

BEFORE THE INSURANCE COMMISSIONER  
OF THE  
COMMONWEALTH OF PENNSYLVANIA

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INSURANCE DEPARTMENT  
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ADMIN HEARINGS OFFICE

IN RE: : VIOLATIONS:  
: :  
JOHN J. LYNCH : Sections 611-A(20) and 647-A  
104 Upland Road : of Act 147 of 2002 (40 P.S.)  
Havertown, PA 19083 : §§ 310.11 and 310.47  
: :  
: Title 31, Pennsylvania Code,  
: Section 81.4  
: :  
Respondent. : Docket No. CO07-09-035

CONSENT ORDER

AND NOW, this *12<sup>TH</sup>* day of *March*, 2007, this Order is hereby issued by the Insurance Department of the Commonwealth of Pennsylvania pursuant to the statutes cited above and in disposition of the matter captioned above.

1. Respondent hereby admits and acknowledges that he has received proper notice of his rights to a formal administrative hearing pursuant to the Administrative Agency Law, 2 Pa.C.S. § 101, et seq., or other applicable law.

2. Respondent hereby waives all rights to a formal administrative hearing in this matter, and agrees that this Consent Order, and the Findings of Fact and Conclusions of Law contained herein, shall have the full force and effect of an Order

duly entered in accordance with the adjudicatory procedures set forth in the Administrative Agency Law, supra, or other applicable law.

### FINDINGS OF FACT

3. The Insurance Department finds true and correct each of the following

Findings of Fact:

- (a) Respondent is John J. Lynch, and maintains his address at 104 Upland Road, Havertown, Pennsylvania 19083.
- (b) At all relevant times herein, Respondent has been a licensed insurance producer in Pennsylvania, license number 343049, which expires on July 22, 2008.
- (c) On October 24, 2004, Respondent sold Hanna McCollum an annuity worth \$30,000.00 with American Equity Investment Life Insurance Company, however he failed to indicate "Replacement" on the application, thus reducing her free-look period from 45 days to 20 days.
- (d) During the above transaction, Respondent also failed to provide to Ms. McCollum the required Notice Regarding Replacement of Life Insurance and Annuities.

- (e) On October 15, 2005, Respondent sold Hanna McCollum another annuity worth \$30,000.00 with American Equity Investment Life Insurance Company, and failed to indicate "Replacement" on the annuity application, thus reducing her free-look period from 45 days to 20 days.
- (f) On October 24, 2006, Respondent misquoted a 13.96% rate of return to Ms. McCollum on her annuity contract, rather than the correct 10.99% first year effective yield.

#### CONCLUSIONS OF LAW

4. In accord with the above Findings of Fact and applicable provisions of law, the Insurance Department concludes and finds the following Conclusions of Law:

- (a) Respondent is subject to the jurisdiction of the Pennsylvania Insurance Department.
- (b) Section 611-A(20) of Act 147 of 2002 prohibits a licensee from demonstrating a lack of general fitness, competence or reliability sufficient to satisfy the department that the licensee is worthy of licensure (40 P.S. § 310.11).

- (c) Respondent's activities described above in paragraphs 3(c) through 3(f) violates Section 611-A(20) of Act 147 of 2002.
- (d) Section 647-A of Act 147 of 2002 (40 P.S. § 310.47) prohibits producers from misrepresenting the terms of policies and future dividends.
- (e) Respondent's activities described above in paragraphs 3(c) through 3(f) constitute misrepresenting the terms of policies and future dividends and violate Section 647-A of Act 147 of 2002 (40 P.S. § 310.47).
- (f) Respondent's violations of Sections 611-A(20) and 647-A of Act 147 of 2002 are punishable by the following, under Section 691-A of Act 147 of 2002 (40 P.S. § 310.91):
- (i) suspension, revocation or refusal to issue the certificate of qualification or license;
  - (ii) imposition of a civil penalty not to exceed five thousand dollars (\$5,000.00) for each violation of the Act;
  - (iii) an order to cease and desist; and
  - (iv) any other conditions as the Commissioner deems appropriate.
- (g) Title 31, Pennsylvania Code, Section 81.4 requires an agent to submit to the insurer as part of the application, a statement signed by the applicant whether

replacement was involved, and a statement signed by the agent whether replacement was involved. The agent shall present to the applicant, at the time of taking the application, a Notice Regarding Replacement of Life Insurance and Annuities, signed by both parties and a copy must be left with the applicant.

