

REQUEST FOR NAIC MODEL LAW DEVELOPMENT

This form is intended to gather information to support the development of a new model law or amendment to an existing model law. Prior to development of a new or amended model law, approval of the respective Parent Committee and the NAIC's Executive Committee is required. The NAIC's Executive Committee will consider whether the request fits the criteria for model law development. Please complete all questions and provide as much detail as necessary to help in this determination.

Please check whether this is: **New Model Law** or **Amendment to Existing Model**

1. Name of group to be responsible for drafting the model:

Travel Insurance (C) Working Group

2. NAIC staff support contact information:

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3. Please provide a brief description of the proposed new model or the amendment(s) to the existing model. If you are proposing a new model, please also provide a proposed title. If an existing model law, please provide the title, attach a current version to this form and reference the section(s) proposed to be amended.

Travel Insurance Model Law: This is a model that defines regulation related to travel insurance. It includes market regulation, premium tax and rate regulation and enforcement regarding all aspects of this line of business.

4. Does the model law meet the Model Law Criteria? Yes or No (Check one)

(If answering no to any of these questions, please reevaluate charge and proceed accordingly to address issues).

a. Does the subject of the model law necessitate a national standard and require uniformity amongst all states? Yes or No (Check one)

If yes, please explain why – the contention is that there is too much ambiguity in terms of regulation of the travel insurance product. While there is never 100% uniformity, regulators, industry and consumers, as well as other stakeholders involved, believe the consumer and the market will be better served by having this more defined and consistent.

b. Does Committee believe NAIC members should devote significant regulator and Association resources to educate, communicate and support this model law?

Yes or No (Check one)

5. What is the likelihood that your Committee will be able to draft and adopt the model law within one year from the date of Executive Committee approval?

1 2 3 4 5 (Check one)

High Likelihood

Low Likelihood

Explanation, if necessary: The Working Group has already spent one year listening to testimony from the various stakeholders in this area. The National Conference of Insurance Legislators (NCOIL) recently adopted a model Travel Insurance law so if the Working Group cannot come to consensus on the base assumptions and

subsequent language for a model, leveraging the work already done by NCOIL, then many states may move forward the NCOIL model. Having said that, there are still considerable differences of opinion in regard to some of the identified issues. If those cannot get resolved quickly, it is unlikely the work can be completed in one year.

6. What is the likelihood that a minimum two-thirds majority of NAIC members would ultimately vote to adopt the proposed model law?

1 X 2 3 4 5 (Check one)

High Likelihood

Low Likelihood

Explanation, if necessary:

7. What is the likelihood that state legislatures will adopt the model law in a uniform manner within three years of adoption by the NAIC?

1 2 X 3 4 5 (Check one)

High Likelihood

Low Likelihood

Explanation, if necessary:

8. Is this model law referenced in the NAIC Accreditation Standards? If so, does the standard require the model law to be adopted in a substantially similar manner?

No

9. Is this model law in response to or impacted by federal laws or regulations? If yes, please explain.

No

TRAVEL INSURANCE MODEL ACT

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Drafting Note: This Travel Insurance Model Act is intended to be enacted as a standalone chapter of the insurance code with appropriate cross references to seamlessly incorporate provisions such as licensing and premium tax into the adopting state's existing statutory structure. Alternatively, sections such as the licensing and premium tax provisions that may fit into other sections of an adopting state's statutory structure could be pulled from the Model and incorporated into the sections of the adopting state's insurance code that address those topics.

Section 1. Short Title

This Act shall be known as the "Travel Insurance Model Act."

Section 2. Scope and Purposes

- A. The purpose of this Act is to promote the public welfare by creating a comprehensive legal framework within which Travel Insurance may be sold in this state.
- B. The requirements of this Act shall apply to Travel Insurance that covers any resident of this state, and is sold, solicited, negotiated, or offered in this state, and policies and certificates are delivered or issued for delivery in this state. It shall not apply to Cancellation Fee Waivers or Travel Assistance Services, except as expressly provided herein.
- C. All other applicable provisions of this state's insurance laws shall continue to apply to Travel Insurance except that the specific provisions of this Act shall supersede any general provisions of law that would otherwise be applicable to Travel Insurance.

