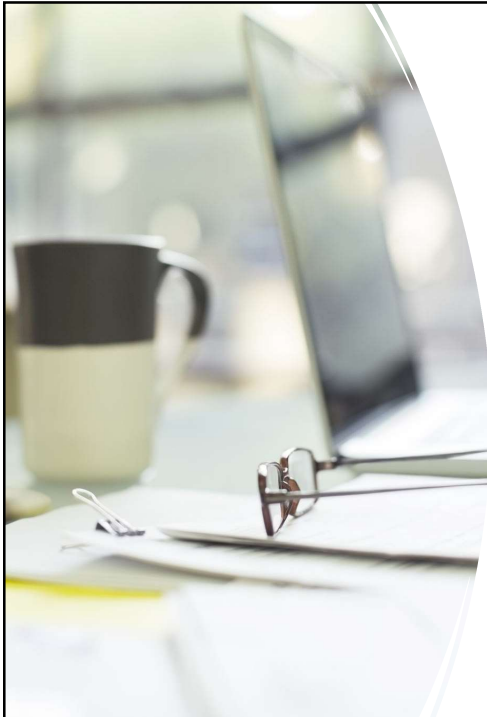
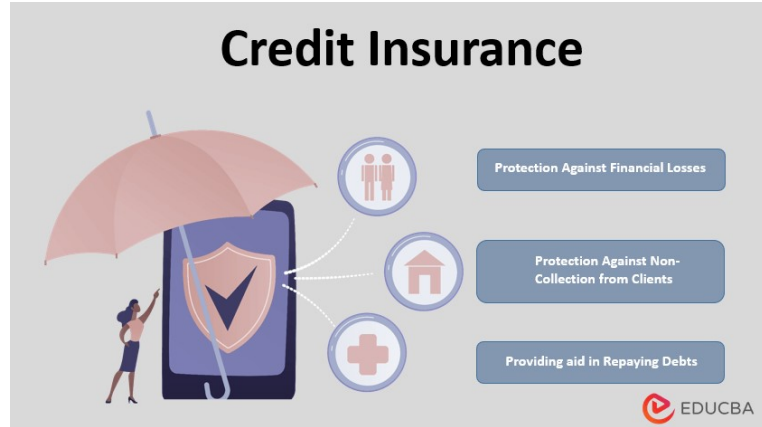


## Loan Managers Course Credit Insurance

Thursday, January 25,  
2024  
Eric S. Kobbe



## Professional/Personal Background

- 1992-1997 GILA manager, Assistant Supervisor/Supervisor MGMSI, Milledgeville, Ga. (Culver Kidd)
- 1997-1998-Consumer Lending First National Bank, Milledgeville, Ga.
- 1998-Current-RVP of Life of the South, Jacksonville, Fla. (A Fortegra Company)
- Full Lines Agent License in AK, AL, AR, CA, CO, DC, DE, FL, GA, HI, IA, ID, IL, KS, LA, MA, MD, ME, MI, MN, MO, MS, MT, NC, ND, NE, NJ, NM, NV, NY, OH, OK, OR, RI, SC, SD, TN, TX, UT, VA, VT, WA, WI, WV, & WY.
- Serve on the Board of Directors for Insurance Company of the South and Life of the South Insurance Company.
- Married with 3 Girls. Reside in Milledgeville, Ga.

# Academic Background

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- 1992-BS- Georgia College
- 1995-MBA-Georgia College
- 2011-MMIS-Georgia College & State University
- 2017-M.Ed. Valdosta State University
- 2018-Ed.D Technology & Leadership-Valdosta State University



# Getting to Know You!

---

- Name
- Date of Birth (Birthday Paradox)
- Company
- Experience/Years in Business
- What are you hoping to accomplish today?
- Questions for me?



## COURSE FOCUS

THE WHY BEHIND THE WHAT

### YES

Sponsored by GILA  
Operational skills enhancement  
Calculation *overview*  
Law *overview*  
***Credit Insurance overview: Me***

### NO

Not sponsored by the DBF  
Not State Exam focused  
Not an in-depth calculation course  
Not an in-depth law course  
*Not intended to supersede your  
employers Policy Handbook*

### GOAL:

Understanding the *basic* mechanics surrounding All Credit Insurance as it relates to the GILA.

## General Disclaimer

- For specific answers to as they relate to your company's policy surrounding certain procedures within the details and attention to credit insurance, please refer to your policy handbook and/or direct supervision. I do not speak on behalf of your company or other insurance companies in terms of rates, claims procedures/policies, etc.

