I2 (5lr2547)

penalties; altering certain licensing fees for debt management services

providers; altering the maximum amount of a certain surety bond filed by a debt

management services provider; defining a certain term terms; including a crime under the Maryland Debt Management Services Act in certain definitions for

certain purposes; <u>requiring the Commissioner and the Attorney General to</u> study and report to certain committees of the General Assembly on certain

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ENROLLED BILL

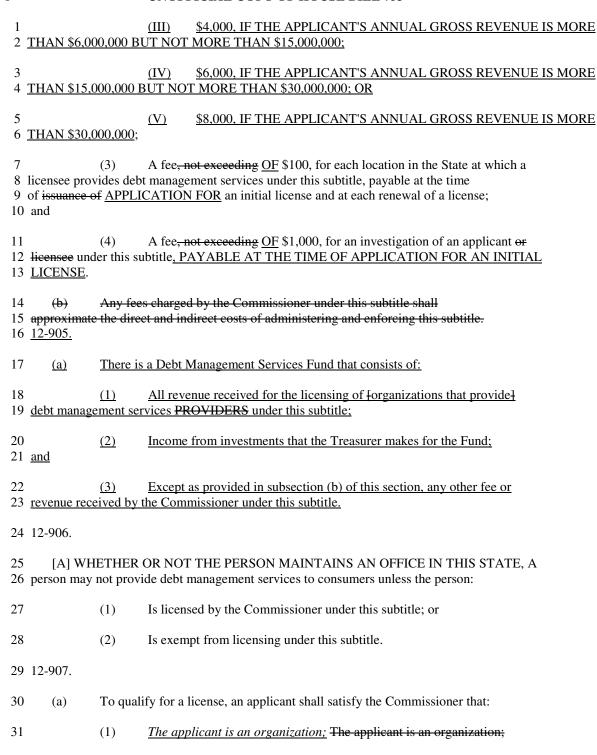
	Economic Matters/Finance	
Introd	luced by Delegate D. Davis	
	Read and Examined by Proofreaders:	
		Proofreader
	d with the Great Seal and presented to the Governor, for his approval this day of at o'clock,M.	Proofreader
		Speaker
	CHAPTER	
1 A	N ACT concerning	
2	Financial Regulation - Debt Management Services	
3 F0 4 5 6 7 8 9 10 11	OR the purpose of <u>authorizing a person that is not a nonprofit organization to</u> <u>provide debt management services in the State;</u> clarifying that a person who provides debt management services is subject to licensure whether or not the person maintains an office in the State; requiring an applicant for licensure as a debt management services provider to provide certain information to the Commissioner of Financial Regulation and to satisfy the Commissioner as to certain matters; prohibiting certain contracts or agreements between certain persons, prohibiting certain advertising and related acts, and prohibiting certain incentives relating to debt management services, subject to certain	

- 1 <u>matters;</u> and generally relating to debt management services.2 BY renumbering
- 3 Article Courts and Judicial Proceedings
- 4 Section 7-409(a)(2)(ix) through (xix), respectively
- to be Section 7-409(a)(2)(x) through (xx), respectively
- 6 Annotated Code of Maryland
- 7 (2002 Replacement Volume and 2004 Supplement)
- 8 BY repealing and reenacting, with amendments,
- 9 Article Financial Institutions
- 10 Section 12-901, 12-904, 12-905(a), 12-906, <u>12-907(a),</u> 12-908, 12-914, and
- 11 12-920
- 12 Annotated Code of Maryland
- 13 (2003 Replacement Volume and 2004 Supplement)
- 14 BY repealing and reenacting, without amendments,
- 15 Article Financial Institutions
- 16 Section <u>12-905(a)</u>, <u>12-907(a)</u>, <u>and</u> 12-929
- 17 Annotated Code of Maryland
- 18 (2003 Replacement Volume and 2004 Supplement)
- 19 BY adding to
- 20 Article Courts and Judicial Proceedings
- 21 Section 7-409(a)(2)(ix)
- 22 Annotated Code of Maryland
- 23 (2002 Replacement Volume and 2004 Supplement)
- 24 BY repealing and reenacting, with amendments,
- 25 Article Insurance
- 26 Section 2-401(c)(4)
- 27 Annotated Code of Maryland
- 28 (2003 Replacement Volume and 2004 Supplement)
- 29 BY repealing and reenacting, with amendments,
- 30 Article Insurance
- 31 Section 27-801(c)(3)
- 32 Annotated Code of Maryland
- 33 (2002 Replacement Volume and 2004 Supplement)
- 34 SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF
- 35 MARYLAND, That Section(s) 7-409(a)(2)(ix) through (xix), respectively, of Article -
- 36 Courts and Judicial Proceedings of the Annotated Code of Maryland be renumbered to
- 37 be Section(s) 7-409(a)(2)(x) through (xx), respectively.