Section 3. Definitions

As used in this Act:

- A. "Aggregator Site" means a website that provides access to information regarding insurance products from more than one insurer, including product and insurer information, for use in comparison shopping.
- B. "Blanket Travel Insurance" means a policy of Travel Insurance issued to any Eligible Group providing coverage for specific classes of persons defined in the policy with coverage provided to all members of the Eligible Group without a separate charge to individual members of the Eligible Group.
- C. "Cancellation Fee Waiver" means a contractual agreement between a supplier of travel services and its customer to waive some or all of the non-refundable cancellation fee provisions of the supplier's underlying travel contract with or without regard to the reason for the cancellation or form of reimbursement. A Cancellation Fee Waiver is not insurance.
- D. "Commissioner" means the commissioner of insurance of this state.

Drafting Note: Insert the title of the state’s chief insurance regulatory official wherever the term "Commissioner" appears.

- E. Solely for the purposes of Travel Insurance, “Eligible Group” means two (2) or more persons who are engaged in a common enterprise, or have an economic, educational, or social affinity or relationship, including but not limited to any of the following:
- (1) Any entity engaged in the business of providing travel or travel services, including but not limited to: tour operators, lodging providers, vacation property owners, hotels and resorts, travel clubs, travel agencies, property managers, cultural exchange programs, and common carriers or the operator, owner, or lessor of a means of transportation of passengers, including but not limited to airlines, cruise lines, railroads, steamship companies, and public bus carriers, wherein with regard to any particular travel or type of travel or travelers, all members or customers of the group must have a common exposure to risk attendant to such travel;
 - (2) Any college, school, or other institution of learning, covering students, teachers, employees, or volunteers;
 - (3) Any employer covering any group of employees, volunteers, contractors, board of directors, dependents, or guests;
 - (4) Any sports team, camp, or sponsor thereof, covering participants, members, campers, employees, officials, supervisors, or volunteers;
 - (5) Any religious, charitable, recreational, educational, or civic organization, or branch thereof, covering any group of members, participants, or volunteers;
 - (6) Any financial institution or financial institution vendor, or parent holding company, trustee, or agent of or designated by one or more financial institutions or financial institution vendors, including accountholders, credit card holders, debtors, guarantors, or purchasers;
 - (7) Any incorporated or unincorporated association, including labor unions, having a common interest, constitution and bylaws, and organized and maintained in good faith for purposes other than obtaining insurance for members or participants of such association covering its members;
 - (8) Any trust or the trustees of a fund established, created or maintained for the benefit of and covering members, employees or customers, subject to the Commissioner’s permitting the use of a trust and the state’s premium tax provisions in [refer to Section 5 herein or, if not used, the state’s existing premium tax provisions] of one or more associations meeting the above requirements of Paragraph (7) above;
 - (9) Any entertainment production company covering any group of participants, volunteers, audience members, contestants, or workers;
 - (10) Any volunteer fire department, ambulance, rescue, police, court, or any first aid, civil defense, or other such volunteer group;
 - (11) Preschools, daycare institutions for children or adults, and senior citizen clubs;
 - (12) Any automobile or truck rental or leasing company covering a group of individuals who may become renters, lessees, or passengers defined by their travel status on the rented or leased vehicles. The common carrier, the operator, owner or lessor of a means of transportation, or the automobile or truck rental or leasing company, is the policyholder under a policy to which this section applies; or
 - (13) Any other group where the Commissioner has determined that the members are engaged in a common enterprise, or have an economic, educational, or social affinity or relationship, and that issuance of the policy would not be contrary to the public interest.