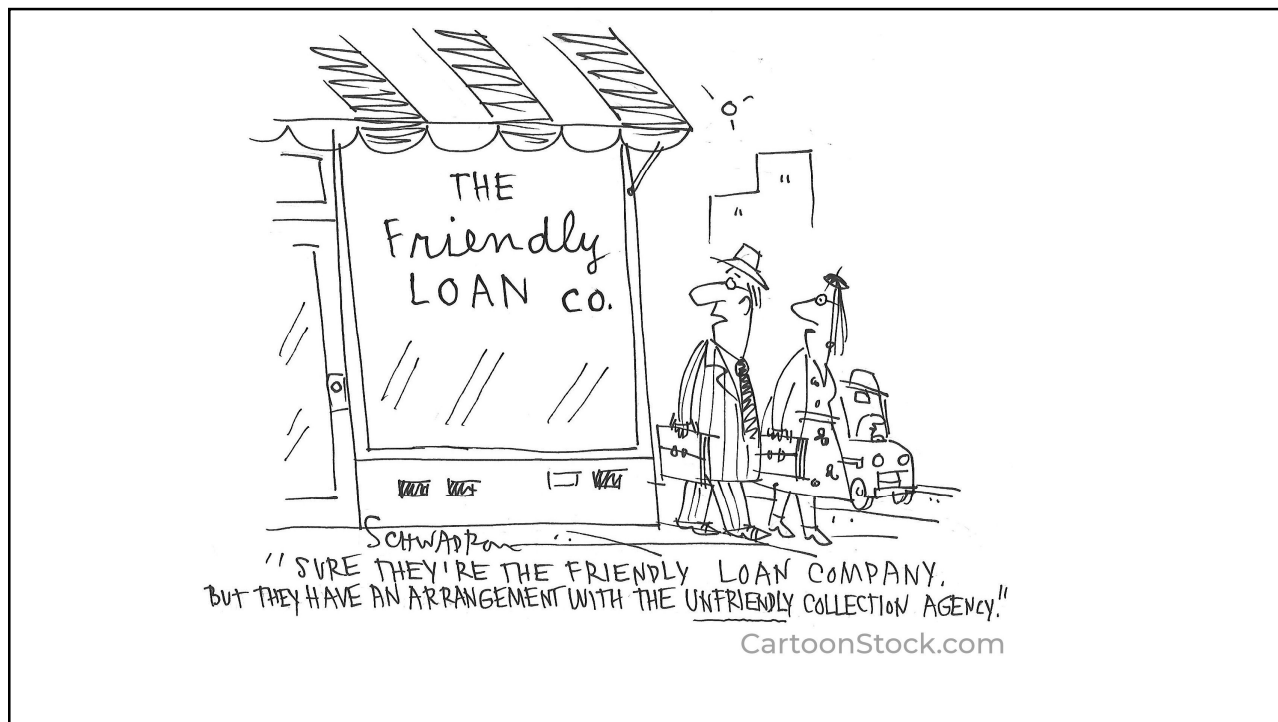


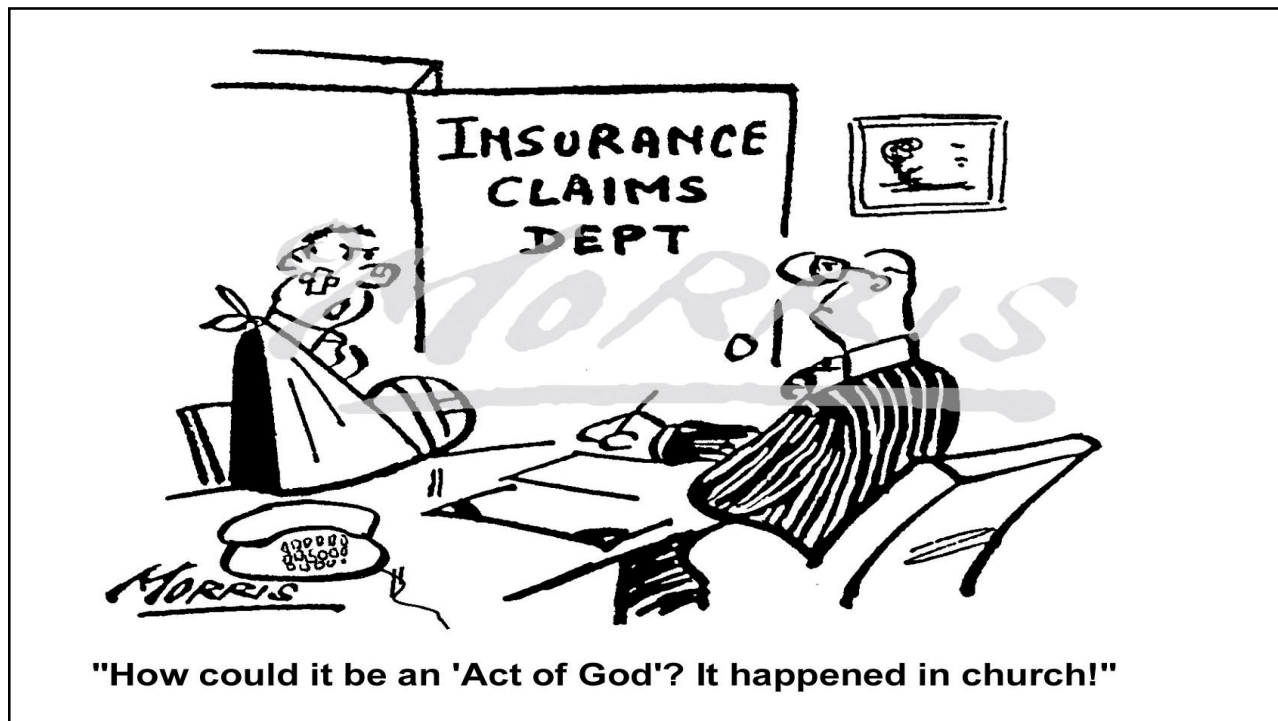
## Regulatory acts

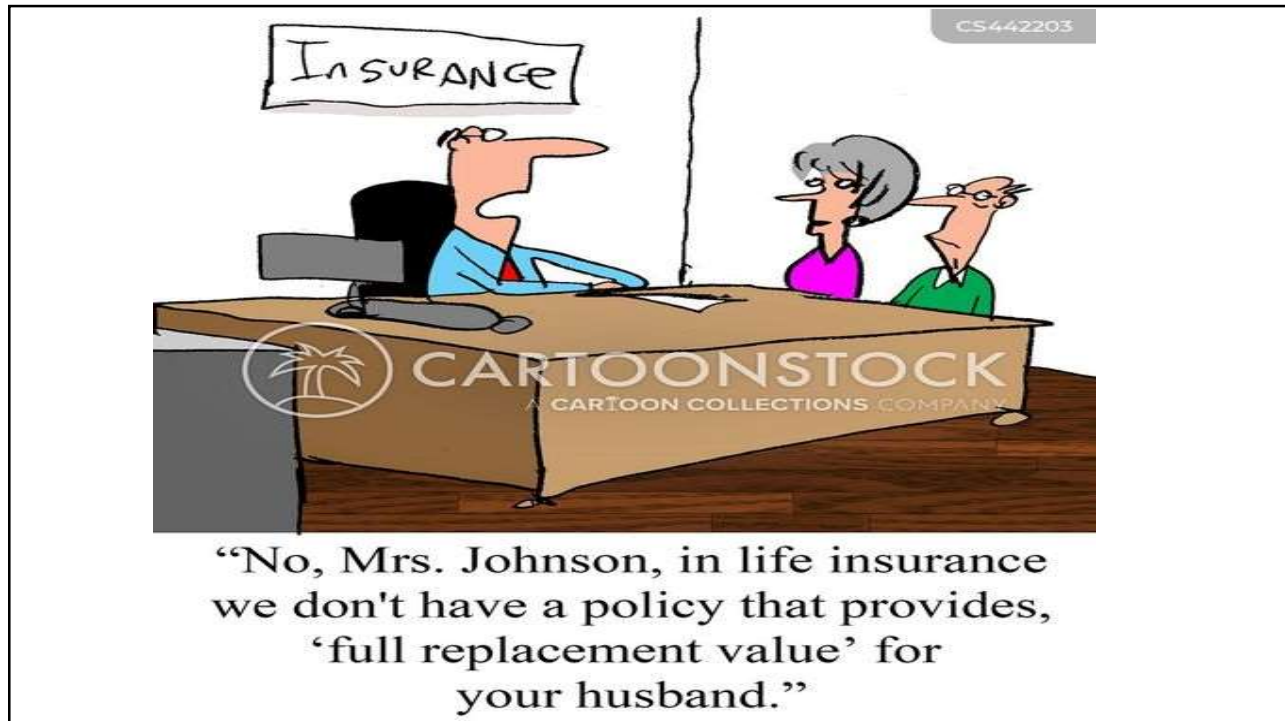
**Regulatory Acts:** The Georgia Industrial Loan Act of 1955 laid out initial frameworks for installment lending practices in the state. This was in direct response to outlawing at that time “Salary Assignment” loans, effectively what we now now as “Pay Day” loans. Georgia adopted North Carolina’s Insured Installment Loan.

**Most Recent Sweeping Regulatory Change:** Governor Kemp signed Senate Bill 462 went into effect on July 1, 2020. The bill transferred the regulation of consumer installment loans of \$3,000 or less (“installment loans”) from the Office of the Insurance Commissioner to the Department of Banking and Finance (“Department”). *This carved credit insurance out of the DBF’s audit responsibility. Critical really. Let me explain...*









© Mike Baldwin / Cornered  
Baldwin



“The policy pays out in the case of accidental death, or if you can make it look like an accident.”

CartoonStock.com

...and in case you should file any claims, this policy will cover your premiums when they go up.



Insurance insurance

CartoonStock.com





# What is Credit Insurance?

- Credit insurance is a type of insurance policy purchased by a *borrower* that *pays* off one or more existing *debts* in the event of any *defined circumstance* outlined in a policy.
- In essence, its **always** related to a financial transaction whereby *credit* is obtained.



## The History

- **Origins in Maritime Trade (17th Century):** The concept of credit insurance can be traced back to maritime trade in the 17th century. In 1648, Mr. Edward Lloyd opened a coffee shop, Lloyd's Coffee House and until 1713 it remained in the same location. Merchants engaged in international trade faced risks such as shipwrecks, piracy, and other unforeseen events. To mitigate these risks, informal arrangements were made among traders, with some assuming the risk in exchange for a fee.



# More History

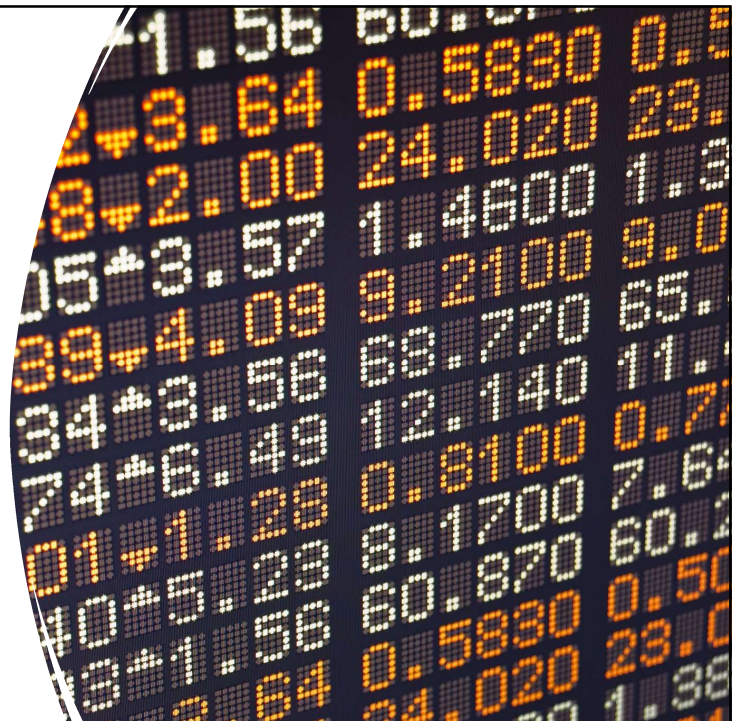
**Development in Europe (19th Century):** Credit insurance became more formalized in the 19th century, particularly in Europe. As international trade expanded, businesses sought ways to protect themselves against the risk of non-payment by buyers. This led to the establishment of credit insurance policies to cover commercial transactions.

In the US: Adopted by John Hopkins in the 1860's. Hopkins would endorse notes of people and firms as their transactions related to certain credit risks.

# Even More History

**Expansion to the United States (Early 20th Century):** Credit insurance gained traction in the United States in the early 20th century. The expansion of industrialization and trade prompted businesses to seek protection against credit-related risks. Insurance companies started offering policies to cover accounts receivable and mitigate losses from non-payment.

In 1919, a new product called "debt protection" emerges as Americans begin to borrow money. WWI was over, our soldiers were home and America was growing. Families were expanding and the economy was expanding.





# The History Continues

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- **Post-World War II Era:** After World War II, credit insurance saw further growth and development. The reconstruction period and the increase in global trade led to a greater demand for credit protection. Insurance companies adapted their products to cater to the evolving needs of businesses.
- 1950's explosion of credit insurance as states began to regulate and endorse the product. It was a great alternative to "Salary Assignment" and was first introduced in North Carolina under the name Insured Installment Plan. Customers could pay back their loan in monthly installments and get out of debt while being protected by insurance products.

# History Continues

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- The Political winds change and in 1968 Federal provisions emerge. Truth in Lending (TILA), and Unfair, Deceptive, or Abusive Acts and Practices emerge. (UDAAP)
- Regulation Z became effective in 1969.
- Multiple states in the Union adopt licensing requirements for lenders, examination procedures, regulation of insurance companies, policies and rates.
- In 1973, Ohio University issues a formal study on credit insurance by surveys.
- Fair Credit billing Act of 1974.
- Consumer Leasing Act of 1976.





# Lloyds Today

- 1971-1978 (Oracle, Microsoft, Apple, SAS, Genentech, FedEx, Southwest Airlines). Technology and Globalization *influenced the credit insurance industry*. Automation and computerization made it easier for insurers to assess and underwrite risks. The globalization of markets also increased the importance of credit insurance in international trade.
- **Today**-In the 21st century, credit insurance continues to play a crucial role in global commerce. The complexity of financial transactions, coupled with economic uncertainties, has reinforced the need for businesses to **manage credit risks**. The industry has adapted to changing business environments, offering innovative products and solutions. (\$2.1 Billion Credit NWP in 2022).

