

231 (iii) A loan made by a bank or other licensed financial 232 institution in which the lender takes an interest in a life 233 insurance policy solely to secure repayment of a loan or, 234 if there is a default on the loan and the policy is transferred, the transfer of such a policy by the lender, 235 236 provided that the default itself is not pursuant to an 237 agreement or understanding with any other person for 238 the purpose of evading regulation under this article;

(iv) An agreement where all the parties are closely
related to the insured by blood or law or have a lawful
substantial economic interest in the continued life,
health and bodily safety of the person insured or are
trusts established primarily for the benefit of such
parties;

245 (v) Any designation, consent or agreement by an

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insured who is an employee of an employer in
connection with the purchase by the employer, or trust
established by the employer, of life insurance on the life
of the employee;

(vi) Any of the following business succession planning
arrangements if those arrangements are bona fide
arrangements:

(I) An arrangement between one or more shareholders
in a corporation or between a corporation and one or
more of its shareholders or one or more trusts
established by its shareholders;

(II) An arrangement between one or more partners in
a partnership or between a partnership and one or more
of its partners or one or more trusts established by its
partners; or

261 (III) An arrangement between one or more members in
262 a limited liability company or between a limited
263 liability company and one or more of its members or one
264 or more trusts established by its members;

(vii) An agreement entered into by a service recipient,
or a trust established by the service recipient and a
service provider, or a trust established by the service
provider who performs significant services for the
service recipient's trade or business; or

(viii) Any other contract, transaction or arrangement
exempted from the definition of a viatical settlement
contract by the commissioner based on a determination
that the contract, transaction or arrangement is not of
the type intended to be regulated by this article.

(14)(A) "Viatical settlement provider" means a person,
other than a viator, that enters into or effectuates a
viatical settlement contract with a viator resident in this
state.

279 (B) "Viatical settlement provider" does not include:

(i) A bank, savings bank, savings and loan association,
credit union or other licensed lending institution that
takes an assignment of a life insurance policy solely as
collateral for a loan;

284 (ii) The issuer of the life insurance policy;

(iii) An authorized or eligible insurer that provides
stop loss coverage or financial guaranty insurance to a
viatical settlement provider, purchaser, financing entity,
special purpose entity or related provider trust;

(iv) An individual who enters into or effectuates no
more than one viatical settlement contract in a calendar
year for the transfer of life insurance policies for any
value less than the expected death benefit;

- 293 (v) A financing entity;
- 294 (vi) A special purpose entity;
- 295 (vii) A related provider trust;
- 296 (viii) A viatical settlement purchaser; or

297 (ix) Any other person that the commissioner
298 determines is not the type of person intended to be
299 covered by the definition of viatical settlement provider.

300 (15)(A) "Viatical settlement purchaser" means a 301 person who provides a sum of money as consideration for a life insurance policy or an interest in the death 302 303 benefits of a life insurance policy, or a person who owns or acquires or is entitled to a beneficial interest in a 304 trust that owns a viatical settlement contract or is the 305 306 beneficiary of a life insurance policy that has been or 307 will be the subject of a viatical settlement contract, for 308 the purpose of deriving an economic benefit.

- 309 (B) "Viatical settlement purchaser" does not include:
- 310 (i) A licensee under this article;

311 (ii) An accredited investor or qualified institution
312 buyer as defined in, respectively, Rule 501(a) or Rule
313 144A promulgated under the Federal Securities Act of
314 1933, as amended;

- 315 (iii) A financing entity;
- 316 (iv) A special purpose entity; or
- 317 (v) A related provider trust.

318 (16) "Viaticated policy" means a life insurance policy
319 or certificate that has been acquired by a viatical
320 settlement provider pursuant to a viatical settlement
321 contract.

322 (17)(A) "Viator" means the owner of a life insurance
323 policy or a certificate holder under a group policy who
324 resides in this state and enters or seeks to enter into a
325 viatical settlement contract. For the purposes of this
326 article, a viator shall not be limited to an owner of a life

327 insurance policy or a certificate holder under a group 328 policy insuring the life of an individual with a terminal 329 or chronic illness or condition except where specifically 330 addressed. If there is more than one viator on a single 331 policy and the viators are residents of different states, 332 the transaction shall be governed by the law of the state 333 in which the viator having the largest percentage 334 ownership resides or, if the viators hold equal 335 ownership, the state of residence of one viator agreed 336 upon in writing by all the viators.

337 (B) "Viator" does not include:

338 (i) A licensee under this article, including a life
339 insurance producer acting as a viatical settlement
340 broker pursuant to this article;

341 (ii) Qualified institution buyer as defined, respectively,
342 in Rule 144A promulgated under the Federal Securities

- 343 Act of 1933, as amended;
- 344 (iii) A financing entity;
- 345 (iv) A special purpose entity; or
- 346 (v) A related provider trust.

347 (18) "Stranger-originated life insurance" or "STOLI"
348 means a plan or agreement that provides for both of the
349 following at the time of the origination of a life
350 insurance policy.

351 (A) The purchase of a life insurance policy by an
352 applicant primarily for the benefit of a third-party
353 investor that lacks insurable interest in the insured

354 person; and

355 (B) The subsequent accrual, directly or indirectly, to
356 that third-party investor of the legal or beneficial
357 ownership of the policy or the benefits of the policy.

§33-13C-3. License and bond requirements.

(a) (1) A person shall not operate as a viatical
 settlement provider or viatical settlement broker
 without first obtaining a license from the commissioner.

4 (2) (A) An insurance producer who is authorized to sell life insurance in this state pursuant to a resident or 5 6 nonresident license issued in accordance with the provisions of article twelve of this chapter may operate 7 8 as a viatical settlement broker without obtaining a license pursuant to this section if the viatical settlement 9 activities of the producer are incidental to the 10 11 producer's insurance business activities.

12 (B) The insurer that issued the policy being viaticated shall not be responsible for any act or omission of a 13 viatical settlement broker or viatical settlement 14 provider arising out of or in connection with the viatical 15 settlement transaction, unless the insurer receives 16 17 compensation for the placement of a viatical settlement contract from the viatical settlement provider or viatical 18 19 settlement broker in connection with the viatical 20 settlement contract.

21 (3) A person licensed as an attorney, certified public
22 accountant or financial planner accredited by a
23 nationally recognized accreditation agency, who is
24 retained to represent the viator, whose compensation is

- 25 not paid directly or indirectly by the viatical settlement
- 26 provider, may negotiate viatical settlement contracts on
- 27 behalf of the viator without having to obtain a license as
- 28 a viatical settlement broker.

(b) Application for a viatical settlement provider or
viatical settlement broker license and for renewals of
such licenses shall be made in the manner prescribed by
the commissioner and shall be accompanied by fees
established in legislative rules, including emergency
rules, promulgated by the commissioner.

35 (c) The commissioner shall have authority, at any time, to require the applicant to fully disclose the identity of 36 37 all stockholders, partners, officers, members and 38 employees, and the commissioner may, in the exercise of 39 the commissioner's discretion, refuse to issue a license 40 in the name of a legal entity if not satisfied that any officer, employee, stockholder, partner or member 41 42 thereof who may materially influence the applicant's conduct meets the standards of this article. 43

44 (d) The commissioner shall make an investigation of
45 each applicant and issue a license if the commissioner
46 finds that the applicant:

47 (1) If a viatical settlement provider, has provided a48 detailed plan of operation;

49 (2) Is competent and trustworthy and intends to act in
50 good faith in the capacity involved by the license
51 applied for;

52 (3) Has a good business reputation and has had 53 experience, training or education so as to be qualified in 54 the business for which the license is applied for;

demonstrated evidence of 55 (4) Has financial 56 responsibility in a format prescribed by the commissioner by possessing a minimum equity of not 57 less than two hundred fifty thousand dollars in cash or 58 cash equivalents reflected in the applicant's audited 59 60 financial statements or through a surety bond executed 61 and issued by an insurer authorized to issue surety 62 bonds in this state in the amount of two hundred fifty thousand dollars: Provided, That the commissioner 63 64 shall accept, as evidence of financial responsibility, 65 proof that financial instruments in accordance with the 66 requirements in this paragraph have been filed with a state in which the applicant is licensed as a viatical 67 settlement provider or viatical settlement broker. Any 68 69 surety bond issued pursuant to this subdivision shall be 70 in the favor of this state and shall specifically authorize 71 recovery by the commissioner on behalf of any person in 72 this state who sustained damages as the result of 73 erroneous acts, failure to act, conviction of fraud or conviction of unfair practices by the viatical settlement 74 75 provider or viatical settlement broker. The commissioner may ask for evidence of financial 76 77 responsibility at any time he or she deems necessary.

