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INSURANCE HELP FOR SENIORS

House Bills 4684 and 4685
Sponsor: Rep. Floyd Clack
Committee: Insurance

Complete to 5-6-91

A SUMMARY OF HOUSE BILLS 4684 AND 4685 AS INTRODUCED 4-16-91

House Bill 4684 would amend the Insurance Code (MCL 500.1204a and 500.1206) to require that life and disability agents obtain a special license in order to sell insurance to senior citizens. To get a special senior citizen agent license, an agent would have to take additional course work consisting of a total of six hours of instruction on the types of insurance that are marketed primarily to senior citizens and on state and federal programs that provide health benefits to seniors and four hours of instruction on ethical practices in marketing insurance to seniors.

House Bill 4685 would amend the Insurance Code (MCL 500.229 and 500.240) to create the senior citizen complaint unit within the Insurance Bureau. The unit would investigate complaints concerning unethical and illegal practices by insurance companies and their agents in the marketing of life and disability insurance to senior citizens. The bill would also impose a \$100 fee for the senior citizen insurance agent license (created in House Bill 4684) and earmark fee proceeds for the complaint unit. House Bill 4685 is tie-barred to House Bill 4684.

In both bills, the term "senior citizen" refers to a state resident who is 60 years of age or older and the spouse of that state resident regardless of age.