# Insurance Glossary

- **Accident**-An undesirable or unfortunate happening that occurs unintentionally and usually results in harm, injury, damage, or loss
- **Accidental death benefits**-A payment due to the beneficiary of an accidental death insurance policy
- **Beneficiary**- The person or entity that you legally designate to receive the benefits from your financial products.
- **Claim**-Notice to an insurer that under the terms of a policy, a loss maybe covered.
- **Complaint**-Any written communication that expresses dissatisfaction with a specific person or entity subject to regulation under the state's insurance laws.
- **Death benefit**-A payout to the beneficiary of a life insurance policy, annuity, or pension when the insured person or annuitant dies.
- **Deductible**-The amount of the loss which the insured is responsible to pay before benefits from the insurance company are payable. You may choose a higher deductible to lower your premium.





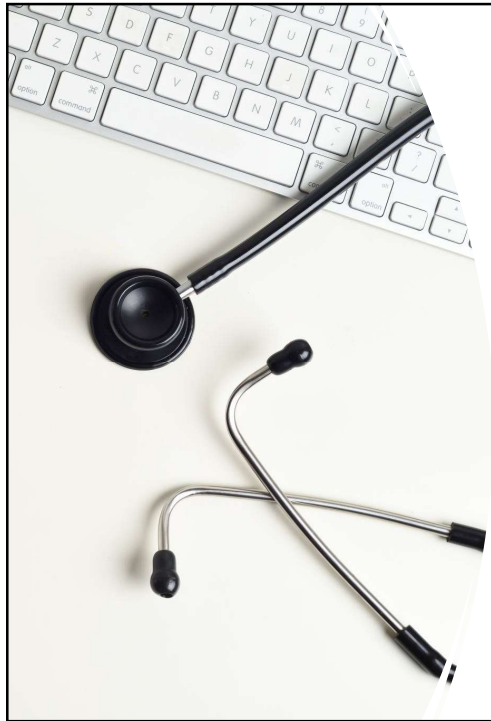
# Insurance Glossary

- **Disability benefits**-The insurance company makes payments on the loan under the terms set out in the agreement.
- **Earned premium**-The premium collected by an insurance company for the portion of a policy that has expired.
- **Endorsement**-An amendment to an existing insurance contract that changes the terms of the original policy.
- **Face value**-Amount paid to your beneficiaries when you die.
- **Free Look-A** period, typically 10 to 30 days, in which a new life insurance policy owner can terminate the policy and have their premium refunded.
- **Guarantee Issue**-A guaranteed issuance of a policy. With guaranteed issue, applicants cannot be denied coverage because of their health.
- **Incontestability**-An incontestability clause is a provision in a life or disability insurance policy that prevents the insurance company from canceling the policy based on misstatements in the policy application after the insurance has been in effect for a certain period.
- **Lapse**-The cessation of a privilege, right, or policy due to time or inaction.

# Insurance Glossary

- **Lien**-A legal claim that an auto insurance company, health care provider, or health insurance company has over settlement claims after paying the injured party's bills. In general, a lien is the security interest that a creditor has against a certain property.
- **Lie holder**-A lender that legally has an interest in your property until you pay it off in full.
- **Limits of Insurance**-Also known as your coverage amount, your insurance limit is the maximum amount your insurer may pay out for a claim, as stated in your policy.
- **Loss**-The financial damage one suffers due to an insurable event.
- **Peril**-An event or circumstance that results in property damage.





# Insurance Glossary

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- **Personal property**-The things you own — Furniture, electronics and clothing, for example. Whether you own a home or rent an apartment, insurance policies typically include personal property coverage. This type of coverage helps pay to repair or replace your belongings after a covered loss, such as theft or fire.
- **Policy owner**-The individual who gets control over and responsibility for the life insurance policy.
- **Pre-existing condition**-A health problem you had before the date that new health coverage starts. ASK Patricia
- **Premium**-The amount you pay each month (or each year) to keep your insurance policy active.

# Insurance Glossary

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- **Refund**-An insurance refund refers to when the insurance company returns a part of the premium paid by the policyholder, usually due to the cancellation of the policy before its expiration date, overpayment of premiums, or adjustments made to the policy terms.
- **Renewal**-The process of extending your existing insurance policy beyond its expiration date
- **Rule of 78**-It is a method of refunding finance charges and/or credit insurance premiums on consumer credit precomputed transactions when the borrower prepays the account in full. More interest and insurance premiums are earned in the early stages of a contract since the amount owing is greater. (In 1935, the Indiana state legislature ruled that people who pay off their loans early don't need to pay the full amount of interest).
- **Suicide clause**-A time when death benefits under a life insurance policy will not be paid out due to a suicide.
- **Underwriting**-The process of evaluating a risk to determine if the insurance company will insure
- **Unearned premium**-The time remaining on an insurance policy. In other words, it is the portion of the policy premium that has not yet been "earned" by the insurance company because the policy still has some time before it expires.



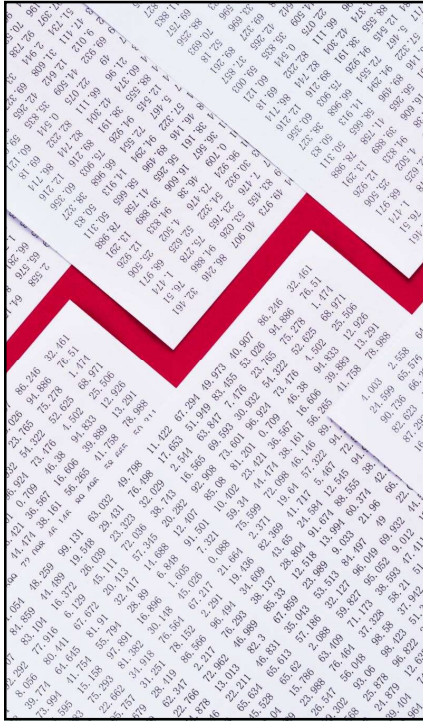
*The Georgia Industrial Loan Act, rules and regulations, began on May 4, 1955, by session of the General Assembly.*

120-1-3-.02 Definition of "Loans Within the Act".

Whether a loan transaction falls within the provisions of the Georgia Industrial Loan Act as amended, is not necessarily determined by the face amount of the note but by the amount advanced, in cash or otherwise, **including insurance premiums**, but excluding interest and fees which may be added to arrive at the face amount of the note. The transaction shall be deemed within the Industrial Loan Act if the amount so advanced, including insurance premiums but excluding interest and other fees, is a loan as defined in the Act.

## 120-1-11-.01 General Regulations. All Insurance

- Evidence of insurance. All insurance authorized and included in or incident to a loan contract made under the provisions of the Georgia Industrial Loan Act shall be evidenced by a policy or certificate of insurance which shall be delivered to the borrower at the time the indebtedness is incurred. The policy and the certificate of insurance shall describe the amount and term of the coverage, the amount of the premium and a description of the coverage including any exceptions, limitations or restrictions. If a policy or certificate of insurance is not delivered to the borrower at the time the indebtedness is incurred, the insurer shall cause to be delivered to the borrower a policy or certificate of insurance within 30 days of incurred indebtedness. An application or notice of proposed insurance form shall serve as a binder during the first 30 days of incurred indebtedness.
- A licensee may charge and collect from the borrower premiums paid or to be paid for insurance for the borrower.
- *The amount of life, health or accident insurance required as security for loans shall not exceed the amount of the loan including charges. (Discussion and APR)*
- Such insurance shall be reasonably related to the type and value of the property insured and to the amount and term of the loan. Insurance shall be obtained from an insurance company authorized by the Insurance Commissioner to conduct business in Georgia.
- The premiums are not an interest charge.
- Refunds of all insurance premiums charged by the Rule of 78<sup>th</sup>s and must be given without regard to a minimum refund provision.
- The *Total* between property and auto insurance cannot exceed the face amount of the loan.



# Disclosures

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- 120-1-11-.01(2)
- If any loan within the Georgia Industrial Loan Act is made in conjunction with the sale of insurance authorized and included in or incidental to the advancement of funds at the expense of the borrower, then the licensee shall provide to the borrower a separate written disclosure statement. The disclosure statement shall disclose, in no smaller than TWELVE-POINT TYPE, the following:
  - (a) The cost to the borrower of any such insurance.
  - (b) A copy of the signed document shall be provided to the borrower, and the licensee shall retain the original in the loan file.
- All insurance sold in conjunction with loans shall be evidenced by a policy, application, certificate or written statement of insurance which shall be delivered to the borrower at the time the indebtedness is incurred, or the insurance company shall deliver same to customer within 30 days from date indebtedness was incurred.



# Claims

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- 120-1-11-.01(3)(b)
- No plan or arrangement shall be used whereby any person, firm or corporation other than the insurance company, or its designated claim agent or representative shall be authorized to settle or negotiate the settlement of claims.
- Insurance proceeds paid on an industrial loan and credited to the account by the finance company shall have the same effect as if a like amount was paid by the borrower and no late charges shall be charged to any borrower for any such payments or accounts which have been paid by such insurance proceeds.
- Loan office employees are *agents not adjusters*. Never make *assumptions* that the insurance company will or will not pay.