1 2	SECTION read as follo		ND BE IT FURTHER ENACTED, That the Laws of Maryland
3			Article - Financial Institutions
4	12-901.		
5	(a)	In this s	ubtitle the following words have the meanings indicated.
8		BEFORE	AL GROSS REVENUE" MEANS INCOME OR REVENUE FROM ALL ANY EXPENSES OR TAXES, COMPUTED ACCORDING TO EPTED ACCOUNTING PRINCIPLES FOR THE PRECEDING FISCAL
			"Consultation fee" means a fee paid by a consumer to a debt s provider in connection with the processing of any application akes for debt management services.
13	(e)	<u>(D)</u>	"Consumer" means an individual who:
14		(1)	Resides in the State; and
15 16	managemen	(2) at services	Is seeking debt management services or has entered into a debt agreement.
17 18	\ /	(E) the financ	"Consumer education program" means a program or plan that seeks cial literacy of consumers.
	contractual		"Debt management counselor" means a permanent, temporary, or e of a debt management services provider or its agent who to consumers on behalf of the debt management services provider.
24	a consumer		"Debt management services" means receiving funds periodically from agreement with the consumer for the purpose of distributing the sumer's creditors in full or partial payment of the consumer's
	plan, or agre		"Debt management services agreement" means a written contract, etween a debt management services provider and a consumer for ebt management services.
	(h) PERSON A services to a		"Debt management services provider" means an organization A <u>NIZATION</u> that provides or offers to provide debt management er.
32 33	(i) under § 12-	(<u>J)</u> 905 of thi	"Fund" means the Debt Management Services Fund established s subtitle.
34 35	(j) licensed und	(<u>K)</u> der this su	"Licensee" means an organization <u>A PERSON AN ORGANIZATION</u> ubtitle to provide debt management services.

3	_	h the cons	provider	nance fee" means a fee paid by a consumer to a debt for the maintenance or servicing of the consumer's reditors in accordance with a debt management				
5 6	(1) taxation unde	(<u>M)</u> er § 501(d		nation" means a nonprofit organization that is exempt from nternal Revenue Code.				
7 8	(M) AN INDIVII	(<u>N)</u> DUAL BY		IVE" MEANS ANY OF THE FOLLOWING WHO ARE RELATED TO D, MARRIAGE, OR ADOPTION:				
9		(1)	A SPOU	SE;				
10		(2)	A CHILI	Э;				
11		(3)	A SIBLI	NG;				
12		(4)	A PARE	NT;				
13		(5)	A GRAN	IDPARENT;				
14		(6)	A GRAN	NDCHILD;				
15		(7)	A STEPI	PARENT;				
16		(8)	A STEP	A STEPCHILD;				
17		(9)	A STEPS	A STEPSIBLING;				
18		(10)	AN AUN	VT; OR				
19		(11)	AN UNC	CLE.				
22	filed or reco	rded with	whose note the State	"Resident agent" means an individual residing in the State or a ame, address, and designation as a resident agent are Department of Assessments and Taxation in of the Corporations and Associations Article.				
24	[(n)]	(O)	<u>(P)</u>	"Trust account" means an account that is:				
25		(1)	Establish	ned in a financial institution that is federally insured;				
26 27	account;	(2)	Separate	from the debt management services provider's operating				
	designation or its officer		g that the	ed as a "trust account" or by another appropriate funds in the account are not the funds of the licensee gents;				
31 32	and	(4)	Unavaila	ble to creditors of the debt management services provider;				