(5) If a legal entity, has provided a certificate of goodstanding from the state of its domicile; and

80 (6) Has provided an antifraud plan that meets the
81 requirements of subsection (g), section fourteen of this
82 article.

83 (e) The commissioner shall not issue a license to a84 nonresident applicant unless the applicant files with the

85 commissioner either a written designation of an agent
86 for service of process or the applicant's written
87 irrevocable consent that any action against the
88 applicant may be commenced against the applicant by
89 service of process on the commissioner.

90 (f) A viatical settlement provider or viatical settlement
91 broker shall provide to the commissioner new or revised
92 information about officers, ten percent or more
93 stockholders, partners, directors, members or
94 designated employees within thirty days of the change.

95 (g) An individual licensed as a viatical settlement broker shall complete on a biennial basis fifteen hours 96 97 of training related to viatical settlements and viatical settlement transactions, as required by the 98 commissioner. A life insurance producer operating as a 99 viatical settlement broker pursuant to subdivision (2), 100 subsection (a) of this section shall not be subject to the 101 102 requirements of this subsection. Any person failing to 103 meet the requirements of this subsection shall be subject 104 to the penalties imposed by the commissioner.

§33-13C-4. License revocation and denial.

(a) The commissioner may refuse to issue, suspend,
 revoke, place on probation or refuse to renew the license
 of a viatical settlement provider or viatical settlement
 broker if the commissioner finds that:

5 (1) There was any material misrepresentation in the6 application for the license;

7 (2) The licensee or any officer, partner, member or key
8 management personnel has been convicted of fraudulent

9 or dishonest practices, is subject to a final
10 administrative action or is otherwise shown to be
11 untrustworthy or incompetent;

12 (3) The viatical settlement provider demonstrates a13 pattern of unreasonable payments to viators;

(4) The licensee or any officer, partner, member or key
management personnel has been found guilty of, or has
pleaded guilty or nolo contendere to, any felony, or to a
misdemeanor involving fraud or moral turpitude,
regardless of whether a judgment of conviction has been
entered by the court;

20 (5) The viatical settlement provider has entered into
21 any viatical settlement contract that has not been
22 approved pursuant to this article;

23 (6) The viatical settlement provider has failed to honor
24 contractual obligations set out in a viatical settlement
25 contract;

26 (7) The licensee no longer meets the requirements for27 initial licensure;

28 (8) The viatical settlement provider has assigned, 29 transferred or pledged a viaticated policy to a person 30 other than a viatical settlement provider licensed in this 31 state, viatical settlement purchaser, an accredited 32 investor or qualified institutional buyer as defined 33 respectively in Rule 501(a) or Rule 144A promulgated 34 under the Federal Securities Act of 1933, as amended, 35 financing entity, special purpose entity or related provider trust; or 36

- 37 (9) The licensee or any officer, partner, member or key
- 38 management personnel has violated any provision of
- 39 this article.
- 40 (b) The commissioner may suspend, revoke or refuse to renew the license of a viatical settlement broker or a 41 life insurance producer operating as a viatical 42 settlement broker pursuant to this article if the 43 44 commissioner finds that the viatical settlement broker 45 or life insurance producer has violated the provisions of this article or has otherwise engaged in bad faith 46 conduct with one or more viators. 47
- (c) If the commissioner denies a license application or
 suspends, revokes or refuses to renew the license of a
 viatical settlement provider, viatical settlement broker
 or life insurance producer operating as a viatical
 settlement broker, the commissioner shall conduct a
 hearing in accordance with section thirteen, article two
 of this chapter.

§33-13C-5. Approval of viatical settlement contracts and disclosure statements.

1 (a) A person shall not use a viatical settlement 2 contract form or provide a disclosure statement form to a viator in this state unless it has been filed with and 3 approved by the commissioner. The commissioner shall 4 disapprove a viatical settlement contract form, 5 disclosure statement form or any provision contained 6 therein if, in the commissioner's opinion, the contract, 7 8 disclosure form or any provision contained therein fail to meet the requirements of section eight, ten, thirteen 9 or fourteen of this article, is unreasonable, is contrary to 10 the interests of the public or is otherwise misleading or 11

12 unfair to the viator. At the commissioner's discretion,

13 the commissioner may require the submission of14 advertising material.

15 (b) Forms required to be filed are subject to the 16 provisions of section eight, article six of this chapter 17 and shall be deemed "forms for noncommercial 18 insurance". The commissioner shall establish fees for 19 form filings by rule, including emergency rule.

§33-13C-6. Reporting requirements and privacy.

1 (a) On or before the first day of March of each year, 2 each viatical settlement provider shall file with the 3 commissioner an annual statement containing such information as the commissioner may prescribe. The 4 5 information shall be limited to only those transactions where the viator is a resident of this state. Individual 6 7 transaction data regarding the business of viatical settlements or data that could compromise the privacy 8 9 of personal, financial and health information of the 10 viator or insured shall be filed with the commissioner on a confidential basis. 11

12 (b) Except as otherwise allowed or required by law, a 13 viatical settlement provider, viatical settlement broker, 14 insurance company, insurance producer, information 15 bureau, rating agency or company or any other person 16 with actual knowledge of an insured's identity, shall not 17 disclose that identity as an insured, or the insured's 18 financial or medical information to any other person 19 unless the disclosure:

20 (1) Is necessary to effect a viatical settlement between
21 the viator and a viatical settlement provider and the

22 viator and insured have provided prior written consent

23 to the disclosure;

(2) Is provided in response to an investigation or
examination by the commissioner or any other
governmental officer or agency or pursuant to the
requirements of subsection (c), section fourteen of this
article;

29 (3) Is a term of or condition to the transfer of a policy
30 by one viatical settlement provider to another viatical
31 settlement provider;

32 (4) Is necessary to permit a financing entity, related
33 provider trust or special purpose entity to finance the
34 purchase of policies by a viatical settlement provider
35 and the viator and insured have provided prior written
36 consent to the disclosure;

37 (5) Is necessary to allow the viatical settlement
38 provider or viatical settlement broker or their
39 authorized representative to make contacts for the
40 purpose of determining health status; or

41 (6) Is required to purchase stop loss coverage or42 financial guaranty insurance.

§33-13C-7. Examination or investigation.

(a) (1) The commissioner may conduct an examination
 under this article of a licensee as often as he or she
 deems appropriate after considering such matters as
 consumer complaints, results of financial statement
 analyses and ratios, changes in management or
 ownership, actuarial opinions, report of independent

7 certified public accountants and other relevant criteria8 as determined by the commissioner.

9 (2) For purposes of completing an examination of a 10 licensee under this article, the commissioner may 11 examine or investigate any person, or the business of 12 any person, in so far as the examination or investigation 13 is, in the sole discretion of the commissioner, necessary 14 or material to the examination of the licensee.

