

STATE OF SOUTH DAKOTA  
DEPARTMENT OF LABOR AND REGULATION

IN THE MATTER OF  
JANEL R JOEST

INS 25-113

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 Order  
Revoking Insurance Producer License entered by Larry Deiter, Director South Dakota Division  
Of Insurance, on October 31, 2025.

Dated this 30<sup>th</sup> day of January, 2026.



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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 Order Revoking Insurance Producer License 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:

JANEL R JOBST  
20240 Hague Rd  
Noblesville IN 46062-9540  
*Licensing@Themedicarefamily. Com*

Dated this 30<sup>th</sup> day of January, 2026 in Pierre, South Dakota.



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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

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

IN THE MATTER OF JANEL R JOEST	INS 25-113  <b>ORDER REVOKING INSURANCE PRODUCER LICENSE</b>
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TO: JANEL R JOEST  
20240 Hague Rd  
Noblesville IN 46062-9540  
*Licensing@Themedicarefamily.Com*

Larry Deiter, Director of the South Dakota Division of Insurance (Director), in accordance with SDCL 58-30-167.2 and 58-30-167.3, hereby gives notice that JANEL R JOEST (Respondent) has violated the Insurance Code of the State of South Dakota and has failed to timely respond to the South Dakota Division of Insurance (Division). Respondent is expressly notified that they are entitled to a hearing pursuant to SDCL 58-30-167.3.

RESPONDENT'S INSURANCE PRODUCER LICENSE WILL BE REVOKED UNLESS A HEARING IS REQUESTED IN WRITING WITHIN 60 DAYS OF THIS ORDER.

Therefore, supported by the Exhibits attached hereto, the Director makes the following Findings of Fact, Conclusions of Law, and Order:

**FINDINGS OF FACT**

1. Respondent, whose address of record is shown above, is an individual who is a licensed insurance producer in the State of South Dakota. (Exhibit 1).
2. Respondent has been subject to administrative action(s) in other jurisdictions, in violation of SDCL 58-30-167(2). (Exhibit 2).
3. The Division sent inquiries to Respondent at their address of record regarding licensure matters. (Exhibit 3-5).
4. Respondent did not respond to the Division's inquiries.
5. 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.

### CONCLUSIONS OF LAW

1. The Director of the Division has jurisdiction over Respondent and the subject matter of this contested case pursuant to SDCL Chs. 1-26 and 58-30.
2. Due to the loss of livelihood from lack of licensure, the Division bears the burden of establishing the alleged statutory violations by clear and convincing evidence. *In re Zar*, 434 N.W.2d 598, 602 (S.D. 1989) and *Brown v. Warner*, 107 N.W.2d 1, 4 (S.D. 1961).
3. The Division established by clear and convincing evidence as attached in Exhibits hereto that Respondent violated SDCL 58-30-193 and 58-33-66.
4. The Division established by clear and convincing evidence that the Respondent's South Dakota Insurance Producer License is subject to revocation pursuant to SDCL 58-30-167(2) & (9).

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5. The Division is authorized to issue this Order revoking Respondent's producer license without a hearing pursuant to SDCL 58-30-167.2, and 58-30-167.3.
6. 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.

### ORDER

Now therefore, good cause appearing from the foregoing, IT IS HEREBY ORDERED, pursuant to SDCL 58-30-167(2) & (9), 58-30-167.2, 58-30-167.3, 58-30-193, and 58-33-66, the South Dakota Insurance Producer License of JANEL R JOEST is hereby REVOKED, unless a hearing is requested in writing within 60 days of this Order; and it is further

ORDERED that the Respondent may request a hearing on this Order within 60 days of the date of this Order; and it is further

ORDERED that the Division will issue a Notice of Hearing on this matter within 30 days of a timely written request from the Respondent to schedule a hearing in this matter pursuant to SDCL 58-30-167.3, which shall be conducted according to procedures for contested cases as prescribed in SDCL Chs. 1-26 and 1-26D.

Dated at Pierre, South Dakota this 31st day of October, 2025.

  
Larry Deiter, Director  
South Dakota Division of Insurance

**CERTIFICATE OF SERVICE**

I, the undersigned attorney, pursuant to SDCL 58-4-17 and 58-30-157 do hereby certify that on the date shown below, a true and correct copy of the Order Revoking Insurance Producer License with respect to the above-entitled action was sent via certified mail and first-class mail to the following:

JANEL R JOEST  
20240 Hague Rd  
Noblesville IN 46062-9540  
*Licensing@Themedicarefamily.Com*

Dated this 31st day of October, 2025 in Pierre, South Dakota.



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Callie A. Pospishil, Legal Counsel  
S.D. Division of Insurance  
Department of Labor and Regulation  
124 S. Euclid Ave., 2<sup>nd</sup> Floor  
Pierre, SD 57501  
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