

Brokers", said new section to be known as Section 116A and to follow immediately after Section 116 of said Article, relating to the licensing of agents of life insurance companies.

SECTION 1. *Be it enacted by the General Assembly of Maryland,* That a new section be and it is hereby added to Article 48A of the Annotated Code of Maryland (1951 Edition), title "Insurance", subtitle "Agents and Brokers", said new section to be known as Section 116A, to follow immediately after Section 116 of said Article, and to read as follows:

*116A. Qualifications and Licensing of Agents Soliciting and Selling Life Insurance.*

(a) *Life Agent Defined.*

(1) *As used in this section, the term "life insurance agent" means any authorized or acknowledged agent of an insurer, and any sub-agent of such agent, who acts as such in the solicitation of, negotiation for, or procurement or making of a life insurance or annuity contract; except that the term "life insurance agent" shall not include any regular salaried officer or employee of a licensed insurer, or of a licensed life insurance agent, who does not solicit or accept from the public applications for any such contract. A regular salaried officer or employee of an insurer authorized to do business in this State shall not be deemed to be a "life insurance agent" by reason of rendering assistance to, or on behalf of a licensed life insurance agent, provided that such salaried officer or employee devotes substantially all of his time to activities other than the solicitation of applications for life insurance or annuity contracts and receives no commission or other compensation directly dependent upon the amount of business obtained. PROVIDED, HOWEVER, THAT NOTHING IN THIS SECTION SHALL APPLY TO FRATERNAL BENEFICIAL ASSOCIATIONS, THEIR AGENTS OR EMPLOYEES, OR TO ATTORNEYS AT LAW.*

(2) *The term "sub-agent" means any person, except as provided in Sub-section (a) (1), who acts for or on behalf of a licensed life insurance agent in the solicitation of, negotiation for, or procurement or making of a life insurance or annuity contract, whether or not he is designated by such agent as a sub-agent or a solicitor or by any other title. Each sub-agent shall be deemed to be a life insurance agent, as defined above, and wherever, in succeeding Sub-sections of this section, the term "life insurance agent" is used, it shall include sub-agents, whether or not they are specifically mentioned. Each such person shall individually file an application for license and submit to a written examination as hereafter provided for applicants for a life insurance agent's license.*

(3) *Any person may be licensed as a life insurance agent upon compliance with the provisions of this section.*

(b) *Acting for Unauthorized Companies Prohibited.*

(1) *No person shall, within this State, solicit, procure, receive, or forward applications for life insurance or annuities, or issue or deliver policies for, or in any manner secure, help, or aid in the placing of any contract of life insurance or annuity for any person*