I2 5lr2548

By: Senator Astle Senators Kelley and Exum

Introduced and read first time: February 21, 2005

Assigned to: Rules

Re-referred to: Finance, February 24, 2005

Committee Report: Favorable with amendments Senate action: Adopted with floor amendments

Read second time: April 2, 2005

CHAPTER\_\_\_\_

#### 1 AN ACT concerning

# 2 Financial Regulation - Debt Management Services

- 3 FOR the purpose of authorizing a person that is not a nonprofit organization to
- 4 provide debt management services in the State; clarifying that a person who
- 5 provides debt management services is subject to licensure whether or not the
- 6 person maintains an office in the State; requiring an applicant for licensure as a
- 7 debt management services provider to provide certain information to the
- 8 Commissioner of Financial Regulation and to satisfy the Commissioner as to
- 9 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
- penalties; altering certain licensing fees for debt management services
- 13 providers; altering the maximum amount of a certain surety bond filed by a debt
- management services provider; defining certain terms; including a crime under
- the Maryland Debt Management Services Act in certain definitions for certain
- purposes; requiring the Commissioner and the Attorney General to study and
- 17 report to certain committees of the General Assembly on certain matters; and
- generally relating to debt management services.
- 19 BY renumbering
- 20 Article Courts and Judicial Proceedings
- 21 Section 7-409(a)(2)(ix) through (xix), respectively
- to be Section 7-409(a)(2)(x) through (xx), respectively
- 23 Annotated Code of Maryland
- 24 (2002 Replacement Volume and 2004 Supplement)

1	BY repealing and reenacting, with amendments,
2	Article - Financial Institutions
3	Section 12-901, 12-904, <del>12-905(a),</del> 12-906, <del>12-907(a),</del> 12-908, 12-914, and
4	12-920
5	Annotated Code of Maryland
6	(2003 Replacement Volume and 2004 Supplement)
7	BY repealing and reenacting, without amendments,
8	Article - Financial Institutions
9	Section <u>12-905(a)</u> , <u>12-907(a)</u> , <u>and</u> <u>12-929</u>
10	Annotated Code of Maryland
11	(2003 Replacement Volume and 2004 Supplement)
	BY adding to
13	Article - Courts and Judicial Proceedings
14	Section $7-409(a)(2)(ix)$
15	Annotated Code of Maryland
16	(2002 Replacement Volume and 2004 Supplement)
17	BY repealing and reenacting, with amendments,
18	Article - Insurance
19	
20	
21	(2003 Replacement Volume and 2004 Supplement)
<i>2</i> 1	(2003 Replacement Volume and 2004 Supplement)
22	BY repealing and reenacting, with amendments,
23	Article - Insurance
24	
25	Annotated Code of Maryland
26	(2002 Replacement Volume and 2004 Supplement)
	(2002 200 - 2
27	SECTION 1. BE IT ENACTED BY THE GENERAL ASSEMBLY OF
28	MARYLAND, That Section(s) 7-409(a)(2)(ix) through (xix), respectively, of Article -
	Courts and Judicial Proceedings of the Annotated Code of Maryland be renumbered to
	be Section(s) 7-409(a)(2)(x) through (xx), respectively.
50	be section(s) $f$ 105(a)(2)( $K$ ) unough ( $KK$ ), respectively.
31	SECTION 2. AND BE IT FURTHER ENACTED, That the Laws of Maryland
32	read as follows:
33	Article - Financial Institutions
34	12-901.
35	(a) In this subtitle the following words have the meanings indicated.

34

I(1)

(M)

35 taxation under § 501(c) of the Internal Revenue Code.

