

**SOUTH DAKOTA
DEPARTMENT OF LABOR AND REGULATION
DIVISION OF INSURANCE**

**IN THE MATTER OF
NATIONAL BROKERS OF AMERICA,
LICENSEE**

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**FINAL DECISION
INS 18-04**

After reviewing the record and the proposed order of the Hearing Examiner in this matter,

IT IS HEREBY ORDERED that pursuant to SDCL 1-26D-4, the Hearing Examiner's Proposed Findings of Fact, Conclusions of Law and Proposed Order, dated March 8, 2018, is adopted in full.

IT IS FURTHER ORDERED that the South Dakota Business Entity License of National Brokers of America will hereby be revoked.

Parties are hereby advised of the right to further appeal the final decision to Circuit Court within (30) days of receiving such decision, pursuant to the authority of SDCL 1-26.

Dated this 13th day of March, 2018.



Marcia Hultman, Secretary
South Dakota Department of Labor and Regulation
123 W. Missouri Ave.
Pierre, SD 57501

**STATE OF SOUTH DAKOTA
DEPARTMENT OF LABOR AND REGULATION**

**IN THE MATTER OF
NATIONAL BROKERS OF AMERICA**

INS 18-04

**NOTICE OF ENTRY OF PROPOSED
FINDINGS OF FACT, CONCLUSION OF LAW,
AND DECISION AND FINAL DECISION**

NOTICE IS HEREBY GIVEN, that attached hereto, is a true and correct copy of the Proposed Findings of Fact, Conclusions of Law, and Decision, and Final Decision entered by Marcia Hultman, Secretary of the South Dakota Department of Labor and Regulation, on March 13, 2018.

Dated this 23 day of March, 2018.



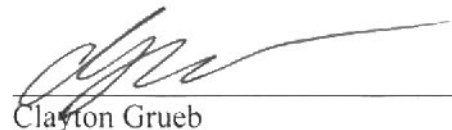
Clayton Grueb
Insurance Division Legal Counsel
South Dakota Dept. of Labor and Regulation
2330 N. Maple Ave, Suite 1
Rapid City, SD 57701
Phone (605) 394-3396
Fax (605) 394-1824

CERTIFICATE OF SERVICE

I, Clayton Grueb, the undersigned, do hereby certify that on the date shown below, a true and correct copy of the Final Decision, Proposed Findings of Fact, Conclusions of Law, and Decision with respect to the above-entitled action was sent U.S. First Class Mail thereon, to the following:

National Brokers of America
630 Fairmount, Ave NE
Warren, OH 44483

Dated this 23 day of March, 2018.



Clayton Grueb
Insurance Division Legal Counsel
South Dakota Dept. of Labor and Regulation
2330 N. Maple Ave, Suite 1
Rapid City, SD 57701
Phone (605) 394-3396
Fax (605) 394-1824

**STATE OF SOUTH DAKOTA
OFFICE OF HEARING EXAMINERS**

**IN THE MATTER OF
NATIONAL BROKERS OF AMERICA,**

**INS 18-04
PROPOSED DECISION**

This matter came for hearing before the Office of Hearing Examiners on March 2nd, 2018, pursuant to a Notice of Hearing issued by the South Dakota Division of Insurance ("Division") on February 7, 2018. Clayton Grueb appeared as counsel for the Division. NATIONAL BROKERS OF AMERICA (hereinafter referred to as "NATIONAL BROKERS") did not appear, either in person or through counsel. The Division admitted its Exhibits 1 through 5 into evidence and moved that the Hearing Examiner enter these Proposed Findings of Fact, Conclusions of Law, and Proposed Decision as a default disposition to this contested case.

ISSUE

Whether the Business Entity License of NATIONAL BROKERS should be revoked due to failing to timely respond to the Division; failing to timely report an administrative action(s) to the Division; for demonstrating incompetence, untrustworthiness, or financial irresponsibility in the conduct of business in this state or elsewhere; and for violating the insurance laws of South Dakota, in violation of SDCL 58-30-167(2), (8) and (9), 58-30-193, 58-33-66, and 58-33-68.

FINDINGS OF FACT

1. NATIONAL BROKERS was licensed by the Division as business entity on July 19, 2006. The license is currently active. (Exhibit 1).
2. NATIONAL BROKERS was the subject of administrative actions in Oregon and Nebraska. (Exhibit 2 and 3).
3. NATIONAL BROKERS failed to report the administrative actions taken by Oregon and Nebraska to the Division within 30 days. (Exhibits 2-3).
4. The Division sent inquiries to NATIONAL BROKERS at its mailing address of record on April 27, 2017 and June 13, 2017. (Exhibits 4-5).
5. NATIONAL BROKERS did not respond to the Division's inquiries. (Exhibits 4-5).
6. Any additional Findings of Fact included in the Reasoning section of this decision are incorporated herein by reference.
7. To the extent any of the foregoing are improperly designated and are instead conclusions of law, they are hereby redesignated and incorporated herein as conclusions of law.

