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By: Senator Gladden

Introduced and read first time: February 2, 2006

Assigned to: Finance

Committee Report: Favorable with amendments

Senate action: Adopted

Read second time: March 14, 2006

CHAPTER____

1 AN ACT concerning

2 Title Insurers and Title Insurance Producers

3 FOR the purpose of establishing certain limitations on the examination of an

- 4 authorized title insurer by the Insurance Commissioner; exempting employees
- 5 or officers of an authorized title insurer from the licensing requirements for
- 6 insurance producers; authorizing a certain licensed title insurance producer
- 7 without a certain appointment to provide certain escrow, closing, or settlement
- 8 services and to do so without written documentation of an appointment; altering
- 9 the intervals at which a title insurer shall conduct altering the interval at which
- a certain on-site review of certain practices of certain title insurance producers
- must be conducted; providing a certain exception to the required on-site review
- 12 under certain circumstances; altering certain examination requirements;
- altering the circumstances under which a title insurer is required to report a
- certain suspected violation to the Maryland Insurance Commissioner as the
- result of an examination; requiring a title insurance producer to notify any title
- insurer with whom the title insurance producer holds an appointment whenever
- 17 <u>a certain person is employed by or associated with the title insurance producer;</u>
- 18 exempting an employee or officer of an authorized title insurer from certain
- bonding requirements; prohibiting a title insurance producer from using or
- 20 <u>accepting the services of a certain title insurance producer independent</u>
- 21 contractor unless the title insurance producer independent contractor holds a
- certain appointment; requiring a certain blanket fidelity bond to cover certain
- 23 <u>independent contractors</u>; clarifying that the Commissioner may issue a limited
- 24 lines license to an attorney at law who solicits, procures, or negotiates title
- insurance to act as a title insurance producer; providing for the applicability of
- certain licensing provisions to certain attorneys at law; altering the applicability
- 27 to attorneys and law firms of certain bonding requirements, certain limited
- 28 liability company, corporate, and partnership requirements, certain licensing

Article - Insurance

Whenever the Commissioner considers it advisable, the

management company of an authorized insurer;

33 Commissioner shall examine the affairs, transactions, accounts, records, and assets of

authorized insurer;

29 MARYLAND, That the Laws of Maryland read as follows:

(i)

(ii)

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31 2-205.

34 each:

(a)

(1)

32 TITLE INSURANCE PRODUCER; OR

1 2	FILES OR RI		(II) THE CONTENTS OF THE ESCROW, CLOSING, OR SETTLEMENT OF A TITLE INSURANCE PRODUCER; AND
5	2-209 OF TH TITLE INSU	IS SUBT RER UN	ANY REPORT OF THE EXAMINATION ISSUED IN ACCORDANCE WITH \$ TTLE SHALL BE MADE WITH RESPECT TO EACH AUTHORIZED DER THE EXAMINATION, AND A SINGLE REPORT MAY NOT BE O MORE THAN ONE AUTHORIZED TITLE INSURER.
	10 101.		
8	(a)	In this su	abtitle the following words have the meanings indicated.
			s entity" means a corporation, professional association, ability company, limited liability partnership, or other legal
	insurance pro	ducer fo	"License" means a document issued by the Commissioner to act as an r the kind or subdivision of insurance or combination of kinds or nee specified in the document.
15		(2)	"License" includes a limited lines license.
16 17			"Title insurance producer" means a person that, for compensation, regotiates title insurance contracts.
			"Title insurance producer" includes a person that provides escrow, services that [may] result in the issuance of a title insurance
21		(3)	"Title insurance producer" does not include:
22 23	the performa		(i) individuals employed and used by title insurance producers for erical and similar office duties;
	Institutions A		(ii) a financial institution as defined in § 1–101(i) of the Financial at does not solicit, procure, or negotiate title insurance sation; or
27			(iii) a title insurance insurer that is licensed under this article.
28	10 103.		
29 30	` '		sction, the term "insurer" does not include an insurer's officers, subsidiaries, or affiliates.
31	(b)	The licer	nsing requirements of this section do not apply to:
32		(1)	an insurer;