**UNOFFICIAL COPY OF SENATE BILL 902** 1 (B) "ANNUAL GROSS REVENUE" MEANS INCOME OR REVENUE FROM ALL 2 SOURCES, BEFORE ANY EXPENSES OR TAXES, COMPUTED ACCORDING TO 3 GENERALLY ACCEPTED ACCOUNTING PRINCIPLES FOR THE PRECEDING FISCAL 4 YEAR. 5 [(b)](C) "Consultation fee" means a fee paid by a consumer to a debt 6 management services provider in connection with the processing of any application 7 that the consumer makes for debt management services. 8 [(c)](D) "Consumer" means an individual who: 9 (1) Resides in the State; and 10 (2) Is seeking debt management services or has entered into a debt 11 management services agreement. 12 (E) "Consumer education program" means a program or plan that seeks [(d)]13 to improve the financial literacy of consumers. 14 "Debt management counselor" means a permanent, temporary, or 15 contractual employee of a debt management services provider or its agent who 16 provides counseling to consumers on behalf of the debt management services provider. "Debt management services" means receiving funds periodically from 17 [(f)]18 a consumer under an agreement with the consumer for the purpose of distributing the 19 funds among the consumer's creditors in full or partial payment of the consumer's 20 debts. 21 [(g)](H) "Debt management services agreement" means a written contract, plan, or agreement between a debt management services provider and a consumer for 23 the performance of debt management services. "Debt management services provider" means fan organization A 24 25 PERSON that provides or offers to provide debt management services to a consumer. "Fund" means the Debt Management Services Fund established 26 [(i)]**(J)** under § 12-905 of this subtitle. 27 "Licensee" means {an organization} A PERSON licensed under this 28 <del>[(j)]</del> 29 subtitle to provide debt management services. 30 "Maintenance fee" means a fee paid by a consumer to a debt (L) 31 management services provider for the maintenance or servicing of the consumer's 32 accounts with the consumer's creditors in accordance with a debt management 33 services agreement.

"Organization" means a nonprofit organization that is exempt from

1 2	<del>(M)</del> AN INDIVII	( <u>N)</u> DUAL B`	"RELATIVE" MEANS ANY OF THE FOLLOWING WHO ARE RELATED TO Y BLOOD, MARRIAGE, OR ADOPTION:
3		(1)	A SPOUSE;
4		(2)	A CHILD;
5		(3)	A SIBLING;
6		(4)	A PARENT;
7		(5)	A GRANDPARENT;
8		(6)	A GRANDCHILD;
9		(7)	A STEPPARENT;
10		(8)	A STEPCHILD;
11		(9)	A STEPSIBLING;
12		(10)	AN AUNT; OR
13		(11)	AN UNCLE.
16	filed or reco	rded with	(O) "Resident agent" means an individual residing in the State or a n whose name, address, and designation as a resident agent are in the State Department of Assessments and Taxation in provisions of the Corporations and Associations Article.
18	[(n)]	<del>(O)</del>	(P) "Trust account" means an account that is:
19		(1)	Established in a financial institution that is federally insured;
20 21	account;	(2)	Separate from the debt management services provider's operating
	_		Designated as a "trust account" or by another appropriate g that the funds in the account are not the funds of the licensee yees, or agents;
25 26	and	(4)	Unavailable to creditors of the debt management services provider;
27 28	provider for	(5) disburse	Used to hold funds paid by consumers to a debt management services ment to creditors of the consumers.
29	12-904.		
30	<del>(a)</del>	The Cor	nmissioner [by regulation] shall [establish] CHARGE:

**UNOFFICIAL COPY OF SENATE BILL 902** (1) A fee[, not exceeding \$2,000,] for the issuance of [a] AN 1 2 INITIAL license under this subtitle in an even-numbered year AS FOLLOWS: \$1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 1. 4 NOT MORE THAN \$3,000,000; \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 6 MORE THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000; \$4,000. IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 7 8 MORE THAN \$6,000,000 BUT NOT MORE THAN \$15,000,000; \$6,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 10 MORE THAN \$15,000,000 BUT NOT MORE THAN \$30,000,000; OR \$8,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 12 MORE THAN \$30,000,000; and A fee[, not exceeding \$1,000,] for the issuance of [a] AN 13 (ii) 14 INITIAL license under this subtitle in an odd-numbered year AS FOLLOWS: \$500, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 15 1. 16 NOT MORE THAN \$3,000,000; 17 \$1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 18 MORE THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000; 19 \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 20 MORE THAN \$6,000,000 BUT NOT MORE THAN \$15,000,000; 21 \$3,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 4. 22 MORE THAN \$15,000,000 BUT NOT MORE THAN \$30,000,000; OR 23 \$4,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS 5. 24 MORE THAN \$30,000,000; 25 A fee[, not exceeding \$2,000,] for renewal of a license issued under (2) 26 this subtitle AS FOLLOWS: 27 \$1,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS NOT (I) 28 MORE THAN \$3,000,000; \$2,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE 29 (II)30 THAN \$3,000,000 BUT NOT MORE THAN \$6,000,000; \$4,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE 31 (III)