- F. “Fulfillment Materials” means documentation sent to the purchaser of a travel protection plan confirming the purchase and providing the travel protection plan’s coverage and assistance details.
- G. “Group Travel Insurance” means Travel Insurance issued to any Eligible Group.
- H. “Limited Lines Travel Insurance Producer” means a
- (1) Licensed managing general agent or third-party administrator,
 - (2) Licensed insurance producer, including a limited lines producer, or
 - (3) Travel Administrator.
- I. “Offer and Disseminate” means providing general information, including a description of the coverage and price, as well as processing the application and collecting premiums.
- J. “Primary Certificate Holder”, specific to Section 5, Premium Tax, means an individual person who elects and purchases Travel Insurance under a Group Policy.
- K. “Primary Policyholder”, specific to Section 5, Premium Tax, means an individual person who elects and purchases individual Travel Insurance.
- L. “Travel Administrator” means a person who directly or indirectly underwrites, collects charges, collateral or premiums from, or adjusts or settles claims on residents of this state, in connection with Travel Insurance, except that a person shall not be considered a Travel Administrator if that person’s only actions that would otherwise cause it to be considered a Travel Administrator are among the following:
- (1) A person working for a Travel Administrator to the extent that the person’s activities are subject to the supervision and control of the Travel Administrator;
 - (2) An insurance producer selling insurance or engaged in administrative and claims-related activities within the scope of the producer’s license;
 - (3) A Travel Retailer offering and disseminating Travel Insurance and registered under the license of a Limited Lines Travel Insurance Producer in accordance with this Act;
 - (4) An individual adjusting or settling claims in the normal course of that individual’s practice or employment as an attorney-at-law and who does not collect charges or premiums in connection with insurance coverage; or
 - (5) A business entity that is affiliated with a licensed insurer while acting as a Travel Administrator for the direct and assumed insurance business of an affiliated insurer.
- M. “Travel Assistance Services” means non-insurance services for which the consumer is not indemnified based on a fortuitous event, and where providing the service does not result in transfer or shifting of risk that would constitute the business of insurance. Travel Assistance Services include, but are not limited to: security advisories; destination information; vaccination and immunization information services; travel reservation services; entertainment; activity and event planning; translation assistance; emergency messaging; international legal and medical referrals; medical case monitoring; coordination of transportation arrangements; emergency cash transfer assistance; medical prescription replacement assistance; passport and travel document replacement assistance; lost luggage assistance; concierge services; and any other service that is furnished in connection with planned travel. Travel Assistance Services are not insurance and not related to insurance.
- N. “Travel Insurance” means insurance coverage for personal risks incident to planned travel, including:
- (1) Interruption or cancellation of trip or event;
 - (2) Loss of baggage or personal effects;

- (3) Damages to accommodations or rental vehicles;
- (4) Sickness, accident, disability or death occurring during travel;
- (5) Emergency evacuation;
- (6) Repatriation of remains; or
- (7) Any other contractual obligations to indemnify or pay a specified amount to the traveler upon determinable contingencies related to travel as approved by the Commissioner.

Travel Insurance does not include major medical plans that provide comprehensive medical protection for travelers with trips lasting longer than six (6) months, including for example, those working or residing overseas as an expatriate, or any other product that requires a specific insurance producer license.

Drafting Note: States may wish to consider making a clear distinction between Travel Insurance and other similar, yet distinct coverages. For example, in 43 states, insurers file collision damage insurance (CDI) for vehicles rented during insured travel as Travel Insurance, while in 6 states, insurers file CDI as Travel Insurance **only** if it is ancillary to other Travel Insurance coverages, such as for travel cancellation or interruption. One state requires CDI to be filed under Private Passenger Auto Physical Damage [line 21.1].

Drafting Note: Policies with travel components that provide major medical coverage providing comprehensive medical protection for trips with durations of six months or longer are not prohibited by this definition but are outside the scope of this model law and may be regulated under other applicable provisions of the state’s insurance code, rather than under this model law. Some states may also believe that standalone major medical coverage that only provides comprehensive medical protection for trips with durations of less than six months should be filed as an individual health or group health travel product. If an adopting state believes that additional clarity is necessary, the state may choose to insert the following: [For policies that provide major medical coverage providing comprehensive health protection for trips with durations of six months or longer, see section X of the state insurance code.] [For policies that provide standalone major medical coverage that only provide comprehensive medical protection for trips with durations of less than six months, see section X of the state insurance code.]

- O. “Travel Protection Plans” means plans that provide one or more of the following: Travel Insurance, Travel Assistance Services, and Cancellation Fee Waivers.
- P. “Travel Retailer” means a business entity that makes, arranges or offers planned travel and may offer and disseminate Travel Insurance as a service to its customers on behalf of and under the direction of a Limited Lines Travel Insurance Producer.

