SECOND REGULAR SESSION

SENATE BILL NO. 883

97TH GENERAL ASSEMBLY

INTRODUCED BY SENATOR WASSON.

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5855S.02I

TERRY L. SPIELER, Secretary.

AN ACT

To repeal sections 436.405, 436.430, 436.450, 436.455, 436.456, 436.457, 436.458, and 436.460, RSMo, and to enact in lieu thereof eight new sections relating to preneed funeral contracts.

Be it enacted by the General Assembly of the State of Missouri, as follows:

Section A. Sections 436.405, 436.430, 436.450, 436.455, 436.456, 436.457,

- 2 436.458, and 436.460, RSMo, are repealed and eight new sections enacted in lieu
- 3 thereof, to be known as sections 436.405, 436.430, 436.450, 436.455, 436.456,
- 4 436.457, 436.458, and 436.460, to read as follows:
- 436.405. 1. As used in sections 436.400 to 436.520, unless the context
- 2 otherwise requires, the following terms shall mean:
- 3 (1) "Beneficiary", the individual who is to be the subject of the disposition
- 4 or who will receive funeral services, facilities, or merchandise described in a
- 5 preneed contract;
- 6 (2) "Board", the board of embalmers and funeral directors;
- 7 (3) "Guaranteed contract", a preneed contract in which the seller
- 8 promises, assures, or guarantees to the purchaser that all or any portion of the
- 9 costs for the disposition, services, facilities, or merchandise identified in a
- 10 preneed contract will be no greater than the amount designated in the contract
- 11 upon the preneed beneficiary's death or that such costs will be otherwise limited
- 12 or restricted;
- 13 (4) "Insurance-funded preneed contract", a preneed contract which is
- 14 designated to be funded by payments or proceeds from an insurance policy or a
- 15 deferred annuity contract where the annuitant is the beneficiary of the
- 16 **preneed contract,** that is not classified as a variable annuity, and has death

EXPLANATION—Matter enclosed in bold-faced brackets [thus] in this bill is not enacted and is intended to be omitted in the law.

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17 benefit proceeds that are never less than the sum of premiums paid;

- 18 (5) "Joint account-funded preneed contract", a preneed contract which designates that payments for the preneed contract made by or on behalf of the 19 purchaser will be deposited and maintained in a joint account in the names of the 20 21 purchaser and seller, as provided in this chapter;
 - (6) "Market value", a fair market value:
 - (a) As to cash, the amount thereof;
- 24 (b) As to a security as of any date, the price for the security as of that 25 date obtained from a generally recognized source, or to the extent no generally 26recognized source exists, the price to sell the security in an orderly transaction 27 between unrelated market participants at the measurement date; and
- 28 (c) As to any other asset, the price to sell the asset in an orderly 29 transaction between unrelated market participants at the measurement date 30 consistent with statements of financial accounting standards;
- (7) "Nonguaranteed contract", a preneed contract in which the seller does not promise, assure, or guarantee that all or any portion of the costs for the 32 33 disposition, facilities, service, or merchandise identified in a preneed contract will be limited to the amount designated in the contract upon the preneed 34 beneficiary's death or that such costs will be otherwise limited or restricted;
- 36 (8) "Preneed contract", any contract or other arrangement which provides 37 for the final disposition in Missouri of a dead human body, funeral or burial 38 services or facilities, or funeral merchandise, where such disposition, services, 39 facilities, or merchandise are not immediately required. Such contracts include, but are not limited to, agreements providing for a membership fee or any other 40 fee for the purpose of furnishing final disposition, funeral or burial services or 41 facilities, or funeral merchandise at a discount or at a future date; 42
- (9) "Preneed trust", a trust to receive deposits of, administer, and disburse 43 payments received under preneed contracts, together with income thereon; 44
- 45 (10) "Purchaser", the person who is obligated to pay under a preneed 46 contract;
- 47 (11) "Trustee", the trustee of a preneed trust, including successor trustees;
- 48 (12) "Trust-funded preneed contract", a preneed contract which provides 49 that payments for the preneed contract shall be deposited and maintained in 50 trust.
- 51 2. All terms defined in chapter 333 shall be deemed to have the same 52 meaning when used in sections 436.400 to 436.520.