# Claims

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- Any agent, subagent, agency or licensee writing credit life or credit accident and sickness insurance in this state shall provide forms necessary to file claims within fifteen (15) calendar days of a request with reasonable explanations regarding their use and shall forward such claim to the insurer within twenty (20) business days of receipt of written proof of loss.
- All claims shall be paid either by draft or check of the insurance company.
- Where proceeds from insurance prepay an account in full, a refund shall be made on the interest, fees and insurance premiums computed as of the date of the event (loss) insured against based on the Rule of 78's.
- All insurance payments are backdated to the date of the loss. Date of loss is when the accident occurred, or sickness began. Late fees cannot be assessed or collected during an approved loss period.

## What Insurances are available under GILA?

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- Credit Life
  - Credit Disability (Accident and Health/Sickness)
  - Credit Property (Household Goods)
  - Credit Automobile ( Vendor Single Interest, Automobile Single Interest, CPP, LPD)
  - Non Recording Insurance
  - Accidental Death & Dismemberment (Ancillary)
  - **NOT Motor Club, Involuntary Unemployment Insurance, GAP**
- 

Coverage Description	Coverage Code	Premium Rate	Coverage Basis	Rates	Maximum Amount	Maximum Term	Refund Method	Minimum Refund Amount Cancellation Day Rule	Age Info
Single/Decreasing Joint/Decreasing	227 374	\$0.59 per \$100 per year \$0.88 per \$100 per year	Gross		\$5,000	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
Single/Joint Level	376 378	\$1.10 per \$100 per year \$1.64 per \$100 per year	Gross		\$5,000	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
3-day retro 7-day retro	203	3 day- \$3.06 per \$5.00 month per annum 5.1% of the Face Amount of the loan (not per annum) MUST be written on any loan 7 day-\$2.10 per \$5.00 month per annum 3.5% of the Face Amount of the loan (not per annum)	Gross		\$500	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
Personal Property Personal Property Vehicle (PPV)	512	Dual Interest - \$2.00 per \$100 per year (ISO protection classes 1-7) Dual Interest - \$3.00 per \$100 per year (all other ISO protection Classes)	N/A		\$15,000	60 months	Rule 78s	Min \$1.00 15/16 30-day free look	N/A
Personal Property Personal Property Vehicle (PPV)	512	Chart	N/A		\$15,000	60 months	Rule 78s	Min \$1.00 15/16 30-day free look	N/A
Single Premium	568	\$6.60 per annum	Flat Rate		\$100,000 (collective policy amount)	60 months	Pro rata	Min \$0.00	75
Non-File	520 - Property 089 - Auto	\$20.00 - Property \$18.00 - Auto	N/A		\$15,000	60 months	NA	N/A	N/A



## 120-1-11-.02 Credit Life Insurance

- Coverage.
- (a) Level term life insurance will pay the first beneficiary at the death of the insured the amount of the indebtedness, not exceeding the amount of insurance stated in the policy and pay the second beneficiary the amount stipulated more than the indebtedness; or if there be no indebtedness, the full-face amount of the policy shall be paid to the second beneficiary.
- (b) Reducing term life insurance will pay the first beneficiary the amount of indebtedness at the time of the death of the insured.

# Credit Life Continued:

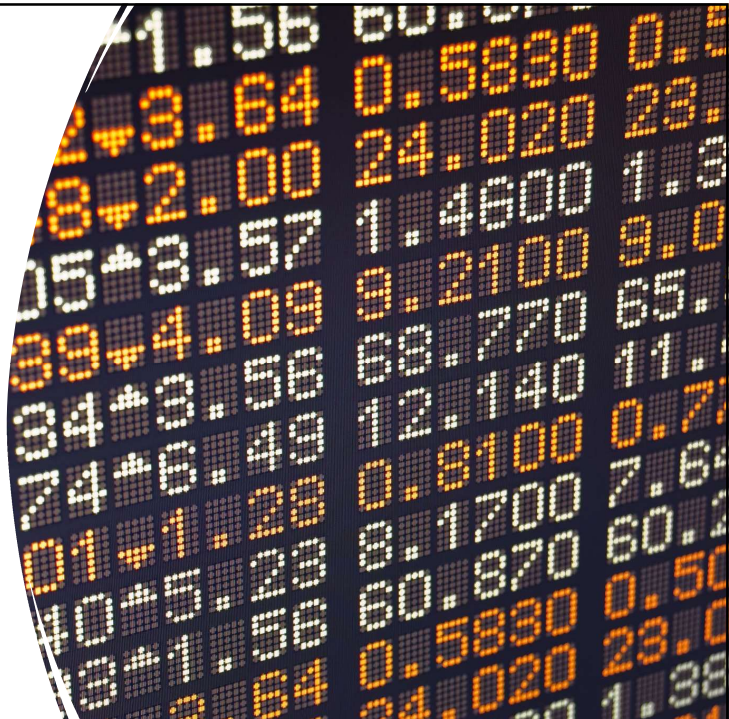
- Policy status at renewal, refinancing or repayment of entire contract.
- (a) If through prepayment the indebtedness is discharged prior to the scheduled maturity date, the insured in all instances (except group credit reducing term life, which must be canceled) shall be given the option either to cancel or to retain such insurance. The option to cancel or to retain shall be set forth in writing either as a part of the policy or certificate or by separate written statement furnished to the debtor.
- (b) In the event of renewal or refinancing accounts where credit life insurance is written on the new loan, any unexpired credit life insurance which was written in connection with the previous loan or loans, shall be concurrently canceled and proper credit given the borrower by refunding to him the unearned portion of the premium on the former policy or policies.
- **In the event of a claim on the life of the insured, the premium is considered earned and no refund need be given.**
- **Suicide Exclusion** - If waiting period not reached by date of death by suicide, the premium must be refunded as of the date of loss. On joint life, the policy must be specific regarding termination or continuation of policy on life or survivor, and appropriate refund made in the event suicide does occur. Usually six months to one year.



# Credit Life Continued:

Rates

- (a) Credit level term life insurance or group credit level term life insurance MAY be written as security on all loans made under the provisions of the Industrial Loan Act. Insurance coverage shall not exceed the face amount of the contract. The premium shall not exceed \$ 1.10 per annum per \$100.00 of the face amount of the loan unless otherwise authorized by law and applicable rules and regulations.
- (b) Credit decreasing term life insurance MAY be written on all loans made under the provisions of the Act. Insurance coverage shall not exceed the face amount of the contract. The premium shall not exceed \$.59 per annum per \$100.00 of the face amount of the loan unless otherwise authorized by law and applicable rules and regulations. For premiums not based on initial insured indebtedness, the premium shall not exceed a monthly rate of \$.70 per \$1,000.00 of outstanding unpaid insured indebtedness.
- (c) Single premiums for credit life insurance covering joint lives are as follows: \$.88 per annum per \$100.00 for Decreasing term Joint Life. \$1.51 per annum per \$100 for Level term Joint Life.





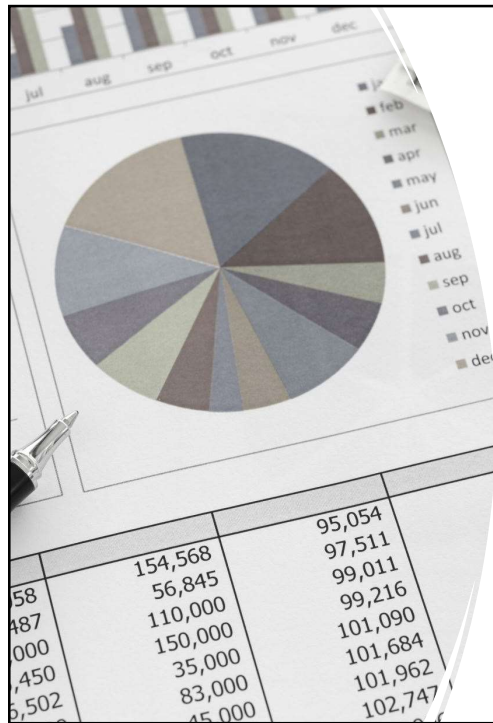
## Credit Life Continued:

- Refund of Premiums.
- (a) All unearned premiums on credit life insurance shall be made according to the Rule of 78's without regard to a minimum refund provision.
- (b) Refunds will be made in all instances of insurance cancellations due to prepayments, renewals, and refinancing except for a loan prepaid in full by credit life insurance proceeds; in this event life insurance premiums shall be considered **earned** unless otherwise provided in the insurance contract. This is the only insurance product under GILA that "zero's" out when a claim is paid. In other words, the remaining premium at DOD is earned.



## Principal Party Rule

- Insurance is written on the life of the principal party; i.e.: the person repayment of the loan is expected from because;
  1. They applied for the loan.
  2. They possess assets, income or credit worthiness from which the expectation of repayment is reasonably drawn.
- They are not an endorser or guarantor
  - A. A spouse is not principal by only virtue of status without meeting the above criteria.
  - B. The burden of proving the status of a person as a principal party for purposes of requiring insurance shall be the licensee.



## Let's Calculate Life Premium:

- \$1000 Face Amount Loan for twelve months.....The Level Life rate would be?
- $\$1.10 \times \$1000 = \$11.00$
- \$550 Face Amount Loan for 4 months.....The Level Life rate would be? \$2.02
- Simply take the per annum premium and divide by 12 (annum) and the multiply by the number of months or term of loan as a percent. Multiple the factor by the Face Amount which will equal the total premium.