1	(2) an officer, director, or employee of an insurer or of an insurance
2	producer who does not receive any commission on policies written or sold to insure
	risks residing, located or to be performed in the State if:
	1
4	(i) the activities of the officer, director, or employee are executive
	administrative, managerial, clerical, or a combination of these, and are only indirectly
	related to the sale, solicitation, or negotiation of insurance;
U	related to the sale, solicitation, of negotiation of insurance,
7	(ii) the function of the officer director or employee relates to
7	(ii) the function of the officer, director, or employee relates to
	underwriting, loss control, inspection, or the processing, adjusting, investigating, or
9	settling of a claim on a contract of insurance; or
10	
	special agent or agency supervisor assisting insurance producers where the
12	individual's activities are limited to providing technical advice and assistance to
13	licensed insurance producers and do not include the sale, solicitation, or negotiation
14	of insurance;
15	(3) an individual who performs administrative services related to mass
16	marketed property and casualty insurance, provided that no commission is paid to the
	individual for the services:
-,	individual for the services,
18	(4) an employer, association, the officers, directors, and employees of an
	employer or association, or the trustees of an employee trust plan if:
1)	employer of association, of the trustees of an employee trust plan in
20	(i) the employer, association, officers, directors, and employees, o
	trustees are engaged in the administration or operation of a program of employee
	benefits for the employer's or association's own employees or the employees of its
23	subsidiaries or affiliates;
٠.	
24	(ii) the program involves the use of insurance issued by an insurer;
25	and
26	
27	trustees are not in any manner compensated, directly or indirectly, by the insurer
28	issuing the contracts;
29	(5) an employee of an insurer or organization employed by an insurer
30	who is:
31	(i) engaged in the inspection, rating, or classification of risks or in
-	the supervision of the training of insurance producers; and
32	the supervision of the training of insurance producers, and
33	(ii) not individually engaged in the sale, solicitation, or negotiation
34	of insurance;
25	(6) a manson vibage activities in the Ctate and limited to advant the
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	without the intent to solicit insurance in the State through communications in
37	printed publications or other forms of electronic mass media if:

1	(i) the distribution of the printed publications or other forms of				
2	electronic mass media is not limited to residents of the State; and				
3	(ii) the person does not sell, solicit, or negotiate insurance that				
4	would insure risks residing, located, or to be performed in the State;				
5	(7) a person who is not a resident of the State who sells, solicits, or				
6	negotiates a contract of insurance for commercial property and casualty risks to an				
7	insured with risks located in more than one state insured under the contract if:				
8	(i) the person is otherwise licensed as an insurance producer to				
9	sell, solicit, or negotiate that insurance in the state where the insured maintains its				
10	principal place of business; and				
11	(ii) the contract insures risks located in that state; [or]				
12	(8) a salaried, full time employee who counsels or advises the employee's				
13	employer relative to the insurance interests of the employer or of the subsidiaries or				
14	business affiliates of the employer, provided that the employee does not sell or solicit				
15	insurance or receive a commission; OR				
16	(9) AN EMPLOYEE OR OFFICER OF AN AUTHORIZED TITLE INSURER				
17	(c) Except as otherwise provided in this article, before a person acts as an				
18	insurance producer in the State, the person must obtain:				
19	(1) a license in the kind or subdivision of insurance for which the person				
20	intends to act as an insurance producer; and				
21	(2) if acting for an insurer, an appointment from the insurer.				
22	(d) (1) Except as otherwise provided in this subsection, an insurance				
23	producer may not sell, solicit, or negotiate any insurance on behalf of an insurer for				
	4 which the insurance producer does not have an appointment.				
	1				
25	(2) Without an appointment, an insurance producer may:				
26	(i) submit to an insurer an informal inquiry for any kind of life				
27	insurance, health insurance, or annuity for which the insurance producer has a				
	8 license if the insurer has a certificate of authority for the kind of insurance about				
	which the inquiry is made; and				
	mon the inquity to muce, and				
30	(ii) solicit an application for any kind of life insurance, health				
	insurance, or annuity for which the insurance producer has a license if the insurer to				
	which the application is submitted has a certificate of authority for the kind of				
	insurance requested in the application.				
55	mourance requested in the approach.				
34	(3) WITHOUT AN APPOINTMENT, A LICENSED TITLE INSURANCE				
	PRODUCER ACTING ON BEHALF OF ANOTHER LICENSED AND APPOINTED TITLE				
JJ	TRODUCER ACTIVO ON DEMAEL OF ANOTHER EXCENSED AND AFFORNIED TITLE				