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436.430. 1. A trust-funded guaranteed preneed contract shall comply with sections 436.400 to 436.520 and the specific requirements of this section.

- 2. A seller must deposit all payments received on a preneed contract into the designated preneed trust within [sixty] thirty days of receipt of the funds by the seller, the preneed sales agent or designee. A seller may not require the consumer to pay any fees or other charges except as authorized by the provisions of chapter 333 and this chapter or other state or federal law.
- 3. A seller may request the trustee to distribute to the seller an amount up to the first five percent of the total amount of any preneed contract as an origination fee. The seller may make this request at any time after five percent of the total amount of the preneed contract has been deposited into the trust. The trustee shall make this distribution to the seller within fifteen days of the receipt of the request.
- 4. In addition to the origination fee, the trustee may distribute to the seller an amount up to ten percent of the face value of the contract on a preneed contract at any time after the consumer payment has been deposited into the trust. The seller may make written request for this distribution and the trustee shall make this distribution to the seller within fifteen days of the receipt of the request or as may be provided in any written agreement between the seller and the trustee.
 - 5. The trustee of a preneed trust shall be a state- or federally-chartered financial institution authorized to exercise trust powers in Missouri. The trustee shall accept all deposits made to it for a preneed contract and shall hold, administer, and distribute such deposits, in trust, as trust principal, under sections 436.400 to 436.520.
- 26 6. The financial institution referenced herein may neither control, be controlled by, nor be under common control with the seller or preneed agent. The 27 terms "control", "controlled by" and "under common control with" means the direct 28 or indirect possession of the power to direct or cause the direction of the 29 management and policies of a person, whether through the ownership of voting 30 securities, by contract other than a commercial contract for goods or 31 32 nonmanagement services, or otherwise, unless the power is the result of an 33 official position with or corporate office held by the person. Control shall be 34 presumed to exist if any person, directly or indirectly, owns, controls, holds with 35 the power to vote, or holds proxies representing ten percent or more of the voting 36 securities. This presumption may be rebutted by a showing to the board that

37 control does not in fact exist.

- 7. Payments regarding two or more preneed contracts may be deposited into and commingled in the same preneed trust, so long as the trustee maintains adequate records that individually and separately identify the payments, earnings, and distributions for each preneed contract.
 - 8. Within a reasonable time after accepting a trusteeship or receiving trust assets, a trustee shall review the trust assets and make and implement decisions concerning the retention and disposition of assets in order to bring the trust portfolio into compliance with the purposes, terms, distribution requirements, other circumstances of the trust, and all other requirements of sections 436.400 to 436.520.
- 9. All expenses of establishing and administering a preneed trust, including trustee's fees, legal and accounting fees, investment expenses, and taxes may be paid from income generated from the investment of the trust assets. Principal of the trust shall not be used to pay the costs of administration. If the income of the trust is insufficient to pay the costs of administration, those costs shall be paid as per the written agreements between the seller, provider and the trustee.
 - 10. The seller and provider of a trust-funded guaranteed preneed contract shall be entitled to all income, including, but not limited to, interest, dividends, capital gains, and losses generated by the investment of preneed trust property regarding such contract as stipulated in the contract between the seller and provider. Income of the trust, excluding expenses allowed under [this] subsection **9 of this section**, shall accrue through the life of the trust, except in instances when a contract is cancelled. The trustee of the trust may distribute market value of all income, net of losses, to the seller upon, but not before, the final disposition of the beneficiary and provision of the funeral and burial services and facilities, and merchandise to, or for, the benefit of the beneficiary. This subsection shall apply to trusts established on or after August 28, 2009.
 - 11. Providers shall request payment by submitting a certificate of performance to the seller certifying that the provider has rendered services under the contract or as requested. The certificate shall be signed by both the provider and the person authorized to make arrangements on behalf of the beneficiary. If there is no written contract between the seller and provider, the provider shall be entitled to the market value of all trust assets allocable to the preneed contract. Sellers shall remit payment to the provider within sixty days of

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12. If a seller fails to make timely payment of an amount due a provider under sections 436.400 to 436.520, the provider shall have the right, in addition to other rights and remedies against such seller, to make demand upon the trustee of the preneed trust for the contract to distribute to the provider from the trust all amounts to which the seller would be entitled to receive for the preneed contract.