- (h) Respondent's activities described above in paragraphs 3(c) through 3(f) constitute failure to submit a statement to the insurer, signed by the applicant whether replacement was involved, and a statement signed by the agent whether replacement was involved, and failure to execute a Notice Regarding Replacement of Life Insurance and Annuities, in violation of Title 31, Pennsylvania Code, Section 81.4.

#### ORDER

5. In accord with the above Findings of Fact and Conclusions of Law, the Insurance Department orders and Respondent consents to the following:

- (a) Respondent shall cease and desist from engaging in the activities described herein in the Findings of Fact and Conclusions of Law.
- (b) Respondent shall pay a civil penalty of Five Thousand Dollars (\$5,000.00) to the Commonwealth of Pennsylvania. Payment of this penalty shall be made by certified check or money order, payable to the Commonwealth of

Pennsylvania. Payment should be directed to Sharon L. Fraser, Office Manager, Bureau of Enforcement, 1227 Strawberry Square, Harrisburg, Pennsylvania 17120. Payment may be enclosed with the Consent Order, but must be paid in any event no later than thirty (30) days after the date of the Consent Order.

- (c) Respondent's certificates and licenses may be immediately suspended by the Department following its investigation and determination that (i) any terms of this Order have not been complied with, or (ii) any complaint against Respondent is accurate and a statute or regulation has been violated. The Department's right to act under this section is limited to a period of five (5) years from the date of this Order.
- (d) Respondent specifically waives his right to prior notice of said suspension, but will be entitled to a hearing upon written request received by the Department no later than thirty (30) days after the date the Department mailed to Respondent by certified mail, return receipt requested, notification of said suspension, which hearing shall be scheduled for a date within sixty (60) days of the Department's receipt of Respondent's written request.
- (e) At the hearing referred to in paragraph 5(d) of this Order, Respondent shall have the burden of demonstrating that he is worthy of a license.

(f) In the event Respondent's certificates and licenses are suspended pursuant to paragraph 5(c) above, and Respondent either fails to request a hearing within thirty (30) days or at the hearing fails to demonstrate that he is worthy of a license, Respondent's suspended certificates and licenses shall be revoked.

6. In the event the Insurance Department finds that there has been a breach of any of the provisions of this Order, based upon the Findings of Fact and Conclusions of Law contained herein, the Department may pursue any and all legal remedies available, including but not limited to the following: The Department may enforce the provisions of this Order in an administrative action pursuant to the Administrative Agency Law, supra, or other relevant provision of law; or, if applicable, the Department may enforce the provisions of this Order in any other court of law or equity having jurisdiction.

7. Alternatively, in the event the Insurance Department finds that there has been a breach of any of the provisions of this Order, the Department may declare this Order to be null and void and, thereupon, reopen the entire matter for appropriate action pursuant to the Administrative Agency Law, supra, or other relevant provision of law.

8. In any such enforcement proceeding, Respondent may contest whether a breach of the provisions of this Order has occurred but may not contest the Findings of Fact and Conclusions of Law contained herein.

9. Respondent hereby expressly waives any relevant statute of limitations and application of the doctrine of laches for purposes of any enforcement of this Order.

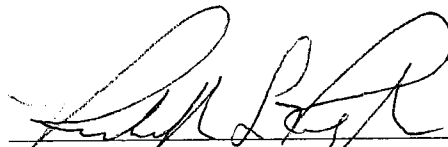
10. This Order constitutes the entire agreement of the parties with respect to the matters referred to herein, and it may not be amended or modified except by an amended order signed by all the parties hereto.

11. This Order shall be final upon execution by the Insurance Department. Only the Insurance Commissioner or a duly authorized delegee is authorized to bind the Insurance Department with respect to the settlement of the alleged violations of law contained herein, and this Consent Order is not effective until executed by the Insurance Commissioner or a duly authorized delegee.

BY:



JOHN J. LYNCH, Respondent



COMMONWEALTH OF PENNSYLVANIA

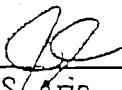
By: Randolph L. Rohrbaugh  
Deputy Insurance Commissioner



BEFORE THE INSURANCE COMMISSIONER  
OF THE  
COMMONWEALTH OF PENNSYLVANIA

IN RE: The Act of April 9, 1929, P.L. 177, No. 175, known as The  
Administrative Code of 1929

AND NOW, this 6<sup>th</sup> day of July 2007, Randolph L. Rohrbaugh,  
Deputy Insurance Commissioner, is hereby designated as the Commissioner's duly  
authorized representative for purposes of entering in and executing Consent Orders. This  
delegation of authority shall continue in effect until otherwise terminated by a later Order  
of the Insurance Commissioner.

  
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Joel S. Ario  
Insurance Commissioner

