

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

IN THE MATTER OF)	ORDER AMENDING
BANKERS LIFE AND CASUALTY CO.)	CONSENT ORDER
and BLC FINANCIAL SERVICES, INC.)	

In resolution of the above matter, the undersigned parties do hereby agree to the following:

WHEREAS, following a multi-jurisdictional investigation of Bankers Life and Casualty Company and BLC Financial Services, Inc. (“Bankers Life”) relative to certain unlicensed business activities, the parties entered that certain Consent Order on June 19, 2012 (the “Consent Order”); and

WHEREAS, Bankers Life has made substantial efforts to revise its business practices to improve compliance;

NOW THEREFORE, the Director of the South Dakota Division of Insurance (“Director”)¹ amends the Consent Order by replacing current Section III, Paragraph 10 with the following:

10. Bankers Life shall comply with the following practices:

- a. An insurance producer who is not licensed to give advice concerning securities products (an “Insurance Producer”) may gather all financial information necessary to complete a Bankers Factfinder or similar document or tool required to determine insurance product suitability and may provide the consumer with contact information of a person properly licensed or registered to provide advice concerning securities products. The Insurance Producer may obtain a copy of the consumer’s statement(s) for securities products as part of the insurance suitability factfinding process to the extent that the information is used by the Insurance Producer to determine whether to offer a recommendation to the consumer regarding insurance product suitability. The Insurance Producer may not make recommendations or provide advice concerning the consumer’s specific securities products, compare the consumer’s specific securities or investment performance with other financial products, including annuities or life insurance, or recommend specific securities be liquidated or used to fund an annuity or life insurance product. Upon the consumer’s request, the Insurance Producer may arrange for the consumer to meet with a person properly registered to provide advice concerning securities products. The Insurance Producer shall explain that the Insurance Producer is not registered to discuss securities products and shall not use any terms or titles that tend to indicate to the consumer that the Insurance Producer is licensed to provide investment advice or sell securities, if applicable. The Insurance

¹ The South Dakota Division of Securities was merged into the South Dakota Division of Insurance by Executive Order 17-02, signed on January 13, 2017.

Producer may attend a meeting attended by securities-licensed individuals if the meeting is scheduled, at least in part, to discuss insurance products and the Insurance Producer does not engage in any prohibited activities for insurance-only licensed individuals.

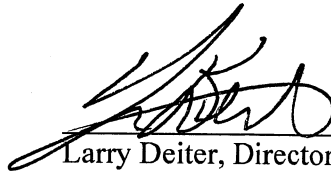
- b. No commissions or other compensation derived from a securities transaction shall be paid to or split with an Insurance Producer.

Wherefore, good cause appearing from the foregoing, it is hereby ORDERED that the Consent Order is so amended; and it is further

ORDERED that the Consent Order shall otherwise remain in full force and effect in all other respects; 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 5th day of ~~April~~^{May}, 2021.



Larry Deiter, Director
South Dakota Division of Insurance

The undersigned, on behalf of Bankers Life, represents that Bankers Life understands the terms of this Consent Order, the waiver of its due process rights, and that it voluntarily enters into this Consent Order.

Dated this 31 day of March, 2021.



William D. Fritts, Jr.
SVP, Regulatory and Government Affairs
Bankers Life and Casualty Company
BLC Financial Services, Inc.