

Introduced by Senator CalderonFebruary 17, 2011

An act to amend Sections 789.10 and 10127.7 of the Insurance Code, relating to life insurance.

LEGISLATIVE COUNSEL'S DIGEST

SB 590, as introduced, Calderon. Life insurance.

(1) Existing law regulates the sale of life insurance to seniors, including annuities, as specified. Existing law requires a person who meets with a senior in the senior's home regarding the sale of life insurance to deliver a notice in writing to the senior no less than 24 hours prior to that individual's meeting, and to abide by other restrictions regarding contacting the senior in the senior's home.

This bill would specify that the above notice could be provided at the time of the meeting in the senior's home and that the other provisions do not apply if the meeting concerns the sale of life insurance designated by the purchaser as payment for funeral and burial expenses, the life insurance policy has an initial face amount of \$15,000 or less, the policy provides a "free look" period in which the purchaser has 60 days to cancel the policy and be refunded payments made, and the seller is licensed, as specified. The bill would require the issuer of one of these policies exempted from the provisions requiring 24-hour advance notice and related requirements to provide a written notice of the purchase and the 60-day right of cancellation with specified content to the senior and certain other persons, except as specified.

(2) Existing law provides that life insurance policies with a face value of less than \$10,000, issued after July 1, 1974, shall contain a notice permitting the return of the policy within a period of time designated in the notice, which may not be less than 10 or more than 30 days.

This bill would provide that a life insurance policy with a face value of \$15,000 or less, issued after January 1, 2012, shall contain a notice permitting the return of the policy within not less than 10 days nor more than 30 days, provided that for a policy relating to funeral and burial expenses described in (1) above, if certain notice requirements are not met, the right of return shall last 60 days.

Vote: majority. Appropriation: no. Fiscal committee: yes.
 State-mandated local program: no.

The people of the State of California do enact as follows:

1 SECTION 1. Section 789.10 of the Insurance Code is amended
 2 to read:
 3 789.10. (a) This section applies to the sale, offering for sale,
 4 or generation of leads for the sale of life insurance, including
 5 annuities, to senior insureds or prospective insureds by any person.
 6 (b) ~~Any~~ Except as provided in subdivision (i), any person who
 7 meets with a senior in the senior’s home is required to deliver a
 8 notice in writing to the senior no less than 24 hours prior to that
 9 individual’s initial meeting in the senior’s home. If the senior has
 10 an existing insurance relationship with an agent and requests a
 11 meeting with the agent in the senior’s home the same day, a notice
 12 shall be delivered to the senior prior to the meeting. The notice
 13 shall be in substantially the following form, with the appropriate
 14 information inserted, in 14-point type:
 15 “(1) During this visit or a followup visit, you will be given a
 16 sales presentation on the following [indicate all that apply]:
 17 () Life insurance, including annuities
 18 () Other insurance products [specify]: _____.
 19 (2) You have the right to have other persons present at the
 20 meeting, including family members, financial advisors or attorneys.
 21 (3) You have the right to end the meeting at any time.
 22 (4) You have the right to contact the Department of Insurance
 23 for information, or to file a complaint. [The notice shall include
 24 the consumer assistance telephone numbers at the department]
 25 (5) The following individuals will be coming to your home:
 26 [list all attendees, and insurance license information, if applicable]”
 27 (c) Upon contacting the senior in the senior’s home, the person
 28 shall, before making any statement other than a greeting, or asking
 29 the senior any other questions, state that the purpose of the contact

1 is to talk about insurance, or to gather information for a followup
2 visit to sell insurance, if that is the case, and state all of the
3 following information:

4 (1) The name and titles of all persons arriving at the senior's
5 home.

6 (2) The name of the insurer represented by the person, if known.

7 (d) Each person attending a meeting with a senior shall provide
8 the senior with a business card or other written identification stating
9 the person's name, business address, telephone number, and any
10 insurance license number.

11 (e) The persons attending a meeting with a senior shall end all
12 discussions and leave the home of the senior immediately after
13 being asked to leave by the senior.

14 (f) A person may not solicit a sale or order for the sale of an
15 annuity or life insurance policy at the residence of a senior, in
16 person or by telephone, by using any plan, scheme, or ruse that
17 misrepresents the true status or mission of the contact.