	INSURANCE PRODUCER MAY PROVIDE ESCROW, CLOSING, OR SETTLEMENT SERVICES THAT RESULT IN THE ISSUANCE OF A TITLE INSURANCE CONTRACT.				
3	10-118.				
	(a) In this section, "producer register" means a register of appointed insurance producers who are authorized to sell, solicit, or negotiate contracts of insurance on behalf of an insurer.				
7 8	(b) (1) State shall maintain a		rer authorized to transact the business of insurance in the register.		
9 10	(2) insurer shall include		30 days of the insurer appointing an insurance producer, the wing information in the insurer's producer register:		
11		(i)	the insurance producer's name;		
12 13	Commissioner;	(ii)	the license number assigned to the insurance producer by the		
14		(iii)	the date that the insurer appointed the insurance producer; and		
15		(iv)	any additional information that the Commissioner may require.		
16 17	(3) the insurance produc		rer shall send written documentation of the appointment to		
18 19	(c) A licens	sed insur	ance producer that has been appointed by an insurer shall		
20	(1)	docume	entation of the insurer's appointment; and		
21	(2)	a list of	the insurers that have appointed the producer.		
22 23	(d) (1) an appointment:	The ins	urer's producer register and the producer's record relating to		
24 25	Commissioner; and	(i)	shall be open to inspection and examination by the		
26		(ii)	may be maintained electronically.		
29		nce prod	as provided in [paragraph (3)] PARAGRAPHS (3) AND (4) of this ucer may not act on behalf of an insurer unless the red written documentation of the appointment from the		
33		an annuit on the i	y from an insurance producer who is not appointed by asurer's producer register if, within 30 days of accepting		

1 2	article; or	(i)	rejects the application in accordance with § 27-501 of this
3	producer register the i	(ii) nformati	appoints the insurance producer and enters in the insurer's on required by subsection (b) of this section.
7	INSURANCE PRODI	G ON BI UCER M	UT AN APPOINTMENT, A LICENSED TITLE INSURANCE CHALF OF ANOTHER LICENSED AND APPOINTED TITLE AY PROVIDE ESCROW, CLOSING, OR SETTLEMENT IN THE ISSUANCE OF A TITLE INSURANCE CONTRACT.
9	<u>10-101.</u>		
10 11	(J) "TITLE PERSON THAT:	<u>INSUR</u> A	NCE PRODUCER INDEPENDENT CONTRACTOR" MEANS A
12	<u>(1)</u>	IS LICE	NSED TO ACT AS A TITLE INSURANCE PRODUCER;
15		SUANCI R, OR OI	DES ESCROW, CLOSING, OR SETTLEMENT SERVICES THAT MAY E OF A TITLE INSURANCE CONTRACT AS AN INDEPENDENT IN BEHALF OF, A LICENSED AND APPOINTED TITLE AND
17 18	(3) APPOINTED TITLE		AN EMPLOYEE OF, OR ASSOCIATED WITH, THE LICENSED AND ANCE PRODUCER.
19 20	<u> </u>		n application" means the current version of the NAIC ent and nonresident insurance producer licensing.
	[(k)] (L) the NAIC uniform bu entities.		n business entity application" means the current version of tity application for resident and nonresident business
24	10-121.		
27	liability company, a p	surance p artnershi	on to meeting any of the applicable requirements for a producer under this subtitle, a sole proprietor, a limited p, or a corporate applicant for a license as a title with the Commissioner:
29 30	TITLE INSURANCE	<u>(i)</u> E PRODU	a blanket fidelity bond covering appropriate employees AND ICER INDEPENDENT CONTRACTORS; and
33 34 35	YEAR conduct an on each title insurance pr	-site revi roducer a	The EXCEPT AS PROVIDED IN PARAGRAPH (5) OF THIS arer shall[, at least annually,] DURING EACH CALENDAR ew of the underwriting, claims, and escrow practices of ppointed by the insurer as a principal agent as e agency contract between the insurer and the

