

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

**IN THE MATTER OF  
TONI NICOLE JOHNSON**

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**FINAL DECISION  
INS 24-057**

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 December 9, 2024, is adopted in full.

IT IS FURTHER ORDERED that the South Dakota Non-resident Insurance Producer License of the respondent 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 10 day of December, 2024.



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Marcia Hultman, Secretary  
South Dakota Department of Labor and Regulation  
700 Governors Drive  
Pierre, SD 57501

STATE OF SOUTH DAKOTA  
DEPARTMENT OF LABOR AND REGULATION

IN THE MATTER OF  
TONI NICOLE JOHNSON

INS 24-057  
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 December 18, 2024.

Dated this 30<sup>th</sup> day of December, 2024.



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Callie A. Pospishil  
Legal Counsel  
South Dakota Division of Insurance  
124 S. Euclid Ave., 2<sup>nd</sup> Floor  
Pierre, SD 57501  
(605) 773-3563

**CERTIFICATE OF SERVICE**

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

Toni Nicole Johnson  
1838 VICTORY DRIVE  
COLUMBUS, GA 31901

Toni Nicole Johnson  
609 Logue St  
Perry GA 31069-3542  
nicolejohnson1017@gmail.com; columbusts@concentrix.com

Dated this 30<sup>th</sup> day of December, 2024 in Pierre, South Dakota.



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Callie A. Pospishil  
Legal Counsel  
South Dakota Division of Insurance  
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**STATE OF SOUTH DAKOTA  
OFFICE OF HEARING EXAMINERS**

**IN THE MATTER OF  
TONI NICOLE JOHNSON**

**INS 24-057  
PROPOSED DECISION**

This matter came for hearing before the Office of Hearing Examiners on **1:30 p.m., central time, on December 5, 2024**, pursuant to a Notice of Hearing issued by the South Dakota Division of Insurance (“Division”) on November 4, 2024. Callie A. Pospishil appeared as counsel for the Division. TONI NICOLE JOHNSON (“JOHNSON”) 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 Non-Resident Insurance Producer License of JOHNSON should be revoked due to violating the insurance laws of another state; having an insurance license denied in another jurisdiction; and failing to respond to the Divisions inquiries, in violation of SDCL 58-30-167(2), and (9), 58-30-193, and 58-33-66.

**FINDINGS OF FACT**

1. JOHNSON is licensed by the Division as an insurance producer on October 27, 2022. The license is currently active. (Exhibit 1).
2. JOHNSON was subject to administrative actions in the state of Kansas and Alaska. (Exhibits 2-3).
3. On November 17, 2023, the State of Kansas denied JOHNSON’s application for licensure. (Exhibit 2).
4. On March 13, 2024, the State of Alaska denied JOHNSON’s license application due to failing to disclose administrative actions and failing to respond. (Exhibit 3).
5. JOHNSON did not timely report the administrative action to the Division within 30 days.
6. The Division sent inquiries to May 16, 2024, June 14, 2024, and July 18, 2024, at the address of record regarding the licensure matters. (Exhibits 4-6).
7. JOHNSON did not provide a complete response to the Division’s inquiries. (Exhibits 4-6).
8. Any additional Findings of Fact included in the Reasoning section of this decision are incorporated herein by reference.
9. 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 Non-Resident Insurance Producer's License of JOHNSON. 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 JOHNSON to respond to the Division and supply requested documents within twenty days from the receipt of a request. Also, 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 license... 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;
- (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 JOHNSON violated the insurance laws of South Dakota and another jurisdiction for having a license denied in other jurisdictions, failing to report all the administrative actions, and failing to respond to Division inquiries regarding the actions. Applying the law to the Findings of Fact, it is clear the Non-Resident Insurance Producer License of JOHNSON is subject to revocation and should be revoked.

## CONCLUSIONS OF LAW

1. The Division has jurisdiction over JOHNSON 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 JOHNSON violated SDCL 58-30-193.
4. The Division established by clear and convincing evidence that JOHNSON violated SDCL 58-33-66.
5. The Division established by clear and convincing evidence that the South Dakota Non-Resident Insurance Producer License JOHNSON is subject to revocation pursuant to SDCL 58-30-167(2), and (9).
6. Any additional Conclusions of Law 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 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 Non-Resident Insurance Producer License of TONI JOHNSON should be revoked.

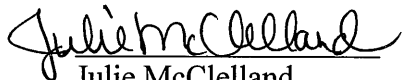
Dated this 9<sup>th</sup> day of December, 2024.



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

**CERTIFICATE OF SERVICE**

I certify on December 9, 2024, at Pierre, South Dakota, a true and correct copy of this Proposed Decision was mailed to each of the parties below.



Julie McClelland  
Office of Hearing Examiners

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1838 VICTORY DRIVE  
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