

BEFORE THE DIVISION OF INSURANCE
DEPARTMENT OF LABOR AND REGULATION
STATE OF SOUTH DAKOTA

IN THE MATTER OF)	
YOUR PEOPLE, INC. DBA ZENEFITS)	CONSENT ORDER
FTW INSURANCE SERVICES)	

In resolution of the above matter and in lieu of issuance of a Notice of Hearing and a formal hearing, the undersigned parties do hereby agree to the following:

YOUR PEOPLE, INC, dba ZENEFITS FTW SERVICES, whose mailing address of record is 303 2nd Street Suite 450, North Tower, San Francisco, CA 94107 (hereinafter the "ZENEFITS") is a business entity licensed to transact business in the State of South Dakota;

ZENEFITS is aware the South Dakota Division of Insurance ("Division") has conducted an investigation;

The Division alleges the following with regard to ZENEFITS:

- 1) ZENEFITS violated SDCL §§ 58-30-171 and 58-30-172 by paying unlicensed persons to sell, solicit, or negotiate insurance in South Dakota;
- 2) ZENEFITS violated SDCL § 58-30-175 by allowing unappointed persons to sell, solicit, or negotiate insurance in South Dakota; and
- 3) The above-cited conduct provides grounds for the revocation or suspension of ZENEFITS' license pursuant to SDCL § 58-30-167.

ZENEFITS is aware of and understands the nature of the allegations and has been informed of its right to a Notice of Hearing, counsel and appeal and that by agreeing to sign this Consent Order, waives these rights;

In return for ZENEFITS agreeing to the provisions of this Consent Order, the Division agrees not to proceed to hearing and agrees this Consent Order will constitute an informal disposition of this investigation pursuant to SDCL § 1-26-20;

ZENEFITS agrees to pay \$12,500 pursuant 58-4-28.1, in lieu of an license revocation or suspension, administrative hearing, and final decision;

ZENEFITS further agrees to conduct itself in accordance with the insurance laws and regulations of the State of South Dakota;

ZENEFITS further agrees this Consent Order may be considered for the purpose of determining the appropriate sanction in any future actions with the Division for any violations of the laws or regulations of the State of South Dakota or for failing to abide by any order of the Director;

ZENEFITS waives its right to contest the allegations contained in this Consent Order in any future actions or licensing procedures;

Wherefore, good cause appearing from the foregoing, it is hereby ORDERED that ZENEFITS pay a monetary penalty in the amount of \$12,500 payable to "South Dakota Division of Insurance" for deposit in the general fund of the State of South Dakota; and it is further

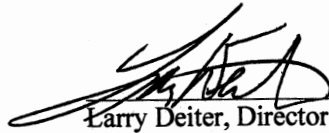
ORDERED that ZENEFITS abide by the agreements made by them in this Consent Order; and it is further

ORDERED that should ZENEFITS fail to comply with the provisions of this Order, the Division may seek the suspension or revocation of ZENEFITS' license at hearing pursuant to SDCL § 58-30-167, or seek other remedies available at law; and it is further

ORDERED that the use of this Consent Order for competitive purposes by an insurance agent or third-party administrator holding a license in the State of South Dakota, or by any company holding a Certificate of Authority, or by anyone on their behalf, may be deemed unfair competition and be grounds for suspension or revocation of said license or authority; and it is further

ORDERED that the provisions of this Consent Order shall be effective from the date the Director signs this Order.

Dated at Pierre, South Dakota this 27th day of March, 2017.


Larry Deiter, Director
South Dakota Division of Insurance

The undersigned, on behalf of ZENEFITS, represents it understands the terms of this Consent Order and the waiver of its due process rights and voluntarily enter into this Consent Order.

Dated this 21st day of March, 2017.

DocuSigned by:
Joshua Stein
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Signature of Authorized Representative

Joshua Stein

Printed Name

General Counsel & Corporate Secretary

Title