13. The trustee of a preneed trust, including trusts established before August 28, 2009, shall maintain adequate books and records of all transactions administered over the life of the trust and pertaining to the trust generally. The trustee shall assist the seller who established the trust or its successor in interest in the preparation of the annual report described in section 436.460. The seller shall furnish to each contract purchaser, within thirty days after receipt of the purchaser's written request, a written statement of all deposits made to such trust regarding such purchaser's contract including the principal and interest paid to date.

14. A preneed trust, including trusts established before August 28, 2009, shall terminate when the trust principal no longer includes any payments made under any preneed contract, and upon such termination the trustee shall distribute all trust property, including principal and undistributed income, to the seller which established the trust.

436.450. 1. An insurance-funded preneed contract shall comply with sections 436.400 to 436.520 and the specific requirements of this section except that in the case where the sole consideration for the preneed contract is an assignment of an insurance policy or a change of beneficiary of an insurance policy where said insurance policy was not sold in conjunction with the preneed contract or sold to the purchaser or beneficiary by the provider, seller, or any person or entity employed by the seller or provider or any person with an ownership interest in the seller or provider, then all that shall be required of the preneed contract is that it contain sufficient information to identify the beneficiary of the preneed contract, sufficient information to be able 11 to make a claim on the insurance policy at the time of need and a 12statement of goods and services selected should the purchaser choose 13 to select goods and services. It shall be presumed that any insurance 14 policy purchased within ninety days of the date of the preneed contract

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16 was purchased in conjunction with the preneed contract.

- 17 2. A seller, provider, or any preneed agent shall not receive or collect from the purchaser of an insurance-funded preneed contract any amount in excess of 18 what is required to pay the premiums on the insurance policy as assessed or 19 20 required by the insurer as premium payments for the insurance policy except for any amount required or authorized by this chapter or by rule. A seller shall not 2122 receive or collect any administrative or other fee from the purchaser for or in 23 connection with an insurance-funded preneed contract, other than those fees or 24 amounts assessed by the insurer. As of August 29, 2009, no preneed seller, provider, or agent shall use any existing preneed contract as collateral or security 25 26 pledged for a loan or take preneed funds of any existing preneed contract as a 27 loan for any purpose other than as authorized by this chapter.
 - 3. Payments collected by or on behalf of a seller for an insurance-funded preneed contract shall be promptly remitted to the insurer or the insurer's designee as required by the insurer; provided that payments shall not be retained or held by the seller or preneed agent for more than thirty days from the date of receipt.
- 4. It is unlawful for a seller, provider, or preneed agent to procure or accept a loan against any insurance contract used to fund a preneed contract.
- 5. Laws regulating insurance shall not apply to preneed contracts, but shall apply to any insurance or annuity sold with a preneed contract; provided, however, the provisions of sections 436.400 to 436.520 shall not apply to annuities or insurance polices regulated by chapters 374, 375, and 376 used to fund preneed funeral agreements, contracts, or programs.
- 40 6. This section shall apply to all prened contracts including those entered 41 into before August 28, 2009.
- 7. For any insurance-funded preneed contract sold after August 28, 2009, the following shall apply:
- 44 (1) The purchaser or beneficiary **of the preneed contract** shall be the 45 owner of the insurance policy purchased to fund a preneed contract; and
 - (2) An insurance-funded preneed contract shall be valid and enforceable only if the seller or provider is named as the beneficiary or assignee of the life insurance policy funding the contract.
- 8. If the proceeds of the life insurance policy exceed the actual cost of the goods and services provided pursuant to the nonguaranteed preneed contract, any overage shall be paid to the [estate of the beneficiary] purchaser, or, if the

52 [beneficiary] purchaser and the beneficiary of the preneeed contract are

- 53 the same person and that person is deceased and that person received
- 54 public assistance, to the state of Missouri.