18 (g) *This section shall not apply to the sale of life insurance*
19 *policies of the type described in subdivision (c) of Section 1676*
20 *that are designated by the purchaser as payment for funeral and*
21 *burial expenses if the life insurance policy meets both of the*
22 *following:*

23 (1) *Has an initial face amount of fifteen thousand dollars*
24 *(\$15,000) or less.*

25 (2) *Provides a "free look" period in which the purchaser has*
26 *60 days to cancel the policy and be refunded payments made to*
27 *the insurer prior to the cancellation of the policy.*

28 (h) (1) *Within 14 days of the purchase of a policy exempt from*
29 *application of this section pursuant to subdivision (g), the issuer*
30 *shall provide by first-class mail written notice of the purchase and*
31 *the 60-day right of cancellation to the senior, any family member*
32 *designated by the senior, and any financial, estate planning, or*
33 *other advisor of the senior's choosing at addresses provided by*
34 *the senior. The notice shall include all of the following:*

35 (A) *Information on the right of cancellation.*

36 (B) *A statement that the recipient of the notice is authorized to*
37 *call the insurer to inquire about the policy on behalf of the*
38 *policyholder.*

39 (C) *A form suitable for the senior's use in exercising the right*
40 *to cancel the policy.*

1 (D) Information on how to contact the department for
2 information or to file a complaint, including the telephone number
3 of the department's customer assistance office.

4 (2) The department may adopt, by regulation, a standardized
5 form for use in complying with the requirements of paragraph (1).

6 (i) The notice requirement in subdivision (b) shall be deemed
7 satisfied with respect to a policy exempt from application of this
8 section pursuant to subdivision (g) if both of the following
9 requirements are met:

10 (1) The notice was provided to the prospective purchaser by a
11 licensee subject to subdivision (c) of Section 1676 at the time of
12 the meeting in the prospective purchaser's home regarding the
13 purchase of funeral and burial expense policies.

14 (2) The licensee retains in his or her files a copy of the notice
15 signed by the purchaser.

16 SEC. 2. Section 10127.7 of the Insurance Code is amended to
17 read:

18 10127.7. (a) Every policy of individual life insurance with a
19 an initial face value of ~~less than ten~~ fifteen thousand dollars
20 (\$10,000) ~~which~~ (\$15,000) or less that is delivered or issued for
21 delivery in this state on and after ~~July 1, 1974~~ January 1, 2012,
22 shall have printed thereon or attached thereto a notice stating that,
23 after receipt of the policy by the owner, the policy may be returned
24 by the owner for cancellation by delivering it or mailing it to the
25 insurer or to the agent through whom it was purchased. ~~The period~~
26 ~~of time set forth by the insurer for return of the policy by the~~
27 ~~insured shall be clearly stated on the notice and this period shall~~
28 ~~be not less than 10 days nor more than 30 days. The~~

29 (b) ~~The period of time set forth by the insurer for return of the~~
30 ~~policy by the insured shall be clearly stated on the notice and,~~
31 ~~except as provided in subdivision (c), this period shall be not less~~
32 ~~than 10 days nor more than 30 days.~~

33 (c) ~~The period of time to return a life insurance policy of the~~
34 ~~type described in subdivision (g) of Section 789.10 shall be 60~~
35 ~~days unless the 24-hour notice specified in subdivision (b) of~~
36 ~~Section 789.10 is provided.~~

37 (d) ~~The insured may return the policy to the insurer at any time~~
38 ~~during the period specified in the notice. This delivery or mailing~~
39 ~~of the policy by the owner shall void the policy from the beginning,~~
40 ~~and the parties shall be in the same position as if no policy or~~

1 contract had been issued. All premiums paid and any policy fee
2 paid for the policy shall be refunded to the owner within 30 days
3 from the date that the insurer is notified that the insured has
4 canceled the policy.

5 **This**

6 *(e) Except as provided in subdivision (a), this section applies*
7 *to all policies issued, amended, or delivered in this state on or after*
8 *January 1, 2011, and applies to any renewal thereof. All policies*
9 *subject to this section that are in effect on January 1, 2011, shall*
10 *be construed to be in compliance with this section, and any*
11 *provision in such a policy that is in conflict with this section shall*
12 *be of no force or effect.*

13 **This**

14 *(f) This section does not apply to individual life insurance*
15 *policies issued in connection with a credit transaction or issued*
16 *under a contractual policy change or conversion privilege provision*
17 *contained in a policy.*

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