15 (3) In lieu of an examination under this article of any 16 foreign or alien licensee licensed in this state, the 17 commissioner may, at the commissioner's discretion, 18 accept an examination report on the licensee as 19 prepared by the commissioner for the licensee's state of 20 domicile or port-of-entry state; as far as practical, the 21 examination of a foreign or alien licensee shall be made 22 in cooperation with the insurance supervisory officials 23 of other states in which the licensee transacts business.

24 (b) (1) A person required to be licensed by this article 25 shall for five years retain copies of all records and 26 documents related to the requirements of this article, 27 including, but not limited to, proposed, offered or 28 executed contracts, purchase agreements, underwriting 29 documents, policy forms and applications from the date 30 of the proposal, offer or execution of the contract or 31 purchase agreement, whichever is later; and all checks, 32 drafts or other evidence and documentation related to 33 the payment, transfer, deposit or release of funds from 34 the date of the transaction: *Provided*. That this 35 subsection does not relieve a person of the obligation to 36 produce these documents to the commissioner after the 37 retention period has expired if the person has retained 38 the documents.

39 (2) Records required to be retained by this section
40 shall be legible and complete and may be retained in
41 paper, photograph, microprocess, magnetic, mechanical
42 or electronic media or by any process that accurately
43 reproduces or forms a durable medium for the
44 reproduction of a record.

45 (c) (1) Upon determining that an examination should 46 be conducted, the commissioner shall issue an examination warrant appointing one or more examiners 47 to perform the examination and instructing them as to 48 the scope of the examination. 49 In conducting the examination, the examiner shall observe those 50 guidelines and procedures set forth in the Examiners 51 52 Handbook adopted by the National Association of 53 Insurance Commissioners (NAIC). The commissioner may also employ such other guidelines or procedures as 54 55 the commissioner may deem appropriate.

56 (2) Every licensee or person from whom information is 57 sought, its officers, directors and agents shall provide to the examiners timely, convenient and free access at all 58 reasonable hours at its offices to all books, records, 59 accounts, papers, documents, assets and computer or 60 61 other recordings relating to the property, assets, 62 business and affairs of the licensee being examined. 63 The officers, directors, employees and agents of the licensee or person shall facilitate the examination and 64 65 aid in the examination so far as it is in their power to do 66 so. The refusal of a licensee, by its officers, directors, 67 employees or agents, to submit to examination or to 68 comply with any reasonable written request of the commissioner shall be grounds for suspension or refusal 69 of, or nonrenewal of any license or authority held by the 70 licensee to engage in the viatical settlement business or 71

other business subject to the commissioner's
jurisdiction. Any proceedings for suspension,
revocation or refusal of any license or authority shall be
conducted pursuant to section eleven, article two of this
chapter.

77 (3) The commissioner shall have the power to issue subpoenas, to administer oaths and to examine under 78 79 oath any person as to any matter pertinent to the 80 examination. Upon the failure or refusal of a person to 81 obey a subpoena, the commissioner may petition a court 82 of competent jurisdiction and, upon proper showing, the 83 court may enter an order compelling the witness to 84 appear and testify or produce documentary evidence. 85 Failure to obey the court order is punishable as 86 contempt of court.

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

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

(6) No later than sixty days following completion of
the examination, the examiner in charge shall file with
the commissioner a verified written report of

103 examination under oath. Upon receipt of the verified 104 report, the commissioner shall transmit the report to the 105 licensee examined, together with a notice that shall 106 afford the licensee examined a reasonable opportunity 107 of not more than thirty days to make a written 108 submission or rebuttal with respect to any matters 109 contained in the examination report.

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

(d) (1) Names and individual identification data for all
viators is considered private and confidential
information and shall not be disclosed by the
commissioner unless required by law.

118 (2) Except as otherwise provided in this article, all 119 examination reports, working papers, recorded 120 information, documents and copies thereof produced by, 121 obtained by or disclosed to the commissioner or any 122 other person in the course of an examination made 123 under this article, or in the course of analysis or investigation by the commissioner of the financial 124 125 condition or market conduct of a licensee is confidential 126 by law and privileged, is not subject to the public disclosure provisions of article one, chapter twenty-127 128 nine-b of this code, is not subject to subpoena and is not 129 subject to discovery or admissible in evidence in any 130 private civil action. The commissioner is authorized to 131 use the documents, materials or other information in the furtherance of any regulatory or legal action brought as 132 133 part of the commissioner's official duties.

(3) Documents, materials or other information,
including, but not limited to, all working papers, and
copies thereof, in the possession or control of the NAIC
and its affiliates and subsidiaries is confidential by law
and privileged, is not subject to subpoena and is not
subject to discovery or admissible in evidence in any
private civil action if they are:

(A) Created, produced or obtained by or disclosed to
the NAIC and its affiliates and subsidiaries in the
course of assisting an examination made under this
article, or assisting a commissioner in the analysis or
investigation of the financial condition or market
conduct of a licensee; or

147 (B) Disclosed to the NAIC and its affiliates and
148 subsidiaries under subdivision (5) of this subsection by
149 a commissioner.

(4) Neither the commissioner nor any person that
received the documents, material or other information
while acting under the authority of the commissioner,
including the NAIC and its affiliates and subsidiaries,
shall be permitted to testify in any private civil action
concerning any confidential documents, materials or
information subject to subdivision (1) of this subsection.

157 (5) In order to assist in the performance of the158 commissioner's duties, the commissioner:

(A) May share documents, materials or other
information, including the confidential and privileged
documents, materials or information subject to
subdivision (1) of this subsection, with other state,
federal and international regulatory agencies, with the

- 164 NAIC and its affiliates and subsidiaries, and with state,
- 165 federal and international law-enforcement authorities,
- 166 provided that the recipient agrees to maintain the
- 167 confidentiality and privileged status of the document,
- 168 material, communication or other information;

169 **(B)** May receive documents, materials, communications or information, including otherwise 170 confidential and privileged documents, materials or 171 information, from the NAIC and its affiliates and 172 173 subsidiaries, and from regulatory and law-enforcement 174 officials of other foreign or domestic jurisdictions, and shall maintain as confidential or privileged any 175 176 document, material or information received with notice 177 or the understanding that it is confidential or privileged 178 under the jurisdiction that is the source of the 179 document, material or information; and

- 180 (C) May enter into agreements governing sharing and181 use of information consistent with this subsection.
- (6) No waiver of any applicable privilege or claim of
 confidentiality in the documents, materials or
 information shall occur as a result of disclosure to the
 commissioner under this section or as a result of sharing
 as authorized in subdivision (5) of this subsection.
- (7) A privilege established under the law of any state
 or jurisdiction that is substantially similar to the
 privilege established under this subsection shall be
 available and enforced in any proceeding in, and in any
 court of, this state.
- (8) Nothing contained in this article shall prevent orbe construed as prohibiting the commissioner from

194 disclosing the content of an examination report, 195 preliminary examination report or results, or any matter 196 relating thereto, to the commissioner of any other state or country, or to law-enforcement officials of this or any 197 other state or agency of the federal government at any 198 199 time or to the NAIC, so long as such agency or office 200 receiving the report or matters relating thereto agrees in 201 writing to hold it confidential and in a manner 202 consistent with this article.

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

210 (A) A viator;

211 (B) An insured in a viaticated insurance policy; or

(C) A beneficiary in an insurance policy that isproposed to be viaticated.

214 (2) Notwithstanding the requirements of this clause, 215 the commissioner may retain, from time to time, on an 216 individual basis, qualified actuaries, certified public 217 accountants or other similar individuals who are 218 independently practicing their professions, even though these persons may, from time to time, be similarly 219 220 employed or retained by persons subject to examination under this article. 221

222 (f) (1) No cause of action shall arise nor shall any

liability be imposed against the commissioner, the
commissioner's authorized representatives or any
examiner appointed by the commissioner for any
statements made or conduct performed in good faith
while carrying out the provisions of this article.