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436.455. 1. A joint account-funded preneed contract shall comply with 2 sections 436.400 to 436.520 and the specific requirements of this section.

- 3 2. In lieu of a trust-funded or insurance-funded preneed contract, the seller and the purchaser may agree in writing that all funds paid by the purchaser or beneficiary for the preneed contract shall be deposited with a financial institution chartered and regulated by the federal or state government 7 authorized to do business in Missouri in an account in the joint names and under the joint control of the seller and purchaser, beneficiary or party holding power of attorney over the beneficiary's estate, or in an account titled in the 10 beneficiary's name and payable on the beneficiary's death to the seller. There shall be a separate joint account established for each preneed contract sold or 11 12 arranged under this section. Funds shall only be withdrawn or paid from the account upon the signatures of both the seller and the purchaser or under a 13 14 pay-on-death designation or as required to pay reasonable expenses of administering the account. 15
 - 3. All consideration paid by the purchaser under a joint account-funded contract shall be deposited into a joint account as authorized by this section within [ten] thirty days of receipt of payment by the seller.
- 4. The financial institution shall hold, invest, and reinvest funds deposited under this section in other accounts offered to depositors by the financial institutions as provided in the written agreement of the purchaser and the seller, provided the financial institution shall not invest or reinvest any funds deposited under this section in term life insurance or any investment that does not reasonably have the potential to gain income or increase in value.
 - 5. Income generated by preneed funds deposited under this section shall be used to pay the reasonable expenses of administering the account as charged by the financial institution and the balance of the income shall be distributed or reinvested upon fulfillment of the contract, cancellation or transfer pursuant to the provisions of this chapter.
- 6. Within [fifteen] thirty days after a provider delivers a copy of a certificate of performance to the seller, signed by the provider and the person authorized to make arrangements on behalf of the beneficiary, certifying that the provider has furnished the final disposition, funeral, and burial services and

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facilities, and merchandise as required by the preneed contract, or has provided alternative funeral benefits for the beneficiary under special arrangements made with the purchaser, the seller shall take whatever steps are required by the financial institution to secure payment of the funds from the financial institution. The seller shall pay the provider within ten days of receipt of funds.

7. Any seller, provider, or preneed agent shall not procure or accept a loan against any investment, or asset of, or belonging to a joint account. As of August 28, 2009, it shall be prohibited to use any existing preneed contract as collateral or security pledged for a loan, or take preneed funds of any existing preneed contract as a loan or for any purpose other than as authorized by this chapter.

436.456. At any time before final disposition, or before the funeral or burial services, facilities, or merchandise described in a preneed contract are furnished, the purchaser may cancel the contract, if designated as revocable, without cause. In order to cancel the contract the purchaser shall:

- (1) In the case of a joint account-funded preneed contract, deliver written notice of the cancellation to the seller. Within fifteen days of receipt of notice of the cancellation, the seller shall take whatever steps may be required by the financial institution to obtain the funds from the financial institution. Upon receipt of the funds from the financial institution, the seller shall distribute the principal to the purchaser. Interest shall be distributed as provided in the agreement with the seller and purchaser;
- (2) In the case of an insurance-funded prened contract, deliver written notice of the cancellation to the seller. Within fifteen days of receipt of notice of the cancellation, the seller shall notify the purchaser that the cancellation of the contract shall not cancel any life insurance funding the contract and that insurance cancellation is required to be made in writing to the insurer;
- (3) In the case of a trust-funded preneed contract, deliver written notice of the cancellation to the seller and trustee. Within fifteen days of receipt of notice of the cancellation, the trustee shall distribute one hundred percent of the trust property including any percentage of the total payments received on the trust-funded contract that have been withdrawn from the account under subsection 4 of section 436.430 but excluding the income, to the purchaser of the contract;
- 24 (4) In the case of a guaranteed installment payment contract where the 25 beneficiary dies before all installments have been paid, the purchaser shall pay 26 the seller the amount remaining due under the contract in order to receive the

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27 goods and services set out in the contract, otherwise the purchaser or their estate