1 2	(5) Used to hold funds paid by consumers to a debt management services provider for disbursement to creditors of the consumers.
3	12-904.
4	(a) The Commissioner by regulation shall establish CHARGE:
5 6	(1) (i) A fee , not exceeding [\$2,000] \$4,000, for the issuance of a <u>AN INITIAL</u> license under this subtitle in an even-numbered year <u>AS FOLLOWS:</u>
7 8	1. S1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS NOT MORE THAN \$3,000,000;
9 10	2. \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000;
11 12	3. \$4,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$6,000,000 BUT NOT MORE THAN \$15,000,000;
13 14	4. \$6,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$15,000,000 BUT NOT MORE THAN \$30,000,000; OR
15 16	5. <u>\$8,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS</u> MORE THAN \$30,000,000; and
17 18	(ii) A fee, not exceeding [\$1,000] \$2,000, for the issuance of a <u>AN</u> <u>INITIAL</u> license under this subtitle in an odd-numbered year <u>AS FOLLOWS:</u>
19 20	1. \$500, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS NOT MORE THAN \$3,000,000;
21 22	2. \$1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000;
23 24	3. \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$6,000,000 BUT NOT MORE THAN \$15,000,000;
25 26	4. \$3,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$15,000,000 BUT NOT MORE THAN \$30,000,000; OR
27 28	<u>MORE THAN \$30,000,000;</u> 5. \$4,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS
29 30	(2) A fee, not exceeding [\$2,000] \$4,000, for renewal of a license issued under this subtitle AS FOLLOWS:
31 32	(I) \$1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS NOT MORE THAN \$3,000,000;
33 34	(II) \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000;



	(2) directors, and princip financial responsibili		[Each] THE APPLICANT AND EACH of the owners, officers, applicant has sufficient experience, character, meral fitness to:
4		(i)	Engage in the business of providing debt management services;
5 6	will be conducted law	(ii) vfully, ho	Warrant the belief that the debt management services business nestly, fairly, and efficiently; and
7		(iii)	Command the confidence of the public;
	-		Each agent acting on behalf of the applicant to manage a 12-917 of this subtitle has sufficient experience, lity, and general fitness to:
11		(i)	Engage in the business of managing a trust account;
12 13	will be conducted la	(ii) wfully, ho	Warrant the belief that the management of the trust account onestly, fairly, and efficiently; and
14		(iii)	Command the confidence of the public; and
17 18	worth of \$10,000 for	each loca	The applicant has a net worth computed according to a principles of at least \$50,000, plus an additional net ation at which debt management services will be a maximum of \$500,000 as provided in subsection (b) of
20	12-908.		
21 22		•	tense, an applicant shall submit to the Commissioner and the Commissioner provides.
23	(b) The app	olication s	hall include:
24 25	(1) mail address, if any,		licant's name, business address, telephone number, electronic ite address, if any;
26 27	(2) provide debt manage		ress of each location in the State at which the applicant will vices;
28 29	(3) of the applicant;	The nan	ne and address of each owner, officer, director, and principal
30 31	(4) agent in the State;	The nan	ne, address, and telephone number of the applicant's resident
34	other business entity	pplicant is that prov	iption of the ownership interest of any officer, director, agent, n any affiliate or subsidiary of the applicant or in any ides any service to the applicant or any consumer management services business;