228 (2) No cause of action shall arise, nor shall any 229 liability be imposed against any person for the act of 230 communicating or delivering information or data to the 231 commissioner or the commissioner's authorized 232 representative or examiner pursuant to an examination 233 made under this article, if the act of communication or 234 delivery was performed in good faith and without 235 fraudulent intent or the intent to deceive. This 236 subdivision does not abrogate or modify in any way any 237 common law or statutory privilege or immunity 238 heretofore enjoyed by any person identified in 239 subdivision (1) of this subsection.

240 (3) A person identified in subdivision (1) or (2) of this 241 subsection shall be entitled to an award of attorney's 242 fees and costs if he or she is the prevailing party in a 243 civil cause of action for libel, slander or any other 244 relevant tort arising out of activities in carrying out the 245 provisions of this article and the party bringing the 246 action was not substantially justified in doing so. For 247 purposes of this section, a proceeding is "substantially justified" if it had a reasonable basis in law or fact at 248 249 the time that it was initiated.

(g) The insurance fraud unit created in article fortyone of this chapter may investigate suspected violations
of this article by persons engaged in the business of
viatical settlements in the same manner as the fraud
unit investigates suspected violators of those statutes set

255 forth in subsection (b), section eight, article forty-one of256 this chapter.

§33-13C-8. Disclosure to viator.

1 (a) With each application for a viatical settlement, a 2 viatical settlement provider or viatical settlement 3 broker shall provide the viator with at least the 4 following disclosures no later than the time the 5 application for the viatical settlement contract is signed 6 by all parties. The disclosures shall be provided in a 7 separate document that is signed by the viator and the 8 viatical settlement provider or viatical settlement 9 broker, and shall provide the following information:

(1) That there are possible alternatives to viatical
settlement contracts, including any accelerated death
benefits or policy loans offered under the viator's life
insurance policy.

(2) That a viatical settlement broker represents
exclusively the viator, and not the insurer or the viatical
settlement provider, and owes a fiduciary duty to the
viator, including a duty to act according to the viator's
instructions and in the best interest of the viator.

(3) That some or all of the proceeds of the viatical
settlement may be taxable under federal income tax and
state franchise and income taxes, and assistance should
be sought from a professional tax advisor.

23 (4) That proceeds of the viatical settlement could be24 subject to the claims of creditors.

25 (5) That receipt of the proceeds of a viatical settlement

26 may adversely affect the viator's eligibility for Medicaid
27 or other government benefits or entitlements, and
28 advice should be obtained from the appropriate
29 government agencies.

30 (6) The viator has the right to rescind a viatical settlement contract by providing notice of rescission 31 32 and repaying all viatical settlement proceeds paid to the 33 viator pursuant to the escrow agreement by the earlier 34 of sixty calendar days after the date upon which the 35 viatical settlement contract is executed by all parties or 36 thirty calendar days after the viatical settlement 37 proceeds have been paid to the viator, as provided in subsection (e), section ten of this article. If the insured 38 39 dies during the rescission period, the viatical settlement contract shall be deemed to have been rescinded, subject 40 to repayment by the viator or the viator's estate of all 41 viatical settlement proceeds to the viatical settlement 42 43 provider within sixty days of the insured's death.

(7) That funds will be sent to the viator within three
business days after the viatical settlement provider has
received the insurer or group administrator's written
acknowledgment that ownership of the policy or
interest in the certificate has been transferred and the
beneficiary has been designated.

(8) That entering into a viatical settlement contract
may cause other rights or benefits, including conversion
rights and waiver of premium benefits that may exist
under the policy or certificate, to be forfeited by the
viator and that assistance should be sought from a
financial adviser.

56 (9) Disclosure to a viator shall include distribution of

a brochure prescribed by the commissioner describingthe process of viatical settlements.

59 (10) The disclosure document shall contain the 60 following language: "All medical, financial or personal information solicited or obtained by a viatical 61 62 settlement provider or viatical settlement broker about 63 an insured, including the insured's identity or the 64 identity of family members, a spouse or a significant 65 other may be disclosed as necessary to effect the viatical 66 settlement between the viator and the viatical settlement provider. If you are asked to provide this 67 68 information, you will be asked to consent to the The information may be provided to 69 disclosure. 70 someone who buys the policy or provides funds for the 71 purchase. You may be asked to renew your permission 72 to share information every two years."

73 (11) That following execution of a viatical contract, 74 the insured may be contacted for the purpose of determining the insured's health status and to confirm 75 76 the insured's residential or business street address and telephone number or as otherwise provided in this 77 78 article. This contact shall be limited to once every three 79 months if the insured has a life expectancy of more than 80 one year, and not more than once per month if the 81 insured has a life expectancy of one year or less. All 82 such contracts shall be made only by a viatical 83 settlement provider licensed in the state in which the viator resided at the time of the viatical settlement, or 84 85 by the authorized representative of a duly licensed viatical settlement provider. 86

87 (b) A viatical settlement provider shall provide the88 viator with at least the following disclosures no later

89 than the date the viatical settlement contract is signed
90 by all parties. The disclosures shall be conspicuously
91 displayed in the viatical settlement contract or in a
92 separate document signed by the viator and provide the
93 following information:

94 (1) The affiliation, if any, between the viatical
95 settlement provider and the issuer of the insurance
96 policy to be viaticated;

97 (2) The document shall include the name, business
98 address and telephone number of the viatical settlement
99 provider;

100 (3) Any affiliations or contractual arrangements
101 between the viatical settlement provider and the viatical
102 settlement purchaser;

103 (4) If an insurance policy to be viaticated has been issued as a point policy or involved family riders or any 104 105 coverage of a life other than the insured under the policy to be viaticated, the viator shall be informed of 106 107 the possible loss of coverage on the other lives under the 108 policy and shall be advised to consult with his or her 109 insurance producer or the insurer issuing the policy for 110 advice on the proposed viatical settlement;

111 (5) State the dollar amount of the current death 112 benefit payable to the viatical settlement provider under 113 the policy or certificate. If known, the viatical 114 settlement provider shall also disclose the availability of 115 any additional guaranteed insurance benefits, the dollar amount of any accidental death and dismemberment 116 117 benefits under the policy or certificate and the extent to which the viator's interest in those benefits will be 118

119 transferred as a result of the viatical settlement120 contract; and

(6) State whether the funds will be escrowed with an
independent third party during the transfer process
and, if so, provide the name, business address and
telephone number of the independent third-party
escrow agent, and the fact that the viator or owner may
inspect or receive copies of the relevant escrow or trust
agreements or documents.

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

135 (1) The name, business address and telephone number136 of the viatical settlement broker;

137 (2) A full, complete and accurate description of all
138 offers, counter-offers, acceptances and rejections
139 relating to the proposed viatical settlement contract;

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

(4) The amount and method of calculating the broker's
compensation, which term "compensation" includes
anything of value paid or given to a viatical settlement

148 broker for the placement of a policy; and

(5) Where any portion of the viatical settlement
broker's compensation, as defined in subdivision (4) of
this subsection, is taken from a proposed viatical
settlement offer, the broker shall disclose the total
amount of the viatical settlement offer and the
percentage of the viatical settlement offer comprised by
the viatical settlement broker's compensation.

(d) If the viatical settlement provider transfers
ownership or changes the beneficiary of the insurance
policy, the provider shall communicate in writing the
change in ownership or beneficiary to the insured
within twenty days after the change.

§33-13C-9. Disclosure to insurer.

