

**STATE OF ALABAMA
ALABAMA SECURITIES COMMISSION**

In the matter of:)	
)	
BANKERS LIFE AND CASUALTY COMPANY)	
and)	ADMINISTRATIVE CONSENT ORDER
BLC FINANCIAL SERVICES, INC.)	NO. CO-2012-0023A
)	
)	
)	
<u>Respondents</u>)	

AMENDED CONSENT ORDER

WHEREAS, following a multi-jurisdictional investigation of Bankers Life and Casualty Company and BLC Financial Services, Inc. ("Bankers") relative to certain unlicensed business activities, the parties entered a Consent Order No. CO-2012-0023, on June