Drafting Note: States that have recently adopted Travel Insurance producer licensing and registration laws or regulations may refer to the applicable definitions adopted therein rather than restating them in this section.

Section 4. Licensing and Registration

- A. The Commissioner may issue a Limited Lines Travel Insurance Producer License to an individual or business entity that has filed with the Commissioner an application for a Limited Lines Travel Insurance Producer License in a form and manner prescribed by the Commissioner. Such Limited Lines Travel Insurance Producer shall be licensed to sell, solicit or negotiate Travel Insurance through a licensed insurer. No person may act as a Limited Lines Travel Insurance Producer or Travel Insurance Retailer unless properly licensed or registered, respectively.
- B. A Travel Retailer may offer and disseminate Travel Insurance under a Limited Lines Travel Insurance Producer business entity license only if the following conditions are met:
 - (1) The Limited Lines Travel Insurance Producer or Travel Retailer provides to purchasers of Travel Insurance:
 - (a) A description of the material terms or the actual material terms of the insurance coverage;
 - (b) A description of the process for filing a claim;

- (c) A description of the review or cancellation process for the Travel Insurance policy; and
 - (d) The identity and contact information of the insurer and Limited Lines Travel Insurance Producer.
- (2) At the time of licensure, the Limited Lines Travel Insurance Producer shall establish and maintain a register, on a form prescribed by the Commissioner, of each Travel Retailer that offers Travel Insurance on the Limited Lines Travel Insurance Producer’s behalf. The register shall be maintained and updated by the Limited Lines Travel Insurance Producer and shall include the name, address, and contact information of the Travel Retailer and an officer or person who directs or controls the Travel Retailer’s operations, and the Travel Retailer’s Federal Tax Identification Number. The Limited Lines Travel Insurance Producer shall submit such register to the state insurance department upon reasonable request. The Limited Lines Travel Insurance Producer shall also certify that the Travel Retailer registered complies with 18 USC §1033. The grounds for the suspension, revocation and the penalties applicable to resident insurance producers under [insert applicable reference to insurance code], shall be applicable to the Limited Lines Travel Insurance Producers and Travel Retailers.
- (3) The Limited Lines Travel Insurance Producer has designated one of its employees who is a licensed individual producer as the person (a “Designated Responsible Producer” or “DRP”) responsible for the compliance with the Travel Insurance laws and regulations applicable to the Limited Lines Travel Insurance Producer and its registrants.
- (4) The DRP, president, secretary, treasurer, and any other officer or person who directs or controls the Limited Lines Travel Insurance Producer’s insurance operations complies with the fingerprinting requirements applicable to insurance producers in the resident state of the Limited Lines Travel Insurance Producer.
- (5) The Limited Lines Travel Insurance Producer has paid all applicable licensing fees as set forth in applicable state law.
- (6) The Limited Lines Travel Insurance Producer requires each employee and authorized representative of the Travel Retailer whose duties include offering and disseminating Travel Insurance to receive a program of instruction or training, which is subject, at the discretion of the Commissioner, to review and approval. The training material shall, at a minimum, contain adequate instructions on the types of insurance offered, ethical sales practices, and required disclosures to prospective customers.
- C. Any Travel Retailer offering or disseminating Travel Insurance shall make available to prospective purchasers brochures or other written materials that have been approved by the travel insurer. Such materials shall include information which, at a minimum:
- (1) Provides the identity and contact information of the insurer and the Limited Lines Travel Insurance Producer;
 - (2) Explains that the purchase of Travel Insurance is not required in order to purchase any other product or service from the Travel Retailer; and
 - (3) Explains that an unlicensed Travel Retailer is permitted to provide only general information about the insurance offered by the Travel Retailer, including a description of the coverage and price, but is not qualified or authorized to answer technical questions about the terms and conditions of the insurance offered by the Travel Retailer or to evaluate the adequacy of the customer’s existing insurance coverage.