1 2	(II) EXCEPT AS PROVIDED IN PARAGRAPH (5) OF THIS SUBSECTION THE ON-SITE REVIEW SHALL BE CONDUCTED:
-	1. AT LEAST ONCE AT ANY TIME DURING THE CALENDAR YEAR IMMEDIATELY FOLLOWING THE CALENDAR YEAR IN WHICH THE TITLE INSURANCE PRODUCER IS APPOINTED; AND
	2. AFTER THE FIRST ON-SITE REVIEW, AT LEAST ONCE AT ANY TIME DURING EACH SUCCESSIVE CALENDAR YEAR IN WHICH THE TITLE INSURANCE PRODUCER IS APPOINTED.
9 10	(III) The on-site review shall include a review of the title insurance producer's or agency's policy blank inventory and processing operations.
13	[(ii)] (IV) (III) If the title insurance producer or agency does not maintain separate bank or trust accounts for each title insurer it represents, the title insurer shall verify that the funds held on its behalf are reasonably ascertainable from the books of account and records of the title insurance producer or agency.
	(2) A written report setting forth the results of the on-site review shall be prepared by the title insurer and is subject to financial examination under § 2-205 of this article.
20 21 22 23 24 25	(3) If, as a result of the examination, a title insurer has reasonable cause to believe that a title insurance producer or agency has [failed to remit premiums or funds owed or that any other violation of this article has been committed] VIOLATED ANY PROVISION OF THIS ARTICLE ENGAGED IN ANY OF THE PROHIBITED ACTIVITIES SET FORTH IN § 10-126 OF THIS SUBTITLE, the title insurer shall report in writing the suspected violation to the Commissioner and submit a copy of the examination. (4) The examination required under this section is in addition to any examination conducted by the Commissioner to determine compliance with the property maintained for the barrefit of the Maryland Affordable Housing Trust under
28 29 30 31 32	accounts maintained for the benefit of the Maryland Affordable Housing Trust under § 22-103 of this article. (5) THE TITLE INSURER IS NOT REQUIRED TO PERFORM THE ON-SITE REVIEW OF A TITLE INSURANCE PRODUCER FOR THE CALENDAR YEAR IN WHICH THE TITLE INSURER TERMINATES THE TITLE INSURANCE PRODUCER'S APPOINTMENT DURING WHICH THE TITLE INSURANCE PRODUCER IS INITIALLY APPOINTED IF THE APPOINTMENT IS MADE ON OR AFTER JUNE 30 OF THAT CALENDAR YEAR.
36 37 38 39	WITH WHOM THE TITLE INSURANCE PRODUCER HOLDS AN APPOINTMENT WHENEVER A PERSON LICENSED UNDER THIS SUBTITLE BECOMES EMPLOYED BY, OR ASSOCIATED WITH, THE TITLE INSURANCE PRODUCER. (2) THE BONDING REQUIREMENTS OF THIS SUBTITLE RELATING TO TITLE INSURANCE PRODUCERS DO NOT APPLY TO AN EMPLOYEE OR OFFICER OF AN
40	AUTHORIZED TITLE INSURER.