1 2	(6) to manage a trust acco	The name and address of any agent acting on behalf of the applicant ount required under § 12-917 of this subtitle;
3	(7)	The applicant's federal employer identification number;
4	(8)	A list of any state in which:
5 6	management services	(i) The applicant engages in the business of providing debt
7 8	management services	(ii) The applicant is registered or licensed to provide debt and
9 10	revoked;	(iii) The applicant's registration or license has been suspended or
	(9) litigation, or adminis applicant;	A statement of whether any pending judgment, tax lien, material rative action by any government agency exists against the
14 15	(10) that:	The most recent, unconsolidated financial statement of the applicant
16 17	principles applied on	(i) Is prepared in accordance with generally accepted accounting a consistent basis;
18 19	certified public accor	(ii) Includes a certified opinion audit prepared by an independent ntant; and
20 21	application;	(iii) Was prepared no more than 12 months before the date of
22 23	(11) 501(c) of the Interna	Evidence <u>IF APPLICABLE</u> , EVIDENCE of nonprofit status under § Revenue Code;
	applicant's corporate affiliates;	If the applicant is a corporation, a detailed description of the structure, including parent companies, subsidiaries, and
27	(13)	The applicant's business credit report;
	(14) dishonesty, fraud, the applicant;	Evidence of general liability or fidelity insurance that insures against ft, or other malfeasance on the part of an employee of the
31 32	(15) provided to consume	A description of the applicant's consumer education program that is es;
	(16) plan, including any for condition of consume	A description of the applicant's financial analysis and initial budget orm or electronic model, that are used to evaluate the financial rrs;

1 (17) A copy of the debt management services agreement that the applicant 2 will use in its debt management services business;
3 (18) A copy of the applicant's plan to ensure that each debt management 4 counselor is certified by an independent organization within 6 months after the debt 5 management counselor is hired, and that any employee who is a supervisor or 6 manager of a debt management counselor is certified by an independent organization 7 within 3 months after the employee is hired; [and]
8 (19) THE MOST RECENT FINANCIAL STATEMENT OF EACH AFFILIATE, 9 SUBSIDIARY, OR OTHER PERSON THAT PROVIDES SERVICES RELATED TO DEBT 10 MANAGEMENT SERVICES FOR THE APPLICANT OR FOR ANY CONSUMER;
11 (20) A COPY OF EACH CONTRACT OR FEE-FOR-SERVICE ARRANGEMENT 12 BETWEEN THE APPLICANT AND ANY PERSON THAT PROVIDES SERVICES RELATED TO 13 THE DEBT MANAGEMENT SERVICES BUSINESS; AND
14 [(19)] (21) Any other information that the Commissioner reasonably 15 requires.
16 (c) The Commissioner may refuse an application if it contains erroneous or 17 incomplete information.
18 (d) With the application, the applicant shall pay to the Commissioner:
19 (1) A license fee in the amount established under § 12-904 of this 20 subtitle; and
21 (2) A nonrefundable investigation fee in the amount established under § 22 12-904 of this subtitle.
23 (e) With the application, the applicant shall file a surety bond with the 24 Commissioner as provided in § 12-914 of this subtitle.
25 12-914.
26 (a) With the application for a new or renewal license, the applicant or licensee 27 shall file a surety bond or bond renewal certificate with the Commissioner as 28 provided in this section.
29 (b) (1) A surety bond filed under this section shall run to the State for the 30 benefit of any consumer who is injured by a violation of this subtitle or a regulation 31 adopted under this subtitle committed by a licensee or an agent of a licensee, 32 including an agent managing a trust account.
The surety bond shall be:
34 (i) In an amount not less than \$10,000 and not more than 35 [\$350,000] \$1,000,000, as set by the Commissioner;