- D. A Travel Retailer employee or authorized representative, who is not licensed as an insurance producer may not:
 - (1) Evaluate or interpret the technical terms, benefits, and conditions of the offered Travel Insurance coverage;
 - (2) Evaluate or provide advice concerning a prospective purchaser's existing insurance coverage; or
 - (3) Hold himself or itself out as a licensed insurer, licensed producer, or insurance expert.
- E. Notwithstanding any other provision in law, a Travel Retailer whose insurance-related activities, and those of its employees and authorized representatives, are limited to offering and disseminating Travel Insurance on behalf of and under the direction of a Limited Lines Travel Insurance Producer meeting the conditions stated in this Act, is authorized to receive related compensation, upon registration by the Limited Lines Travel Insurance Producer as described in Subsection B(2) above.
- F. Responsibility: As the insurer's designee, the Limited Lines Travel Insurance Producer is responsible for the acts of the Travel Retailer and shall use reasonable means to ensure compliance by the Travel Retailer with this Act.
- G. Any person licensed in a major line of authority as an insurance producer is authorized to sell, solicit and negotiate travel insurance. A property and casualty insurance producer is not required to become appointed by an insurer in order to sell, solicit, or negotiate travel insurance.

Drafting Note: States that have already implemented a licensing and registration law or regulation consistent with the NCOIL Limited Lines Travel Insurance Model Act and NAIC Uniform Licensing Standard 34 (Limited Lines Travel Insurance Standard) may choose to cross-reference that law or regulation instead of using the language set forth in this Section. States that have not yet implemented such a law or regulation with respect to Travel Insurance may choose to incorporate this Section under their existing producer licensing laws.

Section 5. Premium Tax

- A. A travel insurer shall pay premium tax, as provided in [insert reference to the state's existing premium tax provision] on Travel Insurance premiums paid by any of the following:
 - (1) An individual primary policyholder who is a resident of this state;
 - (2) A primary certificate-holder who is a resident of this state who elects coverage under a Group Travel Insurance policy; or
 - (3) A Blanket Travel Insurance policyholder that is a resident in, or has its principal place of business or the principal place of business of an affiliate or subsidiary that has purchased Blanket Travel Insurance in this state for eligible blanket group members, subject to any apportionment rules which apply to the insurer across multiple taxing jurisdictions or that permit the insurer to allocate premium on an apportioned basis in a reasonable and equitable manner in those jurisdictions.
- B. A travel insurer shall:
 - (1) Document the state of residence or principal place of business of the policyholder or certificate-holder, as required in Section 5A; and,
 - (2) Report as premium only the amount allocable to Travel Insurance and not any amounts received for Travel Assistance Services or Cancellation Fee Waivers.

Section 6. Travel Protection Plans

- A. Travel Protection Plans may be offered for one price for the combined features that the Travel Protection Plan offers in this state if:

- B. The Travel Protection Plan clearly discloses to the consumer, at or prior to the time of purchase, that it includes Travel Insurance, Travel Assistance Services, and Cancellation Fee Waivers as applicable, and provides information and an opportunity, at or prior to the time of purchase, for the consumer to obtain additional information regarding the features and pricing of each; and
- C. The Fulfillment Materials:
 - (1) Describe and delineate the Travel Insurance, Travel Assistance Services, and Cancellation Fee Waivers in the Travel Protection Plan, and
 - (2) Include the Travel Insurance disclosures and the contact information for persons providing Travel Assistance Services, and Cancellation Fee Waivers, as applicable.

Section 7. Sales Practices

- A. All persons offering Travel Insurance to residents of this state are subject to the Unfair Trade Practices Act at [insert reference to NAIC model *Unfair Trade Practices Act* (#880)], except as otherwise provided in this Section. In the event of a conflict between this Act and other provisions of the [insurance code] regarding the sale and marketing of Travel Insurance and Travel Protection Plans, the provisions of this Act shall control.
- B. Illusory Travel Insurance. Offering or selling a Travel Insurance policy that could never result in payment of any claims for any insured under the policy is an unfair trade practice under [insert reference to NAIC model *Unfair Trade Practices Act* (#880)].
- C. Marketing
 - (1) All documents provided to consumers prior to the purchase of Travel Insurance, including but not limited to sales materials, advertising materials, and marketing materials, shall be consistent with the Travel Insurance policy itself, including but not limited to, forms, endorsements, policies, rate filings, and certificates of insurance.
 - (2) For Travel Insurance policies or certificates that contain pre-existing condition exclusions, information and an opportunity to learn more about the pre-existing condition exclusions shall be provided any time prior to the time of purchase, and in the coverage's Fulfillment Materials.
 - (3) The Fulfillment Materials and the information described in Section 4B(1)(a)-(d) shall be provided to a policyholder or certificate holder as soon as practicable, following the purchase of a Travel Protection Plan. Unless the insured has either started a covered trip or filed a claim under the Travel Insurance coverage, a policyholder or certificate holder may cancel a policy or certificate for a full refund of the Travel Protection Plan price from the date of purchase of a Travel Protection Plan until at least:
 - (a) Fifteen (15) days following the date of delivery of the Travel Protection Plan's Fulfillment Materials by postal mail; or
 - (b) Ten (10) days following the date of delivery of the Travel Protection Plan's Fulfillment Materials by means other than postal mail.