Before the initiation of a plan, transaction or series of 1 2 transactions, a viatical settlement broker or viatical 3 settlement provider shall fully disclose to an insurer a plan, transaction or series of transactions, to which the 4 viatical settlement broker or viatical settlement 5 provider is a part, to originate, renew, continue or 6 7 finance a life insurance policy with the insurer for the purpose of engaging in the business of viatical 8 9 settlements at anytime prior to, or during the first five years after, issuance of the policy. 10

§33-13C-10. General rules.

- 1 (a)(1) A viatical settlement provider entering into a
- 2 viatical settlement contract shall first obtain:
- 3 (A) If the viator is the insured, a written statement

4 from a licensed attending physician that the viator is of
5 sound mind and under no constraint or undue influence
6 to enter into a viatical settlement contract; and

7 (B) A document in which the insured consents to the 8 release of his or her medical records to a licensed 9 viatical settlement provider, viatical settlement broker 10 and the insurance company that issued the life 11 insurance policy covering the life of the insured.

12 (2) Within twenty days after a viator executes 13 documents necessary to transfer any rights under an 14 insurance policy or within twenty days of entering any agreement, option, promise or any other form of 15 understanding, expressed or implied, to viaticate the 16 policy, the viatical settlement provider shall give 17 18 written notice to the insurer that issued that insurance 19 policy that the policy has or will become a viaticated 20 The notice shall be accompanied by the policy. 21 documents required by subdivision (3) of this subsection. 22

23 (3) The viatical provider shall deliver a copy of the 24 medical release required under paragraph (B), 25 subdivision (1) of this subsection, a copy of the viator's application for the viatical settlement contract, the 26 27 notice required under subdivision (2) of this subsection and a request for verification of coverage to the insurer 28 that issued the life insurance policy that is the subject 29 of the viatical transaction. The request for verification 30 of coverage shall be on a form prescribed by the 31 32 commissioner.

33 (4) The insurer shall respond to a request for34 verification of coverage within thirty calendar days of

35 the date the request is received and shall indicate whether, based on the medical evidence and documents 36 37 provided, the insurer intends to pursue an investigation at this time regarding the validity of the insurance 38 39 contract or possible fraud. The insurer shall accept a 40 request for verification made on an approved form or any facsimile or electronic copy of such request and any 41 42 accompanying authorization signed by the viator. 43 Failure by the insurer to meet its obligations under this 44 subsection shall be a violation of subsection (c), section eleven of this article and section sixteen of this article. 45

46 (5) Prior to or at the time of execution of the viatical settlement contract, the viatical settlement provider 47 48 shall obtain a witnessed document in which the viator 49 consents to the viatical settlement contract, represents 50 that the viator has a full understanding of the viatical settlement contract, that he or she has a full 51 understanding of the benefits of the life insurance 52 53 policy, acknowledges that he or she is entering into the 54 viatical settlement contract freely and voluntarily and, 55 for persons with a terminal or chronic illness or condition, acknowledges that the insured has a terminal 56 or chronic illness and that the terminal or chronic 57 58 illness or condition was diagnosed after the life 59 insurance policy was issued.

60 (6) If a viatical settlement broker performs any of
61 these activities required of the viatical settlement
62 provider, the provider is deemed to have fulfilled the
63 requirements of this section.

64 (b) All medical information solicited or obtained by
65 any licensee shall be subject to the applicable provisions
66 of state law relating to confidentiality of medical

67 information.

68 (c) All viatical settlement contracts entered into in this 69 state shall provide the viator with an absolute right to 70 rescind the contract before the earlier of sixty calendar days after the date upon which the viatical settlement 71 72 contract is executed by all parties or thirty calendar 73 days after the viatical settlement proceeds have been 74 sent to the viator as provided in subsection (e) of this 75 section. Rescission by the viator may be conditioned 76 upon the viator both giving notice and repaying to the 77 viatical settlement provider within the rescission period 78 all proceeds of the settlement and any premiums, loans 79 and loan interest paid by or on behalf of the viatical 80 settlement provider in connection with or as a result of 81 the viatical settlement. If the insured dies during the 82 rescission period, the viatical settlement contract shall 83 be deemed to have been rescinded, subject to repayment 84 to the viatical settlement provider or purchaser of all 85 viatical settlement proceeds, any premiums, loans and 86 loan interest that have been paid by the viatical 87 settlement provider or purchaser, which shall be paid 88 within sixty calendar days of the death of the insured. 89 In the event of any rescission, if the viatical settlement 90 provider has paid commissions or other compensation to 91 a viatical settlement broker in connection with the 92 rescinded transaction, the viatical settlement broker shall refund all such commissions and compensation to 93 94 the viatical settlement provider within five business 95 days following receipt of written demand from the 96 viatical settlement provider, which demand shall be 97 accompanied by either the viator's notice of rescission 98 if rescinded at the election of the viator, or notice of the 99 death of the insured if rescinded by reason of the death 100 of the insured within the applicable rescission period.

101 (d) The viatical settlement provider shall instruct the 102 viator to send the executed documents required to effect the change in ownership, assignment or change in 103 104 beneficiary directly to the independent escrow agent. 105 Within three business days after the escrow agent receives the document or, if the viator erroneously 106 107 provides the documents directly to the provider, after 108 the viatical settlement provider receives the documents, 109 the provider shall pay or transfer the proceeds of the viatical settlement into an escrow or trust account 110 111 maintained in a state or federally charted financial 112 institution whose deposits are insured by the Federal 113 Deposit Insurance Corporation (FDIC). Upon payment 114 of the settlement proceeds into the escrow account, the 115 escrow agent shall deliver the original change in 116 ownership assignment or change in beneficiary forms to 117 the viatical settlement provider or related provider trust 118 or other designated representative of the viatical 119 settlement provider. Upon the escrow agent's receipt of 120 the acknowledgment of the properly completed transfer 121 of ownership, assignment or designation of beneficiary 122 from the insurance company, the escrow agent shall pay 123 the settlement proceeds to the viator.

124 (e) Failure to tender consideration to the viator for the 125 viatical settlement contract within the time set forth in 126 the disclosure pursuant to subdivision (7), subsection 127 (a), section eight of this article renders the viatical 128 settlement contract voidable by the viator for lack of consideration until the time consideration is tendered to 129 and accepted by the viator. Funds shall be deemed sent 130 by a viatical settlement provider to a viator as of the 131 date that the escrow agent either releases funds for wire 132 transfer to the viator or places a check for delivery to 133 the viator via United State Postal Service or other 134

135 nationally recognized delivery service.

136 (f) Contacts with the insured for the purpose of 137 determining the health status of the insured by the 138 viatical settlement provider or viatical settlement broker after the viatical settlement has occurred shall 139 140 only be made by the viatical settlement provider or 141 broker licensed in this state or its authorized 142 representatives and shall be limited to once every three 143 months for insureds with a life expectancy of more than 144 one year, and to no more than once per month for 145 insureds with a life expectancy of one year or less. The 146 provider or broker shall explain the procedure for these 147 contacts at the time the viatical settlement contract is 148 entered into. The limitations set forth in this subsection 149 shall not apply to any contacts with an insured for 150 reasons other than determining the insured's health 151 Viatical settlement providers and viatical status. 152 settlement brokers shall be responsible for the actions 153 of their authorized representatives.

§33-13C-11. Prohibited practices.