- 28 will receive full credit for all payments the purchaser has made towards the cost
- 29 of the beneficiary's funeral at the [provider] provider's current prices.
 - 436.457. 1. A seller shall have the right to cancel a trust-funded or 2 joint-account funded preneed contract if the purchaser is in default of any 3 installment payment for over sixty days.
- 2. Prior to cancelling the contract, the seller shall notify the purchaser and provider in writing that the contract shall be cancelled if payment is not received within thirty days of the postmarked date of the notice. The notice shall include the amount of payments due, the date the payment is due, and the date of cancellation.
- 3. If the purchaser fails to remit the payments due within thirty days of the postmarked date of the notice, then the seller, at its option, may either cancel the contract or may continue the contract as a nonguaranteed contract where the purchaser will receive full credit for all payments the purchaser has made into the trust towards the cost of the beneficiary's funeral service or merchandise from the provider.
- 4. Upon cancellation by the seller under this section, eighty-five percent of the contract payments shall be refunded to the purchaser. All remaining funds shall be distributed to the seller.
 - 5. Where the consideration for a preneed contract includes the seller or provider being made the beneficiary or assignee of a life insurance policy, should that life insurance policy have lapsed, no longer be in force, or have had loans taken against it, the seller may cancel the contract and shall refund to the purchaser other payments in accordance with this section apart from insurance premiums that were made by the purchaser of the contract.
- 436.458. 1. A purchaser may select an alternative provider as the designated provider under the original contract if the purchaser notifies the seller and original provider in writing of the purchaser's intent, stating the name of the alternative provider and the alternative provider consents to the new designation. Purchasers shall not be penalized or assessed any additional fee or cost for such transfer of the provider designation.
- 7 2. The seller shall pay the newly designated provider all payments owed 8 to the original provider under the contract. The newly designated provider shall 9 assume all rights, duties, obligations, and liabilities as the original provider

10 under the contract. Interest shall continue to be allocated to the seller as 11 provided under the contract.

- 3. In the case of a trust-funded contract and upon written notice to the seller of the purchaser's intent to select an alternative provider under subsection 14 of this section, the seller shall either continue the trust with the new provider in place of, and to receive all payment owed to, the original provider under the original agreement, or pay to the new trust all of the trust property, including principal and income.
- 18 4. If the provider listed on the preneed contract is no longer in existence or is not a licensed provider at the time of death of the 19 preneed beneficiary, the seller shall pay the sums available to another 20 licensed provider, as selected by the person making the arrangements 22for the beneficiary. In the alternative, if the establishment selected by 23the person making the arrangements for the beneficiary to provide 24final disposition of the preneed beneficiary's body is not licensed as a 25provider or if the seller and the new provider cannot reach agreement as to payment by the seller to the provider, the seller shall pay the 2627amounts that would have been paid to the original provider to the person who has financial responsibility for the final disposition of the 28beneficiary's body. Any person wishing to make such a claim to a 29 seller, shall provide a written request for payment to the seller that includes sufficient evidence to show who is taking financial 31 responsibility for the final disposition, the relationship of that person 32to the decedent, and the name, address, and telephone number of the 33 person making such claim. No funeral establishment nor any owner, 34 employee, or agent of a funeral establishment shall make this request for payment from the seller unless that person shows evidence that he 36 37 or she has the legal right of sepulcher over the preneed beneficiary's body in accordance with section 194.119. 38
 - 436.460. 1. Each seller shall file an annual report with the board which shall contain the following information:
- 3 (1) The contract number of each preneed contract sold since the filing of 4 the last report with an indication of, and whether it is funded by a trust, 5 insurance or joint account;
- 6 (2) The total number and total face value of preneed contracts sold since 7 the filing of the last report;

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8 (3) The contract amount of each prened contract sold since the filing of 9 the last report, identified by contract;