For the purposes of this section, delivery means handing Fulfillment Materials to the policyholder or certificate holder or sending Fulfillment Materials by postal mail or electronic means to the policyholder or certificate holder.

- (4) The company shall disclose in the policy documentation and Fulfillment Materials whether the Travel Insurance is primary or secondary to other applicable coverage.

- (5) Where Travel Insurance is marketed directly to a consumer through an insurer’s website or by others through an Aggregator Site, it shall not be an unfair trade practice or other violation of law where an accurate summary or short description of coverage is provided on the web page, so long as the consumer has access to the full provisions of the policy through electronic means.
- D. Opt out. No person offering, soliciting, or negotiating Travel Insurance or Travel Protection Plans on an individual or group basis may do so by using negative option or opt out, which would require a consumer to take an affirmative action to deselect coverage, such as unchecking a box on an electronic form, when the consumer purchases a trip.
- E. It shall be an unfair trade practice to market Blanket Travel Insurance coverage as free.
- F. Where a consumer’s destination jurisdiction requires insurance coverage, it shall not be an unfair trade practice to require that a consumer choose between the following options as a condition of purchasing a trip or travel package:
 - (1) Purchasing the coverage required by the destination jurisdiction through the Travel Retailer or Limited Lines Travel Insurance Producer supplying the trip or travel package; or
 - (2) Agreeing to obtain and provide proof of coverage that meets the destination jurisdiction’s requirements prior to departure.

Section 8. Travel Administrators

- A. Notwithstanding any other provisions of the [insurance code], no person shall act or represent itself as a Travel Administrator for Travel Insurance in this state unless that person:
 - (1) Is a licensed property and casualty insurance producer in this state for activities permitted under that producer license; or
 - (2) Holds a valid managing general agent (MGA) license in this state; or
 - (3) Holds a valid third-party administrator (TPA) license in this state.
- B. A Travel Administrator and its employees are exempt from the licensing requirements of [reference to adjuster licensing act] for Travel Insurance it administers.
- C. An insurer is responsible for the acts of a Travel Administrator administering Travel Insurance underwritten by the insurer, and is responsible for ensuring that the Travel Administrator maintains all books and records relevant to the insurer to be made available by the Travel Administrator to the Commissioner upon request.

Drafting Note: It is recommended that states review their licensing requirements for each type of entity to determine whether modifications are needed to conform with the statutory and administrative requirements of the state.

Section 9. Policy

- A. Notwithstanding any other provision of the [insurance code], Travel Insurance shall be classified and filed for purposes of rates and forms under an inland marine line of insurance, provided, however, that travel insurance that provides coverage for sickness, accident, disability or death occurring during travel, either exclusively, or in conjunction with related coverages of emergency evacuation or repatriation of remains, may be filed under either an accident and health line of insurance or an inland marine line of insurance.

Drafting Note: For consistency, states may wish to update their statutory definition of inland marine to include Travel Insurance as defined in this Act. This provision contemplates that Travel Insurance will be subject to the same state laws and regulations as any other inland marine insurance.

- B. Travel Insurance may be in the form of an individual, group, or blanket policy.

- C. Eligibility and underwriting standards for Travel Insurance may be developed and provided based on Travel Protection Plans designed for individual or identified marketing or distribution channels, provided those standards also meet the state's underwriting standards for inland marine.

Section 10. Regulations

The Commissioner may promulgate regulations to implement the provisions of this Act.