## Let's Calculate Decreasing Life Premium:

- \$1000 Face Amount Loan for twelve months.....The Decreasing Life rate would be?
- $\$.59 \times \$1000 = \$5.90$
- \$550 Face Amount Loan for four months.....The Decreasing Life rate would be?
- $\$.59 / 12 \text{ months} \% \times 4 \text{ months} \times \$550.00 = \$1.08$





# Let's Calculate Life Claims:

Customer took out a loan on *December 17, 2022*. The first payment was due on *February 1<sup>st</sup>, 2023*. The customer passes away on *January 20, 2023*. The Face Amount of the loan was \$1200.00, and *Level Life* was written on the loan. If the Loan Pay Off is \$1000. What would the Second Beneficiary receive?

	Year	Month	Day
Date of Death	2023	1	20
	2022	13	20
Loan Origination Date	2022	12	17
	N/C	1	3

## Answer

- Here is the Math:
- Since the first payment has not come due yet the entire Face Amount would be paid. It would be unfair to penalize or reduce benefits, if you will, before the first payment is even due. Since this is Credit Insurance, The First Beneficiary (The Finance Company) would receive \$1000.00 to pay the account off. The remaining amount would be paid to the Second Beneficiary of \$200.00. In these instances, **I recommend detailing and/or describing the relationship of the second beneficiary as much as possible.**
- If Decreasing Life was written on this loan, No Difference in the math.



# Let's Calculate Life Claims:

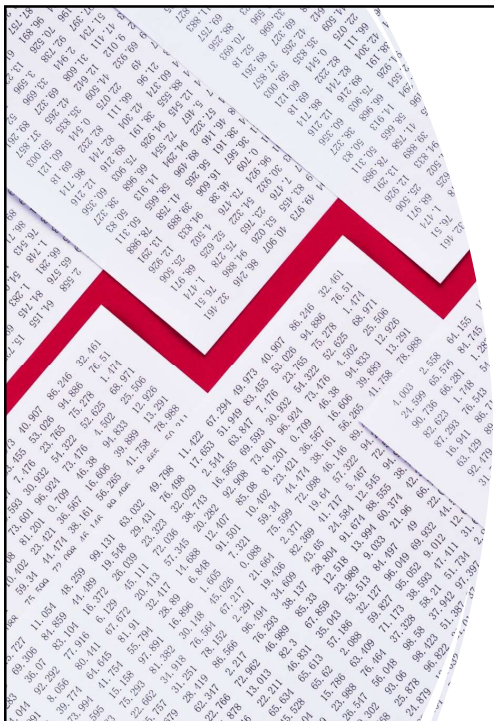
Customer took out a 6-month loan on *July 7, 2023*. The first payment was due on *August 7, 2023*. The customer passes away on *October 8, 2023*. The face amount of the loan was \$600, and *Decreasing Life* was written on the loan. If the Loan Pay Off is \$150, What would the Second Beneficiary receive?

- Here is the Math:
- In this scenario, 3 Months and One day or 4 Months have expired. Since ALL Insurance Premiums and Refunds are calculated Rule of 78, **One Day in a New Month** constitutes a Full month for refund purposes, this loan has two months of benefits remaining. Take the FACE AMOUNT of \$600.00 and divide by 6 months to get a monthly factor of \$100. \$100 x's two months = \$200.00. If the Payoff is \$150.00 then the Second Beneficiary would receive the difference of \$50.00.

	Year	Month	Day
Date of Death	2023	10	8
Loan Origination Date	2023	7	7
	N/C	3	1

## 120-1-11-.03 Credit Accident and Sickness Insurance

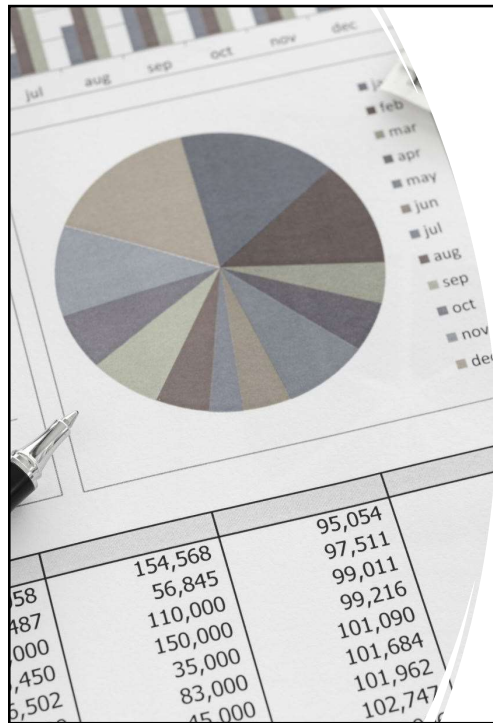
- Coverage. Credit accident and sickness insurance MAY be written on all loans made under the provisions of the Georgia Industrial Loan Act.
- However, any such insurance written in connection with such a loan shall not provide for monthly benefits which exceed the amount of one monthly repayment installment loan.
- Remember, the monthly benefit is less the maintenance charge of \$3 per month.
- (120-1-15-.06 Maintenance Charges Not to Be Considered in Calculation of Interest, Fees, Insurance and Other Charges).



## Credit Accident and Sickness:

- Rates.
- (a) On loans where the actual amount of cash advanced is one hundred dollars (\$100.00) or less, no credit accident and sickness insurance shall be written which provides a waiting period more than three (3) days, coverage shall be retroactive, and no premium shall be charged for such insurance more than \$3.06 per annum per five dollars (\$5.00) per month benefit unless otherwise authorized by law and applicable.
- Rules and Regulations.
- (b) On loans where the actual amount of cash advanced is more than one hundred dollars (\$100.00), no credit accident and sickness insurance shall be written which provides a waiting period more than seven days. Coverage shall be retroactive, and no premium shall be charged for such insurance more than \$2.10 per annum for five dollars (\$5.00) per month benefit unless otherwise authorized by law and applicable Rules and Regulations. Provided, however, if the waiting period is three (3) days, no premium shall be charged for such insurance more than \$3.06 per annum for five dollars (\$5.00) per month benefit unless otherwise authorized by law and applicable Rules and Regulations.
  - **3 day-\$3.06 per \$5.00 month per annum**  
5.1% of the Face Amount of the loan (not per annum) MUST be written on any loan
  - **7 day-\$2.10 per \$5.00 month per annum**  
3.5% of the Face Amount of the loan (not per annum)





## Credit Accident and Sickness Continued:

- (4) Refund of Premiums.
- (a) All unearned premiums on credit accident and sickness insurance shall be refunded according to the **Rule of 78's** without regard to a minimum refund provision.
- (b) Refunds shall be made in all instances of insurance cancellations due to prepayments, renewals, and refinancing except for the loan being prepaid in full by accident and sickness insurance proceeds; in this event accident and sickness premiums shall be considered earned unless otherwise provided in the insurance contract.
- If the loan is paid out prior to the maturity date of the contract, the customer shall be given the option either to cancel the policy and receive a refund of unearned premiums or to retain said coverage through maturity date. This option shall be set forth in writing as part of the policy/certificate or by separate statement furnished to the debtor.



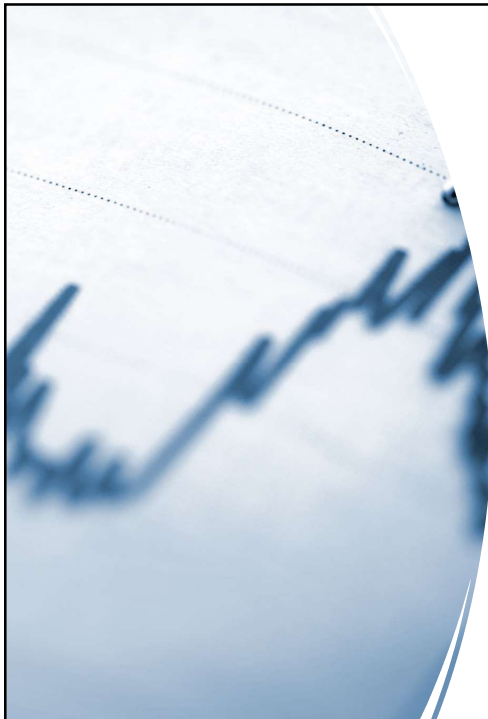
## Credit Accident and Sickness Continued:

- Claim Forms. All insurance companies writing accident and sickness insurance in connection with loans made under the Georgia Industrial Loan Act *shall use medical claim forms where in a doctor's signature is required in connection with making claims for losses occurring under accident and sickness policies.*
- Claims relative to renewals and refinancing. Renewal or refinancing of a loan shall not operate to extinguish an insurance contract when as an incident to such *renewal or refinancing* another insurance contract is entered into by the same insurer and insured.
- Any new insurance contract issued incident to such renewal or refinancing shall be a continuation of the original contract and any waiting periods or existing disease provisions shall relate to the date of the initial insurance contract.
- *No credit accident and sickness policy shall be issued in this State to cover two lives jointly.*
- *No late charges taken out during A&H Claim period.*



## A&H Calculations:

- 3 Day *Retroactive*
- **5.1%** of the Face Amount of the loan (**not per annum**) **MUST** be written on any loan with a cash advance of \$100.00 or less.
- 7 Day *Retroactive*
- **3.5%** of the Face Amount of the loan (**not per annum**)
- Both types pay for ALL day's customer is disabled but provide a minimum period of disability before benefits are due.