1 2	(ii) Issued by a bonding, surety, or insurance company that is authorized to do business in the State; and
	(iii) Conditioned so that the licensee and its agent shall comply with all State and federal laws and regulations governing the business of providing debt management services.
6	(3) The liability of a surety:
	(i) Is not affected by the insolvency or bankruptcy of the licensee or ts agent or by any misrepresentation, breach of warranty, failure to pay a premium, or other act or omission of the licensee or its agent; and
	(ii) Continues as to all transactions of the licensee, and transactions of its agent on behalf of the licensee, for no longer than 2 years after the licensee ceases, for any reason, to be licensed.
	(4) The Commissioner may allow the amount of the surety bond to be reduced if the amount of the licensee's outstanding debt management services liabilities in the State is reduced.
16 17	(5) In setting the amount of the surety bond, the Commissioner shall consider:
18 19	(i) The financial condition and business experience of the applicant or licensee and the agent of the applicant or licensee;
20 21	(ii) For an applicant, the projected monthly and annual volume of debt management services to be provided in the State;
22 23	(iii) For a licensee, the average monthly and annual volume of debt management services provided in the State during the previous 12-month period;
24 25	(iv) The potential loss to consumers who remit funds to the applicant or licensee if the applicant or licensee becomes financially impaired; and
26	(v) Any other factor the Commissioner considers appropriate.
	(c) If the principal amount of a surety bond is reduced by payment of a claim or judgment, the licensee shall file with the Commissioner any new or additional surety bond in the amount that the Commissioner sets.
	(d) The Commissioner may waive the surety bond requirement under this section if the Commissioner determines that the volume of debt management services provided by the applicant or licensee does not warrant the need for a surety bond.
33 34	(e) A penalty imposed under § 12-928 or § 12-929 of this subtitle may be paid

1	12-920.		
2	(a)	A licens	ee may not:
3		(1)	Purchase any debt or obligation of a consumer;
4		(2)	Lend money or provide credit to a consumer;
5 6	consumer;	(3)	Obtain a mortgage or other security interest in property owned by a
7 8	Regulation A	(4) Article;	Operate as a collection agency, as defined in § 7-101 of the Business
9 10	would result	(5) t in a nega	Structure a debt management services agreement in a manner that ative amortization of any of the consumer's debts;
	omissions of service;	(6) f informa	Make any false, misleading, or deceptive representations or tion in connection with the offer, sale, or performance of any
14 15		(7) ensation to	Offer, pay, or give a substantial gift, bonus, premium, reward, or o a person for referring a prospective customer to the licensee;
			Offer an incentive, including a gift, bonus, premium, reward, or other onsumer for executing a debt management services agreement
19		(9)	Charge for or provide credit insurance; [or]
		(10) prior wr	Compromise any debts of a consumer unless the licensee has itten approval of the consumer, and the compromise benefits the
25 26 27	DIRECTOR WITH A RE	R, OR AN ELATIVE ER, A DII	ENTER INTO A CONTRACT OR FEE-FOR-SERVICE ARRANGEMENT OWNED, CONTROLLED BY, OR AFFILIATED WITH AN OFFICER, A EMPLOYEE OF THE DEBT MANAGEMENT SERVICE PROVIDER, OR E OF AN OFFICER, A DIRECTOR, OR AN EMPLOYEE, THAT BENEFITS RECTOR, OR AN EMPLOYEE OF THE DEBT MANAGEMENT SERVICE
	OTHERWIS		ADVERTISE, DISPLAY, DISTRIBUTE, BROADCAST, TELEVISE, OR LISH DEBT MANAGEMENT SERVICE RATES, TERMS, OR SERVICES IN DING, OR DECEPTIVE MANNER; OR
32 33		(13) MANAO	PAY AN INCENTIVE TO AN EMPLOYEE FOR ENROLLING A CONSUMER GEMENT SERVICES PLAN OR AGREEMENT.
	directly or in		Notwithstanding any other provision of State law, a licensee may not, collect any fee for referring, advising, procuring, arranging, or in obtaining any extension of credit or other consumer service