- (4) The name, address, and license number of all preneed agents 10 authorized to sell preneed contracts on behalf of the seller; 11
 - (5) The date the report is submitted and the date of the last report;
- 13 (6) The list including the name, address, contract number and whether it is funded by a trust, insurance or joint account of all Missouri preneed contracts 14 fulfilled, cancelled or transferred by the seller during the preceding calendar year; 15
- 16 (7) The name and address of each provider with whom it is under 17 contract;
- 18 (8) The name and address of the person designated by the seller as 19 custodian of the seller's books and records relating to the sale of preneed 20 contracts;
- (9) Written consent authorizing the board to order an investigation, 22examination and, if necessary, an audit of any joint or trust account established under sections 436.400 to 436.520, designated by depository or account number;
- 24 (10) Written consent authorizing the board to order an investigation, examination and if necessary an audit of its books and records relating to the sale 25 26 of preneed contracts; and
- 27 (11) Certification under oath that the report is complete and correct attested to by an officer of the seller. The seller or officer shall be subject to the 28 penalty of making a false affidavit or declaration. 29
- 30 2. A seller that sells or has sold trust-funded preneed contracts shall also include in the annual report required by subsection 1 of this section: 31
- 32 (1) The name and address of the financial institution in which it maintains a preneed trust account and the account numbers of such trust 33 34 accounts;
 - (2) The trust fund balance as reported in the previous year's report;
 - (3) The current [face] **market** value of the trust fund;
- 37 (4) Principal contributions received by the trustee since the previous 38 report;
- 39 (5) Total trust earnings and total distributions to the seller since the 40 previous report;
- 41 (6) Authorization of the board to request from the trustee a copy of any 42 trust statement, as part of an investigation, examination or audit of the preneed 43 seller;

- 44 (7) Total expenses, excluding distributions to the seller, since the previous 45 report; and
- 46 (8) Certification under oath that the information required by subdivisions
- 47 (1) to (7) of this subsection is complete and correct and attested to by a corporate
- 48 officer of the trustee. The trustee shall be subject to the penalty of making a
- 49 false affidavit or declaration.

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- 3. A seller that sells or who has sold joint account-funded preneed contracts shall also include in the annual report required by subsection 1 of this section:
- 53 (1) The name and address of the financial institution in Missouri in which 54 it maintains the joint account and the account numbers for each joint account;
 - (2) The amount on deposit in each joint account;
 - (3) The joint account balance as reported in the previous year's report;
- 57 (4) Principal contributions placed into each joint account since the filing 58 of the previous report;
- 59 (5) Total earnings since the previous report;
- 60 (6) Total distributions to the seller from each joint account since the 61 previous report;
- 62 (7) Total expenses deducted from the joint account, excluding distributions 63 to the seller, since the previous report; and
- 64 (8) Certification under oath that the information required by subdivisions
- 65 (1) to (7) of this subsection is complete and correct and attested to by an
- $66 \quad authorized \ representative \ of the \ financial \ institution. \ \ The \ affiant \ shall \ be \ subject$
- 67 to the penalty of making a false affidavit or declaration.
- 4. A seller that sells or who has sold any insurance-funded preneed contracts shall also include in the annual report required by subsection 1 of this section:
- 71 (1) The name and address of each insurance company issuing insurance 72 to fund a preneed contract sold by the seller during the preceding year;
- 73 (2) The status and total face value of each policy **as requested by the** 74 **board**;
- 75 (3) The amount of funds the seller directly received on each contract and 76 the date the amount was forwarded to any insurance company; and
- 77 (4) Certification under oath that the information required by subsections 78 1 to 3 of this section is complete and correct [attested to by an authorized 79 representative of the insurer. The affiant shall be subject to the penalty of

80 making a false affidavit or declaration].

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5. Each seller shall remit an annual reporting fee in an amount established by the board by rule for each preneed contract sold in the year since the date the seller filed its last annual report with the board. This reporting fee shall be paid annually and may be collected from the purchaser of the preneed contract as an additional charge or remitted to the board from the funds of the seller. The reporting fee shall be in addition to any other fees authorized under sections 436.400 to 436.520.

- 6. All reports required by this section shall be filed by the thirty-first day of October of each year or by the date established by the board by rule. Annual reports filed after the date provided herein shall be subject to a late fee in an amount established by rule of the board.
- 7. If a seller fails to file the annual report on or before its due date, his or her prened seller license shall automatically be suspended until such time as the annual report is filed and all applicable fees have been paid.
- 95 8. This section shall apply to contracts entered into before August 28, 96 2009.

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