## Let's Calculate A&H Premium:

\$1000 Face Amount and Loan is for 12 Months...

$$\text{\$1000 X's } 5.1\% = \text{\$51.00}$$

$$\text{OR....Take } \$1000/12/\text{\$5.00X's}\$3.06=\text{\$51.00}$$

• \$600 Face Amount and Loan is for 4 Months....

$$\text{\$600 X's } 5.1\% = \text{\$30.60}$$

$$\text{OR....Take } \$600/12/\text{\$5.00X's}\$3.06=\text{\$30.60}$$



## Let's Calculate Claims:

For 3-day retroactive A&H...Monthly Benefit is \$98. The customer was out sick for 17 days. How much would A&H pay?

$$\begin{aligned} \$98/30 \text{ days} &= \$3.27 \text{ per day} \times 17 \\ &\text{days} = \$55.59 \end{aligned}$$

Under the GILA, ALL months in Georgia are 30 days.



## 120-1-11-.04 Household Goods Fire Insurance.

- Coverage.
- (a) Dual interest household goods insurance shall insure both the creditor and the debtor as their interest may appear against loss or damage caused by fire, lightning and collision;
- (b) Single interest household goods insurance shall insure only the interest of the Creditor Loss Payee or assignees against loss or damage caused by fire, lightning and collision.



120-1-11-.04

## Household Goods Fire Insurance

- Rates. The rates for both single interest and dual interest household goods insurance shall be approved by the Georgia Insurance Department and the Georgia Industrial Loan Department. Rates may differ between single and dual interest insurance and between protected and unprotected areas. (Discussion)
- SINGLE INTEREST: 1% PER HUNDRED PER ANNUM OF THE FACE AMOUNT
- DUAL INTEREST: 2% PER HUNDRED PER ANNUM OF THE FACE AMOUNT
- UNPROTECTED COVERAGE: 3% PER HUNDRED PER ANNUM OF THE FACE AMOUNT



## Credit Household Goods Fire Insurance:

- (3) No household goods insurance may be written where the maximum premium approved by the Georgia Insurance Department is less than one dollar (\$1.00).
- (4) Refund of premiums. All unearned premiums on single or dual interest household goods insurance included on a loan contract on items pledged as collateral to secure a loan shall be refunded according to the Rule of 78's. Refunds shall be given on all insurance contracts canceled before the expiration date.
- (5) Limitation, Coverage.
  - (a) On loans where household goods are the only collateral and the actual market value is equal to or exceeds the face amount of the note, the insurance written shall not exceed the face amount of the note.
  - (b) On loans where household goods are the only collateral and the actual market value is less than the face amount of the note, insurance, if written, shall be for the actual market value of the household goods.



## Credit Household Goods Fire Insurance:

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- Loss Payee. No licensee shall require fire insurance to be written on any household goods pledged as security for a loan if the borrower produces evidence that such pledged property is insured for the term of the loan and endorses the insurance policy to the licensee as assignee or loss payee. *A licensee, who requires insurance on collateral pledged to secure a loan and who writes such insurance, shall be liable to the borrower in case of loss covered by the policy in the full amount even though coverage is provided by other insurance.* The licensee cannot deny liability, or any part thereof, on the grounds that said collateral is covered by other insurance.




## Property Insurance Calculate:

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\$1000 Face Amount Loan for twelve months 1%,  
2%, 3%.

\$10, \$20, 30\$.....Remember that the premium is  
**Per Hundred Per Annum.**

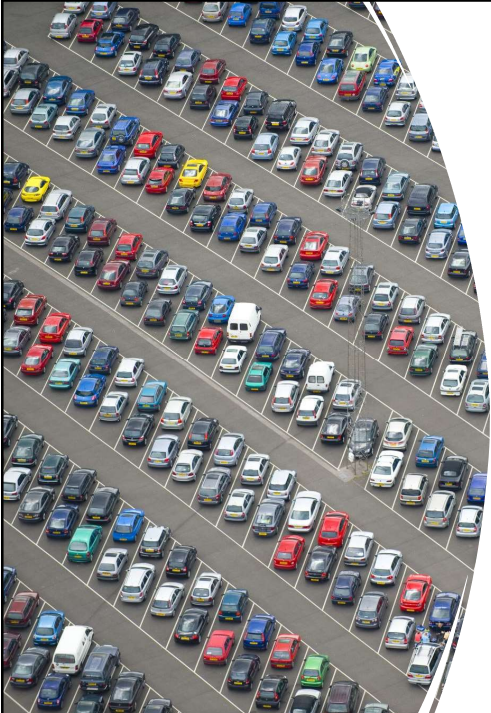


## Let's Calculate Claims:

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The loan is for 24 months with a Face amount of \$2200. The Total Loss **fire** took place on the last day of the contract. What are the total benefits due to the loan office and customer?

\$2200.....Remember that **all** property claims are paid on a level basis. Any remaining property refund is still due customer. Why?



## AUTOMOBILE INSURANCE:

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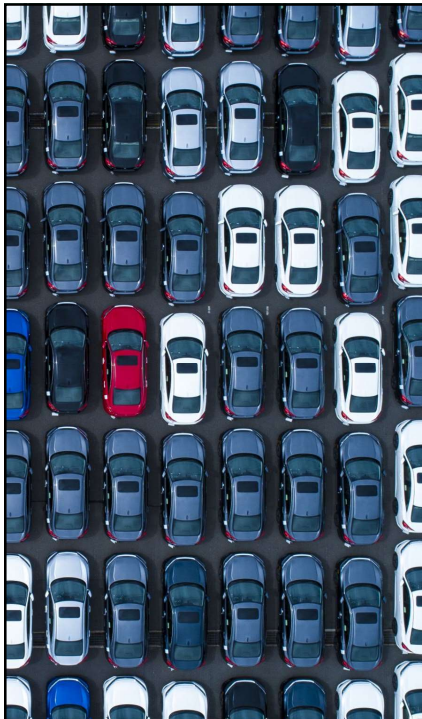
- Single Interest: Insures the creditor only against loss caused by fire, theft and collision
- RATES The rates for single interest automobile must meet the rules and regulations of the Georgia Insurance Department. Currently, VSI/ASI rates are found in a chart provided by your Insurance Company and/or Computer Vendor.
- TYPES:
  - Vehicle Single Interest or Auto Single Interest (Chart)
  - Limited Physical Damage (Factor)
  - Collateral Protection Plan (Chart or Factor)
  - Modified Single Interest (Factor)



# AUTOMOBILE INSURANCE:

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- LIMITATIONS
- No licensee shall require automobile insurance be written on an automobile pledged as security for a loan if the borrower produces evidence that the pledged property is insured for the term of the loan and endorses the insurance policy to the licensee as assignee or loss payee. If the licensee writes insurance on such loan, the licensee shall be liable to the borrower. The licensee cannot deny liability or any part thereof, on the grounds that said collateral is covered by other insurance.
- Single interest insurance may be written in an amount not to exceed the Face Amount of the loan or the “actual market value” of the automobile, whichever is smaller. (Discussion on Value).
- No licensee shall write fire, theft and collision insurance with a deductible and then write a separate policy on the same automobile for the deductible.



# AUTOMOBILE INSURANCE

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- DUAL COLLATERAL
- When personal property and an automobile are both pledged as collateral and the actual cash value and the market value for both is an amount less than the Face Amount of the loan, the insurance written is limited to the actual market value of the security.
- This applies whether single or dual interest automobile insurance is written.
- A licensee shall not divide the amount of insurance written on collateral in such a manner as to penalize the borrower in the amount of insurance premium required to be paid.
- REFUNDS Refunds on unearned premiums on single interest automobile shall be refunded by the rule of 78ths.

# Automobile Single Interest Rate Chart

Insurance Company Of The South  
 Administrative Office  
 10151 Deerwood Park Blvd. Building 100 Suite 500  
 Jacksonville, Florida 32256 • (904) 350-9660

GEORGIA  
 Automobile Single Interest Rate Chart

BALANCES	TERM IN MONTHS																							
	1	2	3	4	5	6	7	8	9	10	11	12	13	14	15	16	17	18	19	20	21	22	23	24
\$ 0 - 100	4	5	6	7	8	9	10	11	12	13	14	15												
101 - 200	9	10	11	12	13	14	16	18	20	22	24	26												
201 - 300	18	19	20	21	22	23	25	27	29	31	33	35												
301 - 500	22	23	24	25	26	27	30	33	36	39	42	45	49	53	56	60	64	68	71	75	79	83	86	90
501 - 700	27	29	31	33	35	37	40	43	46	49	52	55	60	64	69	73	78	83	87	92	96	101	105	110
701 - 1000	32	34	36	38	40	42	46	50	54	58	62	66	72	77	83	88	94	99	105	110	116	121	127	132
1001 - 1200	38	41	44	47	50	53	58	63	68	73	78	83	90	97	104	111	118	125	131	138	145	152	159	166
1201 - 1400	46	49	52	55	58	61	66	72	80	86	92	98	106	114	123	131	139	147	155	163	172	180	188	196
1401 - 1600	53	57	61	65	69	73	80	87	94	101	108	113	122	132	141	151	160	170	179	188	198	207	217	226
1601 - 1800	60	64	68	72	76	80	88	96	104	112	120	128	139	148	160	170	181	192	202	212	222	232	242	252
1801 - 2000	69	73	77	81	85	89	98	107	116	125	134	143	155	167	179	191	203	215	226	238	250	262	274	286
2001 - 2200	73	78	83	88	93	98	108	118	128	138	148	158	171	184	198	211	224	237	250	263	277	290	303	316
2201 - 2400	81	87	93	99	105	111	113	125	137	149	161	173	187	202	216	231	245	260	274	288	303	317	332	346
2401 - 2600	86	92	98	104	110	116	128	140	152	164	176	188	204	219	235	251	266	282	298	313	329	345	360	376
2601 - 2800	95	101	107	113	119	125	138	151	164	177	190	203	220	237	254	271	288	305	321	338	355	372	389	406
2801 - 3000	99	106	112	119	126	133	148	162	176	190	204	218	236	254	273	291	309	327	345	363	382	400	418	436
3001 - 3200	106	113	120	127	134	141	158	173	188	203	218	235	252	272	291	311	330	350	369	388	408	427	447	466
3201 - 3400	113	124	131	138	145	152	168	184	200	216	232	248	269	289	310	331	351	372	393	413	434	455	475	496
3401 - 3600	120	130	140	147	154	161	179	195	212	229	246	263	285	307	329	351	373	395	416	438	460	482	504	526
3601 - 3800	135	142	149	156	163	170	188	206	224	242	260	278	301	324	348	371	394	417	440	463	487	510	533	556
3801 - 4000	149	156	163	170	177	184	199	217	235	253	274	293	317	342	368	391	415	440	464	488	513	537	562	586
4001 - 4200	157	163	170	176	182	188	208	228	248	268	288	308	334	359	385	411	436	462	488	513	539	565	590	616
4201 - 4400	162	169	176	183	190	197	218	239	260	281	302	323	350	377	404	431	458	485	511	538	565	592	619	646
4401 - 4600	171	178	185	192	199	206	228	250	272	294	316	338	366	394	423	451	479	507	535	563	592	620	648	676
4601 - 4800	180	187	194	201	208	215	238	261	284	307	330	353	382	412	441	471	500	529	558	588	618	647	677	706
4801 - 5000	189	196	203	210	217	224	248	272	296	320	344	368	399	429	460	491	521	552	583	613	644	675	705	736
Over \$,000 Amount of Loan X Factor													0.0813	.0875	0.0938	0.1000	0.1063	0.1125	0.1188	0.125	0.1313	0.1375	0.1438	0.1500