\$6,000, IF THE APPLICANT'S ANNUAL GROSS REVENUE IS MORE

32 THAN \$6,000,000 BUT NOT MORE THAN \$15,000,000;

34 THAN \$15,000,000 BUT NOT MORE THAN \$30,000,000; OR

(IV)

2	THAN \$30,0	000,000;	(V) S	\$8,000, IF THE AP	PLICANT'S	ANNUAL GF	ROSS REVENU	E IS MOI
5			managem	t exceeding <u>OF</u> \$10 tent services under FOR an initial licen	this subtitle, p	payable at the	time	
	licensee unde	(4) er this sub		t exceeding <u>OF</u> \$1, ABLE AT THE T				<u>L</u>
	(-)	<del>, IN THE</del>	E AGGRE	by the Commission GATE, the direct an			stering and	
13	12-905.							
14	(a)	There is	a Debt Ma	anagement Services	s Fund that co	onsists of:		
15 16		(1) ement ser		ue received for the VVIDERS under thi		organizations	that provide <del>]</del>	
17 18	and	(2)	Income fr	om investments that	at the Treasur	er makes for t	he Fund;	
19 20		(3) eived by t		provided in subsectissioner under this		is section, any	other fee or	
21	12-906.							
22 23				THE PERSON MA anagement services				A
24		(1)	Is license	d by the Commission	oner under thi	s subtitle; or		
25		(2)	Is exempt	from licensing und	der this subtit	le.		
26	12-907.							
27	(a)	To quali	fy for a lic	ense, an applicant	shall satisfy tl	ne Commissio	oner that:	
28		(1)	{The appl	icant is an organiza	ation;			
			applicant h	E APPLICANT Almas sufficient experss to:			officers, directors	5,
32			(i) I	Engage in the busin	ess of provid	ing debt mana	ngement services	;

1 2	will be conducted law	(ii) fully, hor	Warrant the belief that the debt management services business nestly, fairly, and efficiently; and
3		(iii)	Command the confidence of the public;
	{(3)} account required under financial responsibility	er § 12-91	Each agent acting on behalf of the applicant to manage a trust 7 of this subtitle has sufficient experience, character, neral fitness to:
7		(i)	Engage in the business of managing a trust account;
8 9	will be conducted law	(ii) fully, hor	Warrant the belief that the management of the trust account nestly, fairly, and efficiently; and
10		(iii)	Command the confidence of the public; and
13 14	\$10,000 for each local	ation at w	The applicant has a net worth computed according to generally s of at least \$50,000, plus an additional net worth of hich debt management services will be provided to of \$500,000 as provided in subsection (b) of this section.
16 17			ense, an applicant shall submit to the Commissioner an e Commissioner provides.
18	(b) The app	lication sl	hall include:
19 20	(1) mail address, if any, a		licant's name, business address, telephone number, electronic ite address, if any;
21 22	(2) provide debt manage		ress of each location in the State at which the applicant will ices;
23 24	(3) of the applicant;	The nam	ne and address of each owner, officer, director, and principal
25 26	(4) agent in the State;	The nam	ne, address, and telephone number of the applicant's resident
29	other business entity	pplicant in that provi	ption of the ownership interest of any officer, director, agent, any affiliate or subsidiary of the applicant or in any ides any service to the applicant or any consumer management services business;
31 32	(6) to manage a trust acc		he and address of any agent acting on behalf of the applicant ired under § 12-917 of this subtitle;
33	(7)	The appl	licant's federal employer identification number;
34	(8)	A list of	any state in which:

1 2	management services	(i)	The applicant engages in the business of providing debt
3 4	management services;	(ii) and	The applicant is registered or licensed to provide debt
5 6	revoked;	(iii)	The applicant's registration or license has been suspended or
	(9) litigation, or administrapplicant;		nent of whether any pending judgment, tax lien, material ion by any government agency exists against the
10 11	(10) that:	The mos	st recent, unconsolidated financial statement of the applicant
12 13	principles applied on	(i) a consist	Is prepared in accordance with generally accepted accounting ent basis;
14 15	certified public accou	(ii) intant; an	Includes a certified opinion audit prepared by an independent d
16 17	application;	(iii)	Was prepared no more than 12 months before the date of
18 19	(11) 501(c) of the Internal		ce] IF APPLICABLE, EVIDENCE of nonprofit status under § code;
	applicant's corporate affiliates;		plicant is a corporation, a detailed description of the including parent companies, subsidiaries, and
23	(13)	The app	licant's business credit report;
	dishonesty, fraud, the applicant;		e of general liability or fidelity insurance that insures against er malfeasance on the part of an employee of the
27 28	(15) provided to consume		ption of the applicant's consumer education program that is
	(16) plan, including any fo condition of consume	orm or ele	ption of the applicant's financial analysis and initial budget ectronic model, that are used to evaluate the financial
32 33	(17) will use in its debt ma		of the debt management services agreement that the applicant nt services business;
		by an inc	of the applicant's plan to ensure that each debt management dependent organization within 6 months after the debt d, and that any employee who is a supervisor or

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

1		(3)	The liab	ility of a surety:
				Is not affected by the insolvency or bankruptcy of the licensee of station, breach of warranty, failure to pay a premium, licensee or its agent; and
				Continues as to all transactions of the licensee, and alf of the licensee, for no longer than 2 years after the to be licensed.
	reduced if the		of the lic	nmissioner may allow the amount of the surety bond to be censee's outstanding debt management services ed.
11 12	consider:	(5)	In settin	g the amount of the surety bond, the Commissioner shall
13 14	or licensee a	and the ag	(i) gent of the	The financial condition and business experience of the applicant e applicant or licensee;
15 16	debt manage	ement ser	(ii) vices to b	For an applicant, the projected monthly and annual volume of pe provided in the State;
17 18	management	t services	(iii) provideo	For a licensee, the average monthly and annual volume of debt d in the State during the previous 12-month period;
19 20	applicant or	licensee	(iv) if the app	The potential loss to consumers who remit funds to the blicant or licensee becomes financially impaired; and
21			(v)	Any other factor the Commissioner considers appropriate.
	or judgment	, the lice	nsee shall	mount of a surety bond is reduced by payment of a claim file with the Commissioner any new or additional the Commissioner sets.
	section if the	e Commi	ssioner d	er may waive the surety bond requirement under this etermines that the volume of debt management services censee does not warrant the need for a surety bond.
28 29				ed under § 12-928 or § 12-929 of this subtitle may be paid ds of a surety bond required under this section.
30	12-920.			
31	(a)	A licens	ee may n	ot:
32		(1)	Purchase	e any debt or obligation of a consumer;
33		(2)	Lend mo	oney or provide credit to a consumer;

1 2	consumer;	(3)	Obtain a mortgage or other security interest in property owned by a
3 4	Regulation A	(4) Article;	Operate as a collection agency, as defined in § 7-101 of the Business
5 6	would result	(5) 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 informat	Make any false, misleading, or deceptive representations or tion in connection with the offer, sale, or performance of any
10 11		(7) ensation t	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
15		(9)	Charge for or provide credit insurance; [or]
		(10) e prior wr	Compromise any debts of a consumer unless the licensee has itten approval of the consumer, and the compromise benefits the
21 22 23	WITH A PE DIRECTOR WITH A RI	R, OR AN ELATIVI ER, A DI	ENTER INTO A CONTRACT OR FEE-FOR-SERVICE ARRANGEMENT OWNED, CONTROLLED BY, OR AFFILIATED WITH AN OFFICER, A I 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
	OTHERWI		ADVERTISE, DISPLAY, DISTRIBUTE, BROADCAST, TELEVISE, OR LISH DEBT MANAGEMENT SERVICE RATES, TERMS, OR SERVICES IN DING, OR DECEPTIVE MANNER; OR
28 29		(13) TMANAG	PAY AN INCENTIVE TO AN EMPLOYEE FOR ENROLLING A CONSUMER GEMENT SERVICES PLAN OR AGREEMENT.
32 33 34	directly or i assisting a c from a lende principal, or	consumer er or serv r employe	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 ice provider if the licensee, or any owner, officer, director, ee of the licensee, is an owner, partner, director, officer, or er or service provider.
	procuring, a		This subsection does not prohibit a licensee from referring, advising, or assisting a consumer in obtaining any extension of credit or ce from a lender or service provider of which the licensee, or any