3		ensed un	der this s	e insuranc subtitle lea	resurance producer shall notify the Commissioner, and the producer holds an appointment, if an aves the employment of or ends an appointment.
			the Con	nmissione	e producer required to provide notice under this er within 5 working days after the day the ne association.
8 9	certified mai	(3) l.	The not	ice require	ed under this subsection shall be in writing and by
10 11	[(1)] article, title	(M) insurance			requirements under Title 10, Subtitle 1 of this omply with this section.
12	<u>10-121.1.</u>				
15 16	TITLE INSU	URANCE CE PROD TITLE I	E PRODU OUCER I	JCER INI NDEPEN	ER MAY NOT USE OR ACCEPT THE SERVICES OF A DEPENDENT CONTRACTOR UNLESS THE TITLE DENT CONTRACTOR HOLDS AN APPOINTMENT WHICH THE CONTRACT OF TITLE INSURANCE MAY
18	10-125.				
19	(a)	(1)	In this s	ection the	following words have the meanings indicated.
	WHO IS AN		DUAL A		<u>F LAW" "ATTORNEY"</u> MEANS AN INDIVIDUAL ATTORNEY ED TO PRACTICE BEFORE <u>LAW BY</u> THE COURT OF
25 26 27	OR ARE IN	PARTN YS AT L	ERSHIP AW WH	before the OR OTH O AN AS	"Law firm" means an association of attorneys AT LAW court of Appeals of the State] who EMPLOY, EER ASSOCIATION WITH, AN ATTORNEY AT LAW OR ESOCIATION OF ATTORNEYS IN A LAW PARTNERSHIP, OLE PROPRIETORSHIP, OR OTHER BUSINESS ENTITY
29				1.	are primarily engaged in the practice of law; and
30 31	as an incider	nt to the p	oractice o	2. of law.	solicit, procure, or negotiate title insurance contracts only
32			(ii)	["Law fi	rm" includes a sole practitioner.
33			(iii)]	"Law fir	m" does not include:
34 35	operate, or s	hare an i	nterest in	1. a title ag	an attorney or an association of attorneys who own, ency; or

1 2	2. an attorney who is employed by a title agency as a title insurance producer.
	[(3) (i)] (4) <u>(I)</u> "Title agency" means a business ENTITY, OTHER THAN A LAW FIRM, formed for the primary purpose of soliciting, procuring, or negotiating title insurance contracts and providing settlement services.
6 7	{(ii) "Title agency" includes a sole proprietor, partnership, or corporation.}
	(b) Subject to this section, the Commissioner may issue a limited lines license to an attorney at law [of the State] WHO SOLICITS, PROCURES, OR NEGOTIATES TITLE INSURANCE CONTRACTS to act as a title insurance producer.
11	(c) All licensing provisions of this subtitle apply to:
12 13	(1) AN ATTORNEY AT LAW WHO SOLICITS, PROCURES, OR NEGOTIATES TITLE INSURANCE CONTRACTS; AND
14 15	(2) title agencies even if the title agency is established or owned by an attorney or [a law firm] <u>AN ASSOCIATION OF</u> ATTORNEYS.
16	(d) Notwithstanding any other provision of this subtitle:
	[(1) the bonding requirements of this subtitle relating to title insurance producers do not apply to law firms and individual attorneys practicing law in law firms;
	(2) the limited liability company, corporate, and partnership requirements of this subtitle relating to title insurance producers do not apply to law firms; and
23 24	(3) the education, experience, and examination requirements of this subtitle relating to title insurance producers do not apply to individual attorneys]
	(1) <u>(I)</u> THE LICENSING, BONDING, EDUCATION, EXPERIENCE, AND EXAMINATION REQUIREMENTS OF THIS SUBTITLE RELATING TO TITLE INSURANCE PRODUCERS DO NOT APPLY TO LAW FIRMS; AND
30	(2) (II) EXCEPT AS OTHERWISE PROVIDED IN PARAGRAPH (2) OF THIS SUBSECTION, THE BONDING, EDUCATION, EXPERIENCE, AND EXAMINATION REQUIREMENTS OF THIS SUBTITLE RELATING TO TITLE INSURANCE PRODUCERS DO NOT APPLY TO ATTORNEYS.
32 33	(2) THE BONDING REQUIREMENTS OF THIS SUBTITLE ARE APPLICABLE TO:
34 35	(I) AN ATTORNEY OR AN ASSOCIATION OF ATTORNEYS WHO OWN OPERATE, OR SHARE AN INTEREST IN A TITLE AGENCY; AND

