



COMMONWEALTH OF MASSACHUSETTS
Office of Consumer Affairs and Business Regulation
DIVISION OF INSURANCE

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AND BUSINESS REGULATION

DANIEL R. JUDSON
COMMISSIONER OF INSURANCE

June 15, 2015

Jay R. Larson
Advance Insurance Agency, Inc.
5241 Viking Drive
Edina, Minnesota 55435

RE: Advance Insurance Agency, Inc. – SIU Investigation No. 9066

Dear Mr. Larson:

I represent the Massachusetts Division of Insurance (“Division”) with regard to the above-captioned investigation. Pursuant to an investigation conducted by the Division’s Special Investigations Unit, the Division has cause to believe that you have violated the Massachusetts insurance laws set forth below by the conduct detailed in this settlement letter.

According to Division licensing records, Advance Insurance Agency, Inc. (“AIAI”) was originally licensed as a Business Entity Producer by the Division on April 8, 2008. AIAI’s license expired for nonrenewal on or about August 13, 2014 and was not renewed until February 5, 2015. During the unlicensed period AIAI wrote and or renewed one policy in Massachusetts, generating \$254 in premium and \$38.10 in commissions. The Division also notes that the license lapse represents AIAI’s third license lapse within Massachusetts, with previous lapses occurring between April 9, 2011 to June 2, 2011 and June 3, 2013 to August 12, 2013.

The Division alleges that AIAI committed at least one violation of M.G.L. c. 175, § 175 by acting as an insurance producer without being licensed. The penalty for each violation is a fine of not less than ten nor more than one hundred dollars. The Division also alleges that each violation of M.G.L. c. 175, § 175 is a violation of M.G.L. c. 175, § 162R(a)(2). The penalty for each violation of M.G.L. c. 175, § 162R(a)(2) is a fine of not more than \$1,000.00 pursuant to M.G.L. c. 176D, § 7 and having the agency’s Massachusetts business entity insurance producer license placed on probation, suspended or revoked.

The Division is authorized to issue an order requiring you to show cause as to why you should not be made to cease and desist from the above alleged conduct. If, after a public hearing, the Commissioner of Insurance finds that you did commit the alleged violations, he may impose a fine

up to the amounts listed above and order that your Massachusetts Insurance Producer License be placed on probation, suspended or revoked.

The Division proposes to resolve this matter through a settlement if you agree to waive the right to a public hearing, agree to cease and desist from the above-alleged conduct and **agree to pay a fine of \$750**. If you choose to accept the Division's offer, please have an authorized individual sign this settlement letter where provided below and return it to my attention along with a check made payable to the Commonwealth of Massachusetts, no later than **July 3, 2015**.

The Division considers the acceptance of this settlement to constitute a reportable administrative event which should be included on your next Massachusetts producer license renewal application. You also may be required to report this action in other jurisdictions where you hold an insurance producer license. This Agreement shall be construed under and governed by the laws of the Commonwealth of Massachusetts.

Although this correspondence does not constitute the required statutory notice of a public hearing, if this matter is not resolved by **July 3, 2015**, the Division intends to file its Order to Show Cause and will notify you of the hearing date.

Thanks you for your prompt attention to this matter. Should you have any questions or wish to discuss this matter further, I may be reached at (617) 521-7321 or Matthew.Burke@MassMail.state.ma.us.

Sincerely,

Matthew M. Burke
Counsel to the Commissioner

SIGNED: Jay R. Larson
Advance Insurance Agency, Inc.

NAME: _____

SIGNATURE: _____

TITLE: _____

DATE: _____