REASONING

This case involves a request by the Division to revoke the South Dakota Business Entity License of NATIONAL BROKERS. As a consequence of the potential loss of Respondent's livelihood from the lack of licensure, the burden of proof in this matter is higher than the preponderance of evidence standard, which applies in a typical administrative hearing. "In matters concerning the revocation of a professional license, we determine that the appropriate standard of proof to be utilized by an agency is clear and convincing evidence." *In re Zar*, 434 N.W.2d 598, 602 (S.D. 1989). Our Supreme Court has defined "clear and convincing evidence" as follows:

The measure of proof required by this designation falls somewhere between the rule in ordinary civil cases and the requirement of our criminal procedure, that is, it must be more than a mere preponderance but not beyond a reasonable doubt. It is that measure or degree of proof which will produce in the mind of the trier of facts a firm belief or conviction as to the allegations sought to be established. The evidence need not be voluminous or undisputed to accomplish this.

Brown v. Warner, 78 S.D. 647, 653, 107 NW2d 1, 4 (1961).

SDCL 58-30-193 states that "[A]n insurance producer shall report to the director any administrative action taken against the insurance producer in another jurisdiction... within thirty days of the final disposition of the matter. This report shall include a copy of the order, consent order, or other relevant legal documents." SDCL 58-33-66(1) requires NATIONAL BROKERS to respond to the Division and supply requested documents within twenty days from the receipt of a request. In addition, the Division considers SDCL 58-30-167 (shown in pertinent part) as follows:

The director may... revoke or refuse to continue, any license issued under this chapter... after a hearing... The director may... revoke... an insurance producer's... for any one or more of the following causes:

- (2) Violating any insurance laws or rules, subpoena, or order of the director or of another state's insurance director, commissioner, or superintendent;
- (8) Using fraudulent, coercive, or dishonest practices, or demonstrating incompetence, untrustworthiness, or financial irresponsibility in the conduct of business in this state or elsewhere;
- (9) Having an insurance producer license, or its equivalent, denied, suspended, or revoked in any other state, province, district, or territory;

The evidence indicates that NATIONAL BROKERS violated the insurance laws of another jurisdiction, failed to report that action, and failed to respond to Division inquiries regarding the action. Applying the law to the Findings of Fact it is clear the Business Entity License of NATIONAL BROKERS is subject to revocation and should be revoked.

CONCLUSIONS OF LAW

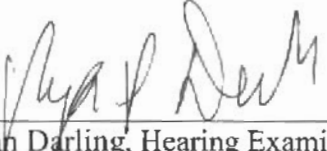
1. The Division has jurisdiction over NATIONAL BROKERS and the subject matter of this contested case. The Office of Hearing Examiners is authorized to conduct the hearing and issue a proposed decision pursuant to SDCL 1-26D-4.
2. The Division bears the burden of establishing the alleged statutory violations by clear and convincing evidence.
3. The Division established by clear and convincing evidence that NATIONAL BROKERS violated SDCL § 58-30-193.
4. The Division established by clear and convincing evidence that NATIONAL BROKERS violated SDCL § 58-33-66.
5. The Division established by clear and convincing evidence that NATIONAL BROKERS violated SDCL §§ SDCL 58-30-167 (2), (8), and (9).
6. The Division established by clear and convincing evidence that the South Dakota Business Entity License of NATIONAL BROKERS is subject to revocation.
7. Any additional Conclusions of Law included in the Reasoning section of this decision are incorporated herein by reference.
8. To the extent any of the foregoing are improperly designated and are instead findings of fact, they are hereby redesignated and incorporated herein as Findings of Fact.

Based on the above Findings of Fact, Reasoning, and Conclusions of Law, the Hearing Examiner enters the following:

PROPOSED DECISION

The South Dakota Business Entity License of NATIONAL BROKERS should be revoked.

Dated this 8 day of March, 2018.



Ryan Darling, Hearing Examiner
Office of Hearing Examiners
523 East Capitol
Pierre, SD 57501

CERTIFICATE OF SERVICE

I certify on March 8th, 2018, at Pierre, South Dakota, a true and correct copy of this Proposed Decision was mailed to each of the parties below.



Ashley Parsons
Office of Hearing Examiners

National Brokers Of America, Inc.
630 Fairmount Ave, NE
Warren, OH, 44483

Clayton Grueb
Division of Insurance
2330 N. Maple Ave, Suite 1
Rapid City, SD 57701