1 (a) It is a violation of this article for any person to 2 enter into a viatical settlement contract at any time prior to the application for or issuance of a policy that 3 is the subject of a viatical settlement contract or within 4 a five-year period commencing with the date of issuance 5 6 of the insurance policy or certificate unless the viator 7 certifies to the viatical settlement provider that one or 8 more of the following conditions have been met within 9 the five-year period after issuance of the policy or 10 certificate:

11 (1) The policy was issued upon the viator's exercise of

conversion rights arising out of a group or individual 12 13 policy, provided the total of the time covered under the 14 conversion policy plus the time covered under the prior 15 policy is at least sixty (60) months. The time covered under a group policy shall be computed without regard 16 to any change in insurance carriers, provided the 17 18 coverage has been continuous and under the same group 19 sponsorship;

(2) The viator certifies and submits independent
evidence to the viatical settlement provider that one or
more of the following conditions have been met within
that five-year period:

24 (A) The viator or insured is terminally or chronically25 ill;

- 26 (B) The viator's spouse dies;
- 27 (C) The viator divorces his or her spouse;
- 28 (D) The viator retires from full-time employment;

(E) The viator becomes physically or mentally
disabled and a physician determines that the disability
prevents the viator from maintaining full-time
employment; or

(F) A court of competent jurisdiction enters a final
order, judgment or decree on the application of a
creditor of the viator and adjudicates the viator
bankrupt or insolvent or approves a petition seeking
reorganization of the viator or appoints a receiver,
trustee or liquidator to all or a substantial part of the
viator's assets; or

40 (3) The viator enters into a viatical settlement contract
41 more than two years after the date of issuance of a
42 policy and, at all times during that two-year period, all
43 of the following conditions are true with respect to the
44 policy;

(A) Policy premiums have been funded exclusively
with unencumbered assets, including an interest in the
life insurance policy being financed only to the extent of
its net cash surrender value, provided by, or fully
recourse liability incurred by, the insured on a person
described in subparagraph (iv), paragraph (C),
subdivision (13), section two of this article;

52 (B) There is no agreement or understanding with any 53 other person to guarantee any such liability or to 54 purchase, or stand ready to purchase, the policy, 55 including through an assumption or forgiveness of the 56 loan; and

57 (C) Neither the insured nor the policy has been 58 evaluated for settlement.

59 (b) Copies of the independent evidence described in 60 subdivision (2), subsection (a) of this section and documents required by subsection (a), section ten of this 61 article shall be submitted to the insurer when the 62 viatical settlement provider or other party entering into 63 64 a viatical settlement contract with a viator submits a 65 request to the insurer for verification of coverage. The 66 copies shall be accompanied by a letter of attestation from the viatical settlement provider that the copies are 67 true and correct copies of the documents received by the 68 viatical settlement provider. 69

70 (c) If the viatical settlement provider submits to the 71 insurer a copy of the owner or insured's certification 72 described in and the independent evidence required by 73 subdivision (2), subsection (a) of this section when the 74 provider submits a request to the insurer to effect the 75 transfer of the policy or certificate to the viatical settlement provider, the copy shall be deemed to 76 77 conclusively establish that the viatical settlement 78 contract satisfies the requirements of this section and 79 the insurer shall timely respond to the request.

80 (d) No insurer may, as a condition of responding to a request for verification of coverage or effecting the 81 82 transfer of a policy pursuant to a viatical settlement 83 contract, require that the viator, insured, viatical settlement provider or viatical settlement broker sign 84 85 any forms, disclosures, consent or waiver form that has 86 not been expressly approved by the commissioner for 87 use in connection with viatical settlement contracts in 88 this state.

89 (e) Upon receipt of a properly completed request for 90 change of ownership or beneficiary of a policy, the insurer shall respond in writing within thirty calendar 91 92 days with written acknowledgment confirming that the change has been effected or specifying the reasons why 93 the request change cannot be processed. The insurer 94 95 shall not unreasonably delay effecting change of ownership or beneficiary and shall not otherwise seek to 96 97 interfere with any viatical settlement contract lawfully entered into in this state. 98

§33-13C-12. Prohibited practices and conflicts of interest.

1 (a) With respect to any viatical settlement contract or

2 insurance policy, no viatical settlement broker
3 knowingly shall solicit an offer from, effectuate a
4 viatical settlement with or make a sale to any viatical
5 settlement provider, viatical settlement purchaser,
6 financing entity or related provider trust that is
7 controlling, controlled by or under common control with
8 such viatical settlement broker.

9 (b) With respect to any viatical settlement contract or insurance policy, no viatical settlement provider 10 knowingly may enter into a viatical settlement contract 11 with a viator, if, in connection with such viatical 12 settlement contract, anything of value will be paid to a 13 14 viatical settlement broker that is controlling, controlled by or under common control with such viatical 15 settlement provider or the viatical settlement purchaser, 16 17 financing entity or related provider trust that is involved in such viatical settlement contract. 18

19 (c) A violation of subsection (a) or (b) of this section20 shall be deemed a fraudulent viatical settlement act.

21 (d) No viatical settlement provider shall enter into a 22 viatical settlement contract unless the viatical settlement promotional, advertising and marketing 23 24 materials, as may be prescribed by rule, have been filed 25 with the commissioner. In no event shall any marketing 26 materials expressly reference that the insurance is 27 "free" for any period of time. The inclusion of any 28 reference in the marketing materials that would cause 29 a viator to reasonably believe that the insurance is free for any period of time shall be considered a violation of 30 this article. 31

32 (e) No life insurance producer, insurance company,

- 33 viatical settlement broker or viatical settlement
- 34 provider shall make any statement or representation to
- 35 the applicant or policyholder in connection with the sale
- 36 or financing of a life insurance policy to the effect that
- 37 the insurance is free or without cost to the policyholder
- 38 for any period of time unless provided in the policy.

§33-13C-13. Advertising for viatical settlements.

(a) The purpose of this section is to provide 1 prospective viators with clear and unambiguous 2 statements in the advertisement of viatical settlements 3 4 and to assure the clear, truthful and adequate disclosure of the benefits, risks, limitations and exclusions of any 5 6 viatical settlement contract. This purpose is intended to 7 be accomplished by the establishment of guidelines and 8 standards of permissible and impermissible conduct in 9 the advertising of viatical settlements to assure that product descriptions are presented in a manner that 10 11 prevents unfair, deceptive or misleading advertising and is conducive to accurate presentation and description of 12 13 viatical settlements through the advertising media and 14 material used by viatical settlement licensees.

15 (b) This section shall apply to any advertising of viatical settlement contracts or related products or 16 17 services intended for dissemination in this state, 18 including internet advertising viewed by persons 19 located in this state. Where disclosure requirements are 20 established pursuant to federal regulation, this section 21 shall be interpreted so as to minimize or eliminate 22 conflict with federal regulation wherever possible.

23 (c) Every viatical settlement licensee shall establish24 and at all times maintain a system of control over the

content, form and method of dissemination of all 25 26 advertisements of its contracts, products and services. All advertisements, regardless of by whom written, 27 28 created, designed or presented, shall be the 29 responsibility of the viatical settlement licensees, as well 30 as the individual who created or presented the 31 advertisement. A system of control shall include regular 32 routine notification, at least once a year, to agents and 33 others authorized by the viatical settlement licensee who disseminates advertisements of the requirements 34 35 and procedures for approval prior to the use of any 36 advertisements not furnished by the viatical settlement 37 license.

38 (d) Advertisements shall be truthful and not 39 misleading in fact or by implication. The form and 40 content of an advertisement of a viatical settlement 41 contract shall be sufficiently complete and clear so as to 42 avoid deception. It shall not have the capacity or 43 tendency to mislead or deceive. Whether an 44 advertisement has the capacity or tendency to mislead 45 or deceive shall be determined by the commissioner 46 from the overall impression that the advertisement may 47 be reasonably expected to create upon a person of average education or intelligence within the segment of 48 49 the public to which it is directed.

(e) The information required to be disclosed under this
section shall not be minimized, rendered obscure, or
presented in an ambiguous fashion or intermingled with
the text of the advertisement so as to be confusing or
misleading.