Section 11. Effective Date

This Act shall take effect 90 days after enactment.

PROJECT HISTORY

TRAVEL INSURANCE MODEL ACT

1. Description of the Project, Issues Addressed, etc.

The Travel Insurance (C) Working Group was formed in late 2015. The charge to the Working Group was to consider the development of a model law or guideline to establish appropriate regulatory standards for the travel and tourism insurance industry. The Working Group began addressing this charge in the Spring 2016 by presenting three potential items to address as a starting point. They were:

1: Refunds to consumers under free look periods. Consider whether free look periods should be mandatory for travel insurance products and draft a model law or guideline that will promote a consistent interpretation and treatment of that requirement.

2: Unlicensed producer activity. While the Working Group determined that current licensing laws across the country appear to be relatively clear, given the variance in state laws regarding limited lines travel insurance licensing for producers and variance in compliance with these laws, it was deemed appropriate to review the NAIC uniform producer licensing standard for limited lines travel insurance and the travel insurance limited line laws enacted in the states.

3: Self-funding certain benefits without holding a license as an insurer. The Working Group determined that it would be appropriate and necessary to provide clarity regarding whether certain products are insurance and should be written through licensed insurers only or; if other benefits are being offered, such as “cancel for any reason” coverage which may not constitute insurance, whether a license to sell and payment of premium taxes should be required. Further, the Working Group would address packaging non-insurance products and services with other benefits that do not require a license to sell. Finally, it was expected that the determination could result in clarity regarding the required payment of premium taxes.

Industry representatives indicated that a need to develop a model law based on travel insurance products not fitting into standard interpretations of current insurance laws and rules indicated that the development of a model law should proceed in order to gain more regulatory clarity in the travel insurance space. Other issues identified by the industry included: 1) the enhancement of provisions that govern the sale and marketing of travel insurance including such things as restrictions on opt-out sales, enhanced disclosures for pre-existing condition exclusions, minimum “free look” provisions, and policy disclosures; 2) cancellation fee waiver or refund programs being provided together; 3) rate and form review provisions; 4) clear definitions including proper documentation and payment of premium taxes; 5) travel administrator licensing and audit requirements; and 6) clear and targeted enforcement and penalty provisions.

In addition to the issues identified in the beginning, the Working Group sought to add to, delete, revise or confirm the language adopted by the National Council of Insurance Legislators (NCOIL) regarding amendments to its Limited Lines Travel Insurance Model Act which was later renamed the NCOIL Travel Insurance Model Act. Issues to address included:

- Defining “travel insurance.”
- Defining “bundled non-insurance products and services” as well as determining whether “bundling” should be allowed.
- Determining the issue of “competitive market” as defined in the NCOIL model.
- Determining the appropriateness of the travel line of authority being “inland marine.”
- Exploring the appropriateness of excluding terrorism coverage in travel insurance products.
- Coordinating benefits provisions needed.
- Other consumer disclosures needed.
- Related licensing issues.
- Identifying and clarifying issues related to premium tax.
- Determining the appropriateness of regulation related to opt-out.
- Identifying and clarifying issues related to authority to enforce.

2. Name of Group Responsible for Drafting the Model and States Participating

The NAIC Travel Insurance Model Act (Model Act) was drafted by the Travel Insurance (C) Working Group. The members of the Working Group were: Maryland, Chair; Virginia, Vice Chair; California; Connecticut; District of Columbia; Florida; Hawaii; Illinois; Louisiana; Missouri; New Mexico; North Carolina; Oklahoma; Pennsylvania; Rhode Island; Utah; and Washington.

3. Project Authorized by What Charge and Date First Given to the Group

The charge to the Working Group was to consider the development of a model law or guideline to establish appropriate regulatory standards for the travel and tourism insurance industry. Once the determination was made that it would be appropriate to draft a model law, the Working Group drafted and sent to its parent, the Property and Casualty Insurance (C) Committee, a model law request (MLR) in June 2017. It was approved by the Executive (EX) Committee later that month. The Working Group was given the charge to develop a travel insurance model law for 2017. That work continued into 2018.