1 2	<u>TITLE INSURANCE</u>	(II) PRODU	AN ATTORNEY WHO IS EMPLOYED BY A TITLE AGENCY AS A CER.			
3	22-102.					
6 7 8	(a) [When] EXCEPT AS PROVIDED IN SUBSECTION (D) OF THIS SECTION, WHEN, in connection with a real estate transaction that involves a purchase money mortgage or deed of trust on land in the State, a title insurer accepts a premium for a policy that insures the title to the property or the title insurer, its agent, or employee accepts a premium for mortgagee title insurance, the person first accepting the premium:					
10 11	(1) insurance or the title		ert the name of each insured in the binder for the title			
12 13	(2) agent or attorney of t		ately on receipt of the premium, shall deliver to the buyer or written notice:			
14		(i)	of the name of each insured under the policy;			
15		(ii)	of the face amount of the policy;			
16 17	insurance in the buye	(iii) er's favor;	of the buyer's right and opportunity to obtain simultaneous title			
18 19	simultaneous title ins	(iv) urance in	of the additional premium that will be required for purchase of the buyer's favor;			
20 21	contingencies and co	(v) nditions o	that the buyer's title insurance will be subject only to the contained in the binder, title report, and policy;			
22 23	which the contingence	(vi) eies and c	of the buyer's right to review a sample of the form of policy in onditions will be inserted; and			
	be satisfied to make t payment of the premi		that contains a clear statement of the contingencies that must s policy effective, if the buyer's policy is not effective on			
29 30	Before disbursing any funds, the person required to give notice under subsection (a) of this section shall obtain from the buyer, at the time the person delivers the notice, a statement in writing that the buyer has received the notice described in subsection (a) of this section and that the buyer wants or does not want owner's title insurance.					
32 33	(c) (1) section[:	The pers	son required to give notice under subsection (a) of this			
			shall retain the original signed statement of receipt required by nd a copy of the notice required by subsection (a) of this the title insurance policy is issued; and			

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1 (ii) after the title insurance policy is issued, shall forward the 2 statement of receipt and copy of the notice to the title insurer. The title insurer shall retain the statement of receipt and notice for 3 3 (2) 4 years. (3)] (2) The statement of receipt and notice shall be available for 6 inspection by the Commissioner on request. 7 THIS SECTION DOES NOT APPLY TO A REAL ESTATE TRANSACTIONS (D) 8 SECURING COMMERCIAL LOANS AS DESCRIBED IN § 12 103(E) OF THE COMMERCIAL 9 LAW ARTICLE TRANSACTION INVOLVING A MORTGAGE OR DEED OF TRUST SECURING 10 AN EXTENSION OF CREDIT MADE: SOLELY TO ACQUIRE AN INTEREST IN OR TO CARRY ON A BUSINESS 11 (1) 12 OR COMMERCIAL ENTERPRISE; OR 13 (2) TO ANY BUSINESS OR COMMERCIAL ORGANIZATION. 14 SECTION 2. AND BE IT FURTHER ENACTED, That this Act shall take effect