55 (1) An advertisement shall not omit material 56 information or use words, phrases, statements,

57 references or illustrations if the omission or use has the 58 capacity, tendency or effect of misleading or deceiving viators as to the nature or extent of any benefit, loss 59 60 covered, premium payable or state or federal tax consequence. The fact that the viatical settlement 61 62 contract offered is made available for inspection prior to consummation of the sale, or an offer is made to 63 refund the payment if the viator is not satisfied or that 64 65 the viatical settlement contract includes a "free look" period that satisfies or exceeds legal requirements, does 66 67 not remedy misleading statements.

68 (2) An advertisement shall not use the name or title of
69 a life insurance company or a life insurance policy
70 unless the advertisement has been approved by the
71 insurer.

(3) An advertisement shall not state or imply that
interest charged on an accelerated death benefit or a
policy loan is unfair, inequitable or in any manner an
incorrect or improper practice.

(4) The words "free", "no cost", "without cost", "no
additional cost", "at no extra cost" or words of similar
import shall not be used with respect to any benefit or
service unless true. An advertisement may specify the
charge for a benefit or a service or may state that a
charge is included in the payment or use other
appropriate language.

(5) Testimonials, appraisals or analysis used in
advertisements must be genuine; represent the current
opinion of the author; be applicable to the viatical
settlement contract product or service advertised, if any;
and be accurately reproduced with sufficient

88 completeness to avoid misleading or deceiving 89 prospective viators as to the nature or scope of the 90 testimonials, appraisals or analysis, a licensee under 91 this article makes as its own all the statements 92 contained therein, and the statements are subject to all 93 the provisions of this section.

94 (A) If the individual making a testimonial, appraisal, 95 analysis or an endorsement has a financial interest in 96 the party making use of the testimonial, appraisal, analysis or endorsement, either directly or through a 97 98 related entity as a stockholder, director, officer, 99 employee or otherwise, or receives any benefit directly 100 or indirectly other than required union scale wages, that 101 fact shall be prominently disclosed in the advertisement.

102 (B) An advertisement shall not state or imply that a viatical settlement contract benefit or service has been 103 approved or endorsed by a group of individuals, society, 104 105 association or other organization unless that is the fact and unless any relationship between an organization 106 107 and the viatical settlement licensee is disclosed. If the 108 entity making the endorsement or testimonial is owned, 109 controlled or managed by the viatical settlement 110 licensee, or receives any payment or other consideration 111 from the viatical settlement licensee for making an 112 endorsement or testimonial, the fact shall be disclosed 113 in the advertisement.

(C) When an endorsement refers to benefits received
under a viatical settlement contract all pertinent
information shall be retained for a period of five years
after its use.

118 (f) An advertisement shall not contain statistical

information unless it accurately reflects recent and
relevant facts. The course of all statistics used in an
advertisement shall be identified.

(g) An advertisement shall not disparage insurers,
viatical settlement providers, viatical settlement
brokers, viatical settlement investment agents,
insurance producers, policies, services or methods of
marketing.

(h) The name of the viatical settlement licensee shall 127 128 be clearly identified in all advertisements about the 129 licensee or its viatical settlement contract, products or 130 services, and if any specific viatical settlement contract 131 is advertised, the viatical settlement contract shall be identified either by form number or some other 132 133 appropriate description. If an application is part of the 134 advertisement, the name of the viatical settlement 135 provider shall be shown on the application.

(i) An advertisement shall not use a trade name, group 136 137 designation, name of the parent company of a viatical 138 settlement licensee, name of a particular division of the 139 viatical settlement licensee, service mark, slogan, 140 symbol or other device or reference without disclosing 141 the name of the viatical settlement licensee, if the 142 advertisement would have the capacity or tendency to 143 mislead or deceive as to the true identity of the viatical settlement licensee, or to create the impression that a 144 145 company other than the viatical settlement licensee would have any responsibility for the financial 146 147 obligation under a viatical settlement contract.

(j) An advertisement shall not use any combination ofwords, symbols or physical materials that by their

150 content, phraseology, shape, color or other
151 characteristics are so similar to a combination of words,
152 symbols or physical materials used by a government
153 program or agency or otherwise appear to be of such a
154 nature that they tend to mislead prospective viators into
155 believing that the solicitation is in some manner
156 connected with a government program or agency.

157 (k) An advertisement may state that a viatical settlement licensee is licensed in the state where the 158 advertisement appears, provided it does not exaggerate 159 160 that fact or suggest or imply that competing viatical 161 settlement licensees may not be so licensed. The 162 advertisement may ask the audience to consult the 163 licensee's website or contact the department of 164 insurance to find out if the state requires licensing and, 165 if so, whether the viatical settlement provider or viatical 166 settlement broker is licensed.

(l) An advertisement shall not create the impression
that the viatical settlement provider, its financial
condition or status, the payment of its claims or the
merits, desirability, or advisability of its viatical
settlement contracts are recommended or endorsed by
any government entity.

173 (m) The name of the actual licensee shall be stated in all of its advertisements. An advertisement shall not use 174 175 a trade name, any group designation, name of any affiliate or controlling entity of the licensee, service 176 177 mark, slogan, symbol or other device in a manner that 178 would have the capacity or tendency to mislead or 179 deceive as to the true identity of the actual licensee or create the false impression that an affiliate or 180 controlling entity would have any responsibility for the 181

182 financial obligation of the licensee.

183 (n) An advertisement shall not, directly or indirectly,
184 create the impression that any division or agency of the
185 state or of the United States government endorses,
186 approves or favors:

- 187 (1) Any viatical settlement licensee or its business188 practices or methods of operation;
- 189 (2) The merits, desirability or advisability of any190 viatical settlement contract;
- 191 (3) Any viatical settlement contract; or

192 (4) Any life insurance policy or life insurance193 company.

(o) If the advertiser emphasizes the speed with which
the viatication will occur, the advertising must disclose
the average time frame from completed application to
the date of offer and from acceptance of the offer to
receipt of the funds by the viator.

(p) If the advertising emphasizes the dollar amounts
available to viators, the advertising shall disclose the
average purchase price as a percent of face value
obtained by viators contracting with the licensee during
the past six months.

§33-13C-14. Fraud prevention and control.

- 1 (a) Fraudulent viatical settlement acts, interference
- 2 and participation of convicted felons prohibited. —

3 (1) A person shall not commit a fraudulent viatical4 settlement act.

5 (2) A person shall not knowingly or intentionally 6 interfere with the enforcement of the provisions of this 7 article or investigations of suspected or actual violations 8 of this article.

9 (3) A person in the business of viatical settlements 10 shall not knowingly or intentionally permit any person 11 convicted of a felony involving dishonesty or breach of 12 trust to participate in the business of viatical 13 settlements.

14 (b) Fraud warning required. —

(1) Viatical settlement contracts and applications for
viatical settlements, regardless of the form of
transmission shall contain the following statement or a
substantially similar statement:

19 "Any person who knowingly presents false
20 information in an application for insurance or viatical
21 settlement contract is guilty of a crime and may be
22 subject to fines and confinement in prison."

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

(c) (1) Any person engaged in the business of viatical
settlements having knowledge or a reasonable suspicion
that a fraudulent viatical settlement act is being, will be
or has been committed shall provide such information
to the commissioner.

31 (2) Any other person having knowledge or a
32 reasonable belief that a fraudulent viatical settlement
33 act is being, will be or has been committed may provide
34 to the commissioner the information required by, and in
35 a manner prescribed by, the commissioner.