4. A General Description of the Drafting Process (e.g., drafted by a subgroup, interested parties, the full group, etc.). Include any parties outside the members that participated

Prior to the 2016 Fall National Meeting, the Working Group became aware of the work being done by the NCOIL to draft amendments to its Limited Lines Travel Insurance Model Act that would expand beyond just the licensing issues and provide broader coverage for travel insurance in general. That work was shared with the Working Group. The Working Group members felt it could serve as a potential framework or basis for its work going forward. The Working Group then began going through the NCOIL model section by section, including detailed discussions regarding the definitions. Comments were submitted by all stakeholders and all were considered throughout the process.

Parties who regularly participated in the process outside of the members include: the Center for Economic Justice (CEJ), the U.S. Travel Insurance Association (USTIA), the Independent Insurance Agents and Brokers of America (IIABA), the Tourism & Travel Industry Consumer Coalition (TTICC), the United States Fire Insurance Company (US Fire), the American Insurance Association (AIA) and UnitedHealth Group.

5. A General Description of the Due Process (e.g., exposure periods, public hearings, or any other means by which widespread input from industry, consumers and legislators was solicited)

Once the MLR was approved by the Executive (EX) Committee, the Working Group began the process of going through the NCOIL model section by section, including detailed discussions regarding the definitions. The Working Group held 14 conference calls and meetings in 2017 and nine in 2018, ending with the adoption of the proposed Model Act during its June 13 call. It was presented to the Property and Casualty Insurance (C) Committee with one amendment at the Summer National Meeting in Boston, MA and was adopted unanimously.

During this process, all meetings were held in an open session and posted prior, including materials that summarized all submitted comments and letters for both model definitions and the non-definition sections. As the Working Group moved through discussions of each section, the associated definitions as well as the section content was discussed including submitted comments. Each new version of the Model Act, with the revisions approved during the previous conference call or meeting, was published to the Travel Insurance (C) Working Group' webpage. As comments were submitted, they were added to the spreadsheet which contained comments by section or by definition, and these comments were posted for public access as well.

6. A Discussion of the Significant Issues (items of some controversy raised during the due process and the group's response)

There was a broad range of perspectives presented on many of the issues, definitions and language throughout the process of reviewing the Model Act. All were considered and debated, and ultimately a decision was made regarding the will of the Working Group. There was considerable debate over the definitions including "travel insurance," "limited lines travel insurance producer," "eligible groups," "blanket travel insurance" (which references "eligible groups") and "cancellation fee waiver." The appropriateness of allowing for the bundling of non-insurance and insurance products into the travel protection plan was thoroughly discussed. Issues related to licensing and permissible activities of travel retailers, administrators and producers were also discussed along with the related regulatory issues around "authority to enforce." A great deal of time was spent on the Sales Practices section as well. Consideration was also given to the wording around "free look" periods related to the provision of fulfillment materials. Specifically, consideration was given to whether it be delivered via postal mail or other means such as electronically.

The appropriateness of classifying the travel insurance product as “inland marine” also received attention. During the Working Group’s deliberations, there were differing opinions presented; however, a majority of the Working Group members agreed with that classification. After adoption of the Model Act by the Property and Casualty Insurance (C) Committee, Washington and Utah submitted letters proposing that the determination be referred to the Health Insurance Managed Care (B) Committee for review, based on concerns related to whether the inclusion of accident and health coverages fits within the NAIC model *Nationwide Inland Marine Definition* (#701).

7. Any Other Important Information (e.g., amending an accreditation standard)

The following amendment to the Model Act adopted by the Working Group was proposed during the Property and Casualty Insurance (C) Committee’s meeting:

Section 9. Policy

A. Notwithstanding any other provision of the [insurance code], Travel Insurance shall be classified and filed for purposes of rates and forms under an inland marine line of insurance, provided however, that Travel Insurance that provides coverage for SICKNESS, ACCIDENT, DISABILITY OR DEATH OCCURRING DURING TRAVEL, either exclusively, or in conjunction with related coverages of emergency evacuation or repatriation of remains may be filed under either an accident and health line of insurance or an inland marine line of insurance.

Drafting Note: For consistency, states may wish to update their statutory definition of inland marine to include Travel Insurance as defined in this Act. This provision contemplates that Travel Insurance will be subject to the same state laws and regulations as any other inland marine insurance.

The proposed Model Act was adopted as amended.