STATE OF ARIZONA FILED

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OCT 07 2019

DEPARTMENT OF INSURANCE

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In the Matter of:

No. 19A-145_-INS

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WADE, JASON ALAN (National Producer Number 8179666)

CONSENT ORDER

and

WADE, REGINA MARIE

(National Producer Number 18072787)

Respondents.

The State of Arizona Department of Insurance ("Department") has received evidence that Jason Alan Wade and Regina Marie Wade (collectively the "Respondents") violated provisions of Title 20, Arizona Revised Statutes ("A.R.S."). Respondents wish to resolve this matter without the commencement of formal proceedings, and admit the following Findings of Fact are true and consent to entry of the following Conclusions of Law and Order.

FINDINGS OF FACT

- 1. Jason Alan Wade ("Jason") was, at all material times, licensed as an Arizona resident insurance producer. On July 29, 2004, the Department issued to Jason a license, number 8179666, with a single line of authority as a life insurance producer. The license last renewed effective January 1, 2016 and is scheduled to expire on December 31, 2019.
- 2. Regina Marie Wade ("Regina") was, at all material times, licensed as an Arizona resident insurance producer. On August 19, 2016, the Department issued to Regina a license, number 18072787, with a single line of authority as a life insurance producer. The license is scheduled to expire on December 31, 2019.

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3. Jason and Regina are husband and wife. Their address of record is 11387 West Pipestone Street, Marana, Arizona 85658 (business and mailing). Jason's business email address of record is wadeinsj@msn.com; Regina's business email address of record is gina.wade12@gmail.com.

National Life Group Complaint

- 4. National Life Group ("NLG") is a trade name for Life Insurance Company of the Southwest and National Life Insurance Company (collectively "LSW/NL").
- 5. On or about April 11, 2018, the Department received a referral from NLG who terminated Jason and Regina's contracts with the company. According to the referral, NLG conducted its own internal investigation and confirmed that Jason and Regina were involved in a ghostwriting scheme. NLG mailed a 20-day "Termination Notice" to Jason and Regina on April 4, 2018 and April 10, 2018, respectively. According to their termination notices, neither was terminated "for cause."
- 6. On or about February 16, 2018, LSW/NL received information that Jason "performed sales presentations and completed life insurance applications" for LSW/NL products but the applications were placed (bound) under Regina's agent code.
- 7. On August 1, 2019, the Department conducted separate Examinations Under Oath ("EUO") with Jason and Regina and reviewed six (6) LSW/NL life insurance applications bound by Regina in January and February 2018. Each independently admitted that Jason met with the applicants and completed the life insurance applications and Regina submitted them. Regina further admitted that she did not meet "face-to-face" with any of the applicants but on the "Agent Report" affiliated with each application, she had affirmatively answered the question, "Did you meet with the Proposed Insured in person during the sales and application process?"

CONCLUSIONS OF LAW

- 1. The Director has jurisdiction over this matter.
- 2. Respondents' conduct, as described above, constitutes a violation of Title 20, within the meaning of A.R.S. § 20-295(A)(2).
- 3. Respondents' conduct, as described above, constitutes using dishonest practices in the conduct of business in this state or elsewhere, within the meaning of A.R.S. § 20- 295(A)(8).
- 4. Respondents' conduct, as described above, constitutes presenting, causing to be presented or preparing with the knowledge or belief that it will be presented an oral or written statement, including computer generated documents, to or by an insurer, reinsurer, purported insurer or reinsurer, insurance producer or agent of a reinsurer that contains untrue statements of material fact with respect to an application for the issuance or renewal of an insurance policy, within the meaning of A.R.S. § 20-463(A)(1)(a).
- 5.. Grounds exist for the Director to deny, suspend for not more than twelve months, revoke or refuse to renew an insurance producer's license, or to impose a civil penalty or any combination of actions, within the meaning of A.R.S. § 20-295(A) and (F).

ORDER

IT IS HEREBY ORDERED THAT:

 Jason Alan Wade shall immediately pay a civil penalty in the amount of \$250.00 or deposit into the state general fund.

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2. Regina Maria	Wade shall immediately pay a civil penalty in the amount of \$250.00
for deposit into the state ge	ieral fund.
DATED AND EFFEC	TIVE this day of October, 2019.
	KEJTH A. SCHRAAD
	Director of Insurance

CONSENT TO ORDER

- Respondents have reviewed the foregoing Findings of Fact, Conclusions of Law and Order.
- 2. Respondents admit the jurisdiction of the Director of Insurance, State of Arizona, and admit the foregoing Findings of Fact and consent to the entry of the foregoing Conclusions of Law and Order.
- 3. Respondents are aware of their right to notice and to a hearing, at which they may be represented by counsel, present evidence and examine witnesses. Respondents irrevocably waive their rights to such notice and hearing and to any court appeals relating to this Consent Order.
- 4. Respondents state that no promise of any kind or nature whatsoever, except as expressly contained in this Consent Order, were made to them to induce them to enter into this Consent Order and that they have entered into this Consent Order voluntarily.
- 5. Respondents acknowledge that the acceptance of this Consent Order by the Director is solely to settle this matter against them and does not preclude any other agency, officer, or subdivision of this state including the Department from instituting civil or criminal proceedings as may be appropriate now or in the future.

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1	6.	Respondents acknowledge that this Consent Order is an administrative action	
2	that the De	epartment will report to the National Association of Insurance Commissioners (NAIC)
3	and that th	ney may have to report this administrative action on any future licensing application	S
4	either to th	ne Department or other states' Departments of Insurance.	
5	11 1000 0000		
6	OCT 1	Jason Alan Wade (NPN License No. 8179666)	-
7	Date		
8	OCT 1, 20 Date	Regina Marie Wade (NPN License No. 18072787)	-
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10	CODY of	the foregoing mailed this	
11	gh day	the foregoing mailed this of <u>October</u> , 2019, to:	
12		d Regina Wade . Pipestone St.	
13	Marana, A	AZ 85658	
14	Trooperior		
15	COPY ser	nt same date via electronic mail to:	
16	Jason Ala	an Wade @msn.com	
17	Respond		
18	 Regina M	Marie Wade	
19		le12@gmail.com	
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COPY of the foregoing delivered, same date, to: Mary Kosinski, Regulatory Legal Affairs Officer Catherine M. O'Neil, Consumer Legal Affairs Officer Steven Fromholtz, Assistant Director, Consumer Protection Division Sharvn Kerr, Administrative Assistant, Consumer Protection Division Wendy Greenwood, Investigator / Investigations Supervisor Aqueelah Currie, Licensing Supervisor Arizona Department of Insurance 100 North 15th Avenue, Ste.102 Phoenix, Arizona 85007-2624