(d) (1) No civil liability shall be imposed on and no
cause of action shall arise from a person's furnishing
information concerning suspected, anticipated or
completed fraudulent viatical settlement acts or
suspected or completed fraudulent insurance acts if the
information is provided without actual malice and is
provided to or received from:

43 (A) The commissioner or the commissioner's44 employees, agents or representatives;

45 (B) Federal, state or local law enforcement or
46 regulatory officials or their employees, agents or
47 representatives;

48 (C) A person involved in the prevention and detection
49 of fraudulent viatical settlement acts or that person's
50 agents, employees or representatives;

51 National Association of Insurance (D) The 52 Commissioners (NAIC), National Association of 53 Securities Dealers (NASD), the North American 54 Securities Administrators Association (NASAA), or 55 their employees, agents or representatives, or other 56 regulatory body overseeing life insurance, viatical 57 settlements, securities or investment fraud; or

58 (E) The life insurer that issued the life insurance 59 policy covering the life of the insured.

60 (2) A person furnishing information pursuant to subdivision (1) of this subsection shall be entitled to an 61 62 award of attorney's fees and costs if he or she is the 63 prevailing party in a civil cause of action for libel, slander or any other relevant tort arising out of 64 65 activities in carrying out the provisions of this article 66 and the party bringing the action was not substantially 67 justified in doing so.

68 (3) This subsection does not abrogate or modify
69 common law or statutory privileges or immunities
70 enjoyed by a person described in subdivision (1) of this
71 subsection.

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

79 (2) The commissioner may release documents and 80 evidence obtained in an investigation of suspected or actual fraudulent viatical settlement acts in 81 82 administrative or judicial proceedings to enforce laws administered by the commissioner; to federal, state or 83 84 local law enforcement or regulatory agencies, to an 85 organization established for the purpose of detecting and preventing fraudulent viatical settlement acts or to 86 87 the NAIC; or, at the discretion of the commissioner, to a person in the business of viatical settlements that is 88 89 aggrieved by a fraudulent viatical settlement act: Provided, That release of documents and evidence 90 91 under this subdivision does not abrogate or modify the

92 privilege granted in subdivision (1) of this subsection.

93 (f) This section does not:

94 (1) Preempt the authority or relieve the duty of other95 law enforcement or regulatory agencies to investigate,

96 examine and prosecute suspected violations of law;

97 (2) Prevent or prohibit a person from disclosing
98 voluntarily information concerning viatical settlement
99 fraud to a law enforcement or regulatory agency other
100 than the insurance department; or

101 (3) Limit the powers granted elsewhere by the laws of
102 this state to the commissioner or an insurance fraud
103 unit to investigate and examine possible violations of
104 law and to take appropriate action against wrongdoers.

105 (g) (1) Viatical settlement providers and viatical 106 settlement brokers shall have in place antifraud 107 initiatives reasonably computed to detect, prosecute and 108 prevent fraudulent viatical settlement acts. At the 109 discretion of the commissioner, the commissioner may 110 order, or a licensee may request and the commissioner 111 may grant, such modifications of the following required 112 initiatives as necessary to ensure an effective antifraud 113 The modifications may be more or less program. 114 restrictive than the required initiatives so long as the 115 modifications may reasonably be expected to 116 accomplish the purpose of this section.

117 (2) Antifraud initiatives shall include:

118 (A) Fraud investigators who may be viatical119 settlement provider or viatical settlement broker

120 employees or independent contractors; and

121 (B) An antifraud plan, which shall be submitted to the
122 commissioner. The antifraud plan shall include, but not
123 be limited to:

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

(ii) A description of the procedures for reporting
possible fraudulent viatical settlement acts to the
commissioner;

(iii) A description of the plan for antifraud educationand training of underwriters and other personnel; and

(iv) A description or chart outlining the organization
arrangement of the antifraud personnel who are
responsible for the investigation and reporting of
possible fraudulent viatical settlement acts and
investigating unresolved material inconsistencies
between medical records and insurance applications.

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

§33-13C-15. Injunctions; civil remedies; cease and desist.

1 (a) In addition to the penalties and other enforcement

2 provisions of this chapter, if any person violates any

provision of this article or of any rule implementing this article, the commissioner may seek an injunction in a court of competent jurisdiction and may apply for temporary and permanent orders that the commissioner determines are necessary to restrain the person from committing the violation.

9 (b) Any person damaged by the acts of a person in 10 violation of this article may bring a civil action against 11 the person committing the violation in a court of 12 competent jurisdiction.

(c) The commissioner may issue cease and desist order
upon a person that violates any provision of this article
or any rule promulgated thereunder, any order adopted
by the commissioner, or any written agreement entered
into with the commissioner.

18 (d) When the commissioner finds that an activity in 19 violation of this article presents an immediate danger to the public that requires an immediate final order, the 20 21 commissioner may issue an emergency cease and desist 22 order reciting with particularity the facts underlying 23 the findings. The emergency cease and desist order is effective immediately upon service of a copy of the 24 order on the respondent and remains effective for ninety 25 days. If the commissioner begins nonemergency cease 26 27 and desist proceedings, the emergency cease and desist order remains effective, absent an order by a court of 28 29 competent jurisdiction pursuant to this chapter.

(e) In addition to the penalties and other enforcement
provisions of this article, any person who violates this
article is subject to civil penalties of up to ten thousand
dollars per violation. Imposition of civil penalties shall

be pursuant to an order of the commissioner issued after
notice and hearing. The commissioner's order may
require a person found to be in violation of this article
to make restitution to persons aggrieved by violations of
this article.

§33-13C-16. Criminal penalties.

(a) A viator convicted of a fraudulent viatical
 settlement act is guilty of a felony and, upon conviction

3 thereof, shall be sentenced as follows:

4 (1) Imprisonment in a state correctional facility for not
5 more than twenty years or payment of a fine of not more
6 than one hundred thousand dollars, or both, if the value
7 of the viatical settlement contract is more than thirty8 five thousand dollars;

9 (2) Imprisonment in a state correctional facility for not 10 more than ten years or to payment of a fine of not more 11 than twenty thousand dollars, or both if the value of the 12 viatical settlement contract is more than two thousand 13 five hundred dollars, but not more than thirty-five 14 thousand dollars;

(3) Imprisonment in a state correctional facility for not
more than five years or payment of a fine of not more
than ten thousand dollars, or both, if the value of the
viatical settlement contract is more than five hundred
dollars, but not more than two thousand five hundred
dollars.

(b) Any person who violates any other provision of this
article is guilty of a misdemeanor and, upon conviction
thereof, shall be fined not more than one thousand

- 24 dollars or confined in jail not more than one year, or
- 25 both fined and imprisoned.

§33-13C-17. Authority to promulgate rules.

The commissioner shall have the authority to 1 2 promulgate legislative rules, including emergency rules, implementing this article, pursuant to article three, 3 4 chapter twenty-nine-a of this code. Such rules may 5 include standards for evaluating reasonableness of 6 payments under viatical settlement contracts for 7 persons who are terminally or chronically ill; regulation 8 of discount rates used to determine the amount paid in exchange for assignment, transfer, sale, devise or 9 bequest of a benefit under a life insurance policy 10 11 insuring the life of a person that is chronically or 12 terminally ill; and provisions governing the relationship 13 and responsibilities of both insurers and viatical 14 settlement providers and viatical settlement brokers during the viatication of a life insurance policy or 15 16 certificate.

§33-13C-18. No preemption of securities laws.

- 1 This article shall not preempt, supersede or limit any
- 2 provision of any state securities law or any rule, order
- 3 or notice issued thereunder.

The Joint Committee on Enrolled Bills hereby certifies that the foregoing bill is correctly enrolled.

nan Sengle Committee Chair Chairman House Committee Originated in the Senate.

In effect ninety days from passage.

Clerk of the Senate

Clerk of the House of Delegates

Tomtel President of the Senate

Speaker House of Delegates

The within I.S. applo. dee this the ... (3) Day of ... Mare 2008. Governor

PRESENTED TO THE GOVERNOR

MAR 7 X 2008

Time 9:40am