# Automobile Single Interest Rate Chart

Insurance Company Of The South  
 Administrative Office  
 10151 Deerwood Park Blvd. Building 100 Suite 500  
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GEORGIA  
 Automobile Single Interest Rate Chart

BALANCES	TERM IN MONTHS																												
	25	26	27	28	29	30	31	32	33	34	35	36	37	38	39	40	41	42	43	44	45	46	47	48					
\$ 0 - 100																													
101 - 200																													
201 - 300																													
301 - 500	94	98	101	105	109	113	116	120	124	128	131	135	139	143	146	150	154	158	161	165	169	173	176	180					
501 - 700	115	119	124	128	133	138	142	147	151	156	160	165	170	174	179	183	188	193	197	202	206	211	215	220					
701 - 1000	138	143	149	154	160	165	171	176	182	187	193	198	204	209	215	220	226	231	237	242	248	253	259	264					
1001 - 1200	173	180	187	194	201	208	214	221	228	235	242	249	256	263	270	277	284	291	297	304	311	318	325	332					
1201 - 1400	204	212	221	229	237	245	253	261	270	278	286	294	302	310	319	327	335	343	351	359	368	376	384	392					
1401 - 1600	235	245	254	264	273	283	292	301	311	320	329	339	348	358	367	377	386	396	405	414	424	433	443	452					
1601 - 1800	267	277	288	299	309	320	331	341	352	363	373	384	395	405	416	427	437	448	459	469	480	491	501	512					
1801 - 2000	298	310	322	334	346	358	369	381	393	405	417	429	441	453	465	477	489	501	512	524	536	548	560	572					
2001 - 2200	329	342	356	369	382	395	408	421	435	448	461	474	487	500	514	527	540	553	566	579	593	606	619	632					
2201 - 2400	360	375	389	404	418	433	447	461	476	490	505	519	533	548	562	577	591	606	620	634	649	663	678	692					
2401 - 2600	392	407	423	439	454	470	486	501	517	533	548	564	580	595	611	627	642	658	674	689	705	721	736	752					
2601 - 2800	423	440	457	474	491	508	524	541	558	575	592	609	626	643	660	677	694	711	727	744	761	778	795	812					
2801 - 3000	454	472	491	509	527	545	563	581	600	618	636	654	672	690	709	727	745	763	781	799	818	836	854	872					
3001 - 3200	485	505	524	544	563	583	602	621	641	660	680	699	719	738	757	777	796	816	835	854	874	893	913	932					
3201 - 3400	517	537	558	579	599	620	641	661	682	703	723	744	765	785	806	827	847	868	889	909	930	951	971	992					
3401 - 3600	548	570	592	614	636	658	679	701	723	745	767	789	811	834	855	877	899	921	942	964	986	1008	1030	1052					
3601 - 3800	579	602	626	649	672	695	718	741	765	788	811	834	857	879	904	927	950	973	996	1019	1043	1066	1089	1112					
3801 - 4000	610	635	659	684	708	733	757	781	806	830	855	879	903	927	952	977	1001	1026	1050	1074	1099	1123	1148	1173					
4001 - 4200	642	667	693	719	744	770	796	821	847	873	898	924	950	1023	1001	1027	1052	1078	1104	1129	1155	1181	1206	1232					
4201 - 4400	673	700	727	754	781	808	834	861	888	915	942	969	996	1023	1050	1077	1104	1131	1157	1184	1211	1238	1265	1292					
4401 - 4600	704	732	761	789	817	845	873	901	929	958	986	1014	1042	1118	1099	1127	1155	1183	1211	1239	1268	1296	1324	1352					
4601 - 4800	735	765	794	824	853	883	912	941	971	1000	1029	1058	1088	1147	1177	1206	1236	1265	1294	1324	1353	1383	1412						
4801 - 5000	767	797	828	859	889	920	951	981	1012	1043	1073	1104	1135	1165	1196	1227	1257	1288	1319	1349	1380	1411	1441	1472					
Over \$,000 Amount of Loan X Factor	0.1563	0.1625	0.1688	0.1750	0.1813	0.1875	0.1938	0.2000	0.2063	0.2125	0.2188	0.225	0.2313	0.2375	0.2438	0.2500	0.2563	0.2625	0.2688	0.2750	0.2813								





## Let's Calculate VSI Claim:

---

Customer took out a 6-month loan on *July 7, 2023*. The first payment was due on *August 7, 2023*. The customer totaled their automobile on *October 8, 2023*. The face amount of the loan was \$600, and all the coverage was placed on the auto.

Calculation....\$600/6 X's number of month's remaining(3). Benefit paid is \$300.

---

- Here is the Math:  
Calculation....\$600 Face Amount/6 Months X's number of month's remaining(3). Benefit paid is \$300. \*Remember that benefits decrease exactly like Decreasing Life.

	YEAR	MONTH	DAY
Date of Accident	2023	10	8
Loan First Payment	2023	8	7
	N/C	2	1



## 120-1-11-.06 Non-Recording Insurance.

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- Non-Recording Insurance.
- No licensee shall charge any recording fee, or actual premiums on insurance used in lieu of such recording fee unless the amount of such fee or premium be fully set forth in the copy of the loan contract or voucher furnished to the borrower.
- Non-recording insurance *may be written* on loans with a face amount in excess of \$100.00. Such insurance may be written *in lieu of* recording the security instrument with the proper "public official or agency of the State" and protects the lender against losses.
- Rates. The rates for such non-recording insurance shall be those which meet the applicable standards and requirements contained in
- Chapter 9 of Title 33 of the Official Code of Georgia Annotated and the applicable Rules and Regulations of the Georgia Insurance Department.
- Restrictions.
- If no security exists on a loan, charges for non-recording insurance are illegal.
- A licensee shall not select non-recording insurance instead of recording if the choice will cost the borrower more money.



## Non-Recording Insurance

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- Commissions. A licensee shall not deduct a fee or commission from the borrower's payment of non-recording insurance premiums. Where commissions are returned to the lender, such shall be credited to the customer's account.
- A licensee may choose to record one class of collateral and non-record the other but cannot do both (record and non-record same security).
- If a lien is filed on the initial loan on personal property, you are prohibited from charging property non-recording on subsequent renewals of that loan.
- **RATES:**
- Personal Property \$20.00
- Automobile \$18.00 or as approved by the Georgia Department of insurance



# Non-Recording Insurance

- **RESTRICTIONS:** If no security exists on a loan, charges for non-recording are illegal.
- Licensee may charge \$20.00 property non-recording insurance on each loan that has personal property listed as collateral and \$18 for an auto that does not have a perfected lien charge.
- Face Amount more than \$100.00 if the collateral has changed.
- Licensee may charge their approved auto non-recording insurance premium on the initial loan made to a borrower that has an automobile (above 1985 model) listed and a Face Amount more than \$100.00.
- Licensee may charge both property and automobile non-recording insurance on the initial loan. If the contract has personal property and an automobile listed and a Face Amount more than \$100.00. Licensee may not charge automobile non-recording insurance on the subsequent renewals of the initial loan but may charge fee on a former customer loan that is re-opened.

## Insurance Claims Register Discussion

Each licensee of the Georgia Industrial Loan Act shall maintain daily a complete insurance claims register. There shall be recorded on this register, with respect to all claims against insurance sold in connection with a loan made under the provisions of the Georgia Industrial Loan Act.

