



SOUTH DAKOTA  
DEPT. OF LABOR  
& REGULATION

DIVISION OF INSURANCE

Tel: 605.773.3563 | Fax: 605.773.5369

[dlr.sd.gov/insurance](http://dlr.sd.gov/insurance)

September 18, 2020

**CERTIFIED MAIL & FIRST-CLASS MAIL**

OTM Insurance Specialists, LLC  
28825 IH 10 West  
Boerne, TX 78006

7015 1520 0003 3179 7881

RE: Renewal Application for Business Entity License

Dear OTM Insurance Specialists, LLC,

This letter is to notify your company that your company's renewal application for licensure as a business entity in South Dakota has been denied. The reason for the denial is as follows:

Your company was a licensed business entity in South Dakota where your company's license expired on July 1, 2020. Your company submitted a renewal application for a business entity license to the South Dakota Division of Insurance ("Division") on June 2, 2020. On your company's answers to the renewal application questions, your company answered "No" to all application questions, including the question concerning administrative actions. While investigating your company's renewal application, it was discovered that your company was the subject of an administrative action in the State of Wisconsin. The state of Wisconsin revoked your company's license on September 9, 2019 for failing to have a designated responsible licensed producer and failing to respond to requests for information. The Wisconsin administrative action occurred while your company was licensed in South Dakota. Your company was also the subject of other administrative actions in the states of Delaware and Virginia on November 14, 2018 and June 15, 2018, respectively.

Before your company's renewal application was submitted, the Division wrote to your company on December 30, 2019 via regular mail and email regarding your company's failure to report the Wisconsin administrative action within 30 days and to request an explanation and documentation of the administrative action. Having failed to receive a response from your company, the Division wrote to your company on February 19, 2020 via certified mail, regular mail, and email requesting a response. To date, the Division has not received a response from your company.

Based on the above information, your company's renewal application is denied based upon SDCL §§ 58-30-167(1), (2), (3), (8), & (9), 58-30-193, and 58-33-66(1) for providing incorrect, misleading, incomplete, or materially untrue information in a license application; violating the insurance laws or rules of the State of South Dakota and other states; obtaining or attempting to obtain a license through misrepresentation or fraud; using fraudulent, coercive, or dishonest practices, or demonstrating incompetence, untrustworthiness, or financial irresponsibility in the conduct of business in this state or elsewhere; having an insurance producer license, or its equivalent, denied, suspended, or revoked in another state; failing to report an administrative action taken against the insurance producer in another jurisdiction within 30 days of the final disposition of the matter; and failing to respond to an inquiry from or failing to supply documents requested by the Division within 20 days of receipt of such inquiry or request.

Please note that this denial is considered an administrative action which will be reported to the database maintained by the National Association of Insurance Commissioners. If an administrative action occurs, an insurance producer may be required to report the action to any and all states in which an insurance license is held and in accordance with the timeframes and requirements of each state.

Pursuant to SDCL § 58-30-168, you may make a written request to the Division of Insurance within thirty (30) days of the date of this denial for a hearing to determine the reasonableness of this decision to deny your application for licensure.

Sincerely,

*Maggie Dell*

Maggie Dell, *Assistant Director*  
South Dakota Division of Insurance  
South Dakota Department of Labor and Regulation

Cc: [lcampos@onthemovetrucks.com](mailto:lcampos@onthemovetrucks.com)

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PS Form 3800, April 2015 PSN 7530-02-000-9047 See Reverse for Instructions	