	owner, officer, direct director, officer, or en		pal, or employee of the licensee, is an owner, partner, if:
3		(i)	The licensee does not directly or indirectly collect any fee; and
4 5	relationship.	(ii)	The consumer is provided with a written disclosure of the
6	12-929.		
9	guilty of a felony and	l on convi t exceedir	and willfully violates any provision of this subtitle is ction is subject to a fine not exceeding \$1,000 for the ag \$5,000 for each subsequent violation or years or both.
11			<b>Article - Courts and Judicial Proceedings</b>
12	7-409.		
13	(a) (2)	"Crime"	means an act committed by a person in the State that is:
14 15	INSTITUTIONS AR	(IX) RTICLE;	A CRIME UNDER TITLE 12, SUBTITLE 9 OF THE FINANCIAL
16			Article - Insurance
17	2-401.		
18	(c) "Insurar	nce fraud	means:
19 20			er fraudulent activity that is committed by or against a cicle and is a violation of:
21		(i)	Title 1, Subtitle 3 of the Agriculture Article;
22 23	Article;	(ii)	Title 19, Subtitle 2 or Subtitle 3 of the Business Regulation
24 25	Law Article;	(iii)	Title 14, Subtitle 29, § 11-810, or § 14-1317 of the Commercial
26 27	or § 10-614;	(iv)	the Criminal Law Article other than Title 8, Subtitle 2, Part II
28 29	ARTICLE;	(V)	TITLE 12, SUBTITLE 9 OF THE FINANCIAL INSTITUTIONS
30		[(v)]	(VI) § 14-127 of the Real Property Article;

13		UNOFF	ICIAL C	OPY OF SENATE BILL 902		
1 2	County;	[(vii)]	(VIII)	§ 109 of the Code of Public Local Laws of Caroline		
3 4	County; or	[(viii)]	(IX)	§ 4-103 of the Code of Public Local Laws of Carroll		
5 6	27-801.	[(ix)]	(X)	§ 8A-1 of the Code of Public Local Laws of Talbot County.		
7	(c) "Insurar	nce fraud"	means:			
8 9	(3) person regulated under			ent activity that is committed by or against a a violation of:		
10		(i)	Title 1, S	Subtitle 3 of the Agriculture Article;		
11 12	Article;	(ii)	Title 19,	Subtitle 2 or Subtitle 3 of the Business Regulation		
13 14	Law Article;	(iii)	Title 14,	Subtitle 29, § 11-810 or § 14-1317 of the Commercial		
15 16	or § 10-614;	(iv)	the Crim	inal Law Article other than Title 8, Subtitle 2, Part II		
17 18	ARTICLE;	(V)	TITLE 1	2, SUBTITLE 9 OF THE FINANCIAL INSTITUTIONS		
19		[(v)]	(VI)	§ 14-127 of the Real Property Article;		
20	1	[(vi)]	(VII)	Article 2B, Title 22 of the Code;		
21 22	County;	[(vii)]	(VIII)	§ 109 of the Code of Public Local Laws of Caroline		
23 24	County; or	[(viii)]	(IX)	§ 4-103 of the Code of Public Local Laws of Carroll		
25		[(ix)]	(X)	§ 8A-1 of the Code of Public Local Laws of Talbot County.		
	<ul> <li>SECTION 3. AND BE IT FURTHER ENACTED, That the Commissioner of</li> <li>Financial Regulation and the Attorney General jointly shall:</li> </ul>					
28 29	<del></del>			of this Act on consumers and debt management		
			_	ory mechanisms employed and proposed elsewhere nagement, debt settlement, debt adjustment,		

- 1 (3) study the impact of authorizing persons who are not nonprofit
- 2 organizations that are exempt from taxation under § 501(c) of the Internal Revenue
- 3 Code to provide debt management services in the State;
- 4 (4) recommend appropriate changes, if any, to the Maryland Debt
- 5 Management Services Act and regulations adopted under that Act; and
- 6 on or before December 31, 2006, report, in accordance with § 2-1246
- 7 of the State Government Article, the results of the study and any recommendations to
- 8 the House Economic Matters Committee and the Senate Finance Committee.
- 9 SECTION 3. 4. AND BE IT FURTHER ENACTED, That this Act shall take 10 effect October 1, 2005.