THE FOLLOWING INFORMATION MUST BE ENTERED ON THE REGISTER:

1. LOAN ACCOUNT NUMBER
2. BORROWER'S NAME
3. TYPE OF CLAIM FILED
4. DATE OF LOSS
5. AMOUNT OF THE CLAIM
6. DATE CLAIM WAS FILED
7. DATE CLAIM WAS PAID
8. AMOUNT CLAIM PAID
9. NAME AND ADDRESS OF ANY PERSON OR ENTITY TO WHOM PROCEEDS OF THE CLAIM WERE DISBURSED
10. DATE OF DEATH ON LIFE CLAIMS
11. NUMBER OF DAYS FILED FOR ON A DISABILITY CLAIM
12. NUMBER OF DAYS ACTUALLY PAID FOR ON A DISABILITY CLAIM

REGISTER WILL INCLUDE ALL DENIED CLAIMS AND ALL PAID CLAIMS

Coverage Description	Coverage Code	Premium Rate	Coverage Basis	Rates	Maximum Amount	Maximum Term	Refund Method	Minimum Refund Amount Cancellation Day Rule	Age Info
Single/Decreasing Joint/Decreasing	227 374	\$0.59 per \$100 per year \$0.88 per \$100 per year	Gross		\$5,000	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
Single/Joint Level	376 378	\$1.10 per \$100 per year \$1.64 per \$100 per year	Gross		\$5,000	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
3-day retro 7-day retro	203	3 - \$3.06 per \$5.00 month per annum	Gross		\$500	36 months	Rule 78s	Min \$0.00 15/16 30-day free look	18-99
Personal Property Personal Property Vehicle (PPV)	512	Dual Interest - \$2.00 per \$100 per year (ISO protection classes 1-7) Dual Interest - \$3.00 per \$100 per year (all other ISO protection Classes)	N/A		\$15,000	60 months	Rule 78s	Min \$1.00 15/16 30-day free look	N/A
Personal Property Personal Property Vehicle (PPV)	512	Chart	N/A		\$15,000	60 months	Rule 78s	Min \$1.00 15/16 30-day free look	N/A
Single Premium	568	\$6.60 per annum	Flat Rate		\$100,000 (collective policy amount)	60 months	Pro rata	Min \$0.00	75
Non-File	520 - Property 089 - Auto	\$20.00 - Property \$18.00 - Auto	N/A		\$15,000	60 months	NA	N/A	N/A


## Your Personal Insurance License


- As a resident licensee in Georgia, you're required to complete a certain number of continuing education (CE) requirements every other year (biennially), on or before the last day of your birth month. These requirements vary depending on your type of license and years of experience. Below you'll find a list of CE requirements based on license type as well as information about carry over credits, waivers, reductions, and restrictions and guidelines on continuing education.

## *Biennial CE Requirements by License Type*


- Resident Licensees with less than 20 years of service – 24 hours; 3 hours must be in ethics
- Resident Licensees with more than 20 years of service – 20 hours; 3 hours must be in ethics
- **Credit Insurance Only – 10 hours of self study; no ethics requirement**
- Limited Subagent Only – 10 hours; no ethics requirement
- Workers Compensation Adjuster Only – 20 hours of approved CE through the Workers Compensation Board; no ethics requirement.
- Agency License-120-2-3-.05 allows for an entity license under this code be deemed licensed under this Regulation.

An official website of the State of Georgia. [How you know](#) [English](#) [Organizations](#)





Office of Commissioner of  
Insurance and Safety Fire




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### Commissioner John F. King

Insurance and Safety Fire Commissioner John F. King, the first Hispanic statewide official in Georgia history, was sworn into office July 1, 2019. He was elected to a full four-year term on November 8, 2022.

ABOUT COMMISSIONER KING →



The Office of Insurance and Safety Fire Commissioner licenses and regulates insurance companies, investigates reports of insurance fraud, and inspects buildings to prevent fire.

[About Us](#)

Georgia Office of Insurance and Safety Fire Commissioner John F. King  
Commissioner

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**Welcome to the Georgia Producer and Agency Portal** Return to Georgia Homepage

**Consumers**  
Lookup a License: Use the [License Inquiry Service](#) to verify individual, agency, and company licenses.

**Licensees**

<a href="#">Apply for a License</a> <a href="#">Check the Status of an Application</a>	<a href="#">Renew or Reinstatement a License</a> <a href="#">Check the Status of a Renewal/Reinstatement</a>	<a href="#">Change an Individual Address or Email Address</a>
<a href="#">Print a License</a> <a href="#">Request a Letter of Certification</a>	<a href="#">Lookup Education Courses or Transcript</a>	<a href="#">Lookup License Number / NPN</a> <a href="#">Check Producer Status with a State</a>
<a href="#">Maintain Agency Associations</a> <a href="#">Change Agency Address</a> <a href="#">Change Agency Email Address</a>	<a href="#">Attach a document to a Pending Application/Renewal/Reinstatement</a>	

**Create your Sircon account**

<b>Individuals</b> <span style="float: right;"><a href="#">Learn More &gt;</a></span> Sircon is the <i>easiest way to manage your personal compliance</i> . Apply for and renew your licenses in all 50 states. <a href="#">Sign Up</a> <small>Already have an individual account? <a href="#">Sign In</a></small>	<b>Agencies</b> <span style="float: right;"><a href="#">Learn More &gt;</a></span> Simple license management that helps you <i>ensure that your agency and agents are authorized to sell</i> . <a href="#">Sign Up</a> <small>Already have an agency account? <a href="#">Sign In</a></small>
---	--

**Important Notices**

**Continuing Education Reduction, Waiver or Exemption**  
Please click [here](#) to apply for a reduction, waiver or exemption. Click on the link for "Services" on the left. Then click on "CE Exemption or Extension Request". At the dropdown, select Georgia and enter your last name, license number and click on Continue.

**Consumer Inquiry**

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[Print](#)

State  \* Required

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**Entity Type**    Agency    Individual    Company   \* *Required*

**License Number**

**OR**

*At least two of the following criteria must be entered.*

**Last Name**

**First Name**

**City**

**Address Type**    Business

*Results can be optionally filtered by selecting either License Type or Qualification Type.*

**License Type**

**OR**

**Qualification Type**

Individual Consumer Inquiry for the State of Georgia					
<b>KOBBE, ERIC SCOT</b>					<a href="#">Print</a>
National Producer Number: 6764149					
<b>Business Address</b>		121 KEYSTONE DR MILLEDGEVILLE, GA 31061			
<b>Phone</b>		706-208-0082			
<b>Licenses</b>					
<b>License Type</b>	<b>License Number</b>	<b>Original Issue Date</b>	<b>Status</b>	<b>Effective Date</b>	<b>Expiration Date</b>
Resident Agent	456760	06-01-1995	Active	06-01-1995	07-31-2024
<b>Qualifications (Authorized Lines of Insurance)</b>					
<b>Qualification Type</b>	<b>Original Issue Date</b>	<b>Status</b>	<b>Effective Date</b>		
Agent - Property	06-01-1995	Active	06-01-1995		
Agent - Casualty	06-01-1995	Active	06-01-1995		
Agent - Life	06-01-1995	Active	06-01-1995		
Agent - Accident & Sickness	06-01-1995	Active	06-01-1995		
<b>Affiliations/Appointments</b>					
<b>NAIC</b>	<b>Company Name</b>				
11162	Insurance Company of the South				
<b>Appointments</b>					
<b>Appointment Type</b>	<b>Status</b>	<b>Active Date</b>	<b>Termination Date</b>		
No LOA	Active	05-29-2002			
97691	Life of the South Insurance Company				
<b>Appointments</b>					
<b>Appointment Type</b>	<b>Status</b>	<b>Active Date</b>	<b>Termination Date</b>		
No LOA	Active	03-04-1996			
<b>CE Compliance Summary</b>					CE Review Date: 07-31-2024
<b>Type of CE</b>					<b>Satisfied?</b>
Resident Agent					No
<a href="#">Revise Inquiry</a>					
<a href="#">Home</a>   <a href="#">News</a>   <a href="#">State Information</a>   <a href="#">NAIC Information</a>   <a href="#">Privacy</a>   <a href="#">Terms of Use</a>   <a href="#">Help</a>   <a href="#">FAQ</a>					
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## My Takeaway:

- There is a reason we have been around since 1955.
- Mr. Skinner....Three-legged stool.
- The law is fair to the Lender. Fair to the Borrower. Fair to the Regulator. *Credit Insurance* is a big part of the Fair qualities associated with them all.
- Much of that is also attributed to you and your involvement in the community helping people that can't borrow from banks or gain access to other forms of credit.
- We have always been a target by certain factions but because of the above, we remain strong. 2025 will be 70 years!



## 2021-2023 Fortegra Claims Experience

Credit Claims 2021 - YTD 2023

Product	# Claims			\$ Claims Paid		
	2021	2022	YTD 2023	2021	2022	YTD 2023
Life	36,170	28,939	19,837	62,359,975	52,718,070	37,997,480
Disability	54,211	51,564	40,347	15,619,704	15,469,683	12,846,805
IUI	18,495	5,566	5,277	4,790,503	1,593,741	1,582,103
Property	8,909	3,928	2,526	21,672,148	8,157,413	5,489,329
CPP	1,359	1,230	1,041	3,163,147	3,195,017	2,998,104
VSI	1,783	1,710	1,215	2,343,858	2,207,821	1,728,269
LPD	98	141	103	138,219	155,387	187,398
AD&D	111	139	105	1,525,758	2,401,709	1,698,719
Non-File	18,307	19,322	14,653	17,021,777	21,549,797	15,398,462
<b>Total</b>	<b>139,443</b>	<b>112,539</b>	<b>85,104</b>	<b>128,635,088</b>	<b>107,448,638</b>	<b>79,926,669</b>