2	from a lender or service provider if the licensee, or any owner, officer, director, principal, or employee of the licensee, is an owner, partner, director, officer, or employee of the lender or service provider.				
6 7	(2) This subsection does not prohibit a licensee from referring, advising, procuring, arranging, or assisting a consumer in obtaining any extension of credit or other consumer service from a lender or service provider of which the licensee, or any owner, officer, director, principal, or employee of the licensee, is an owner, partner, director, officer, or employee, if:				
9		(i)	The licensee does not directly or indirectly collect any fee; and		
10 11	relationship.	(ii)	The consumer is provided with a written disclosure of the		
12	12-929.				
15	A person who knowingly and willfully violates any provision of this subtitle is guilty of a felony and on conviction is subject to a fine not exceeding \$1,000 for the first violation and not exceeding \$5,000 for each subsequent violation or imprisonment not exceeding 5 years or both.				
17			Article - Courts and Judicial Proceedings		
18	7-409.				
19	(a) (2)	"Crime"	means an act committed by a person in the State that is:		
20 21	INSTITUTIONS	(IX) ARTICLE;	A CRIME UNDER TITLE 12, SUBTITLE 9 OF THE FINANCIAL		
22			Article - Insurance		
23	2-401.				
24	(c) "Insu	ırance fraud'	means:		
25 26	(4) person regulated u		er fraudulent activity that is committed by or against a cicle and is a violation of:		
27		(i)	Title 1, Subtitle 3 of the Agriculture Article;		
28 29	Article;	(ii)	Title 19, Subtitle 2 or Subtitle 3 of the Business Regulation		
30 31	Law Article;	(iii)	Title 14, Subtitle 29, § 11-810, or § 14-1317 of the Commercial		
32 33	2 (iv) the Criminal Law Article other than Title 8, Subtitle 2, Part II 3 or § 10-614;				

13	UNOFFICIAL COPY OF HOUSE BILL 753		
1 2 ARTICLE;	(V)	TITLE	12, SUBTITLE 9 OF THE FINANCIAL INSTITUTIONS
3	[(v)]	(VI)	§ 14-127 of the Real Property Article;
4	[(vi)]	(VII)	Article 2B, Title 22 of the Code;
5	[(vii)]	(VIII)	§ 109 of the Code of Public Local Laws of Caroline County;
6 7 County; or	[(viii)]	(IX)	§ 4-103 of the Code of Public Local Laws of Carroll
8 9 27-801.	[(ix)]	(X)	§ 8A-1 of the Code of Public Local Laws of Talbot County.
10 (c) "Insura	nce fraud	l" means:	
11 (3) 12 person regulated und			lent activity that is committed by or against a is a violation of:
13	(i)	Title 1,	Subtitle 3 of the Agriculture Article;
14 15 Article;	(ii)	Title 19	, Subtitle 2 or Subtitle 3 of the Business Regulation
16 17 Law Article;	(iii)	Title 14	, Subtitle 29, § 11-810 or § 14-1317 of the Commercial
18 19 or § 10-614;	(iv)	the Crir	ninal Law Article other than Title 8, Subtitle 2, Part II
20 21 ARTICLE;	(V)	TITLE	12, SUBTITLE 9 OF THE FINANCIAL INSTITUTIONS
22	[(v)]	(VI)	§ 14-127 of the Real Property Article;
23	[(vi)]	(VII)	Article 2B, Title 22 of the Code;
24 25 County;	[(vii)]	(VIII)	§ 109 of the Code of Public Local Laws of Caroline
26 27 County; or	[(viii)]	(IX)	§ 4-103 of the Code of Public Local Laws of Carroll
28	[(ix)]	(X)	§ 8A-1 of the Code of Public Local Laws of Talbot County.

SECTION 3. AND BE IT FURTHER ENACTED, That the Commissioner of
 Financial Regulation and the Attorney General jointly shall:

1 2	(1) study the impact of this Act on consumers and debt management services providers in the State;
	(2) study the regulatory mechanisms employed and proposed elsewhere in the country for regulation of debt management, debt settlement, debt adjustment, and similar services;
6 7 8	(3) study the impact of authorizing persons who are not nonprofit organizations that are exempt from taxation under § 501(c) of the Internal Revenue Code to provide debt management services in the State;
9 10	(3) recommend appropriate changes, if any, to the Maryland Debter Management Services Act and regulations adopted under that Act; and
	2-1246 of the State Government Article, the results of the study and any recommendations to the House Economic Matters Committee and the Senate Finance

15 SECTION 3. 4. AND BE IT FURTHER ENACTED, That this Act shall take 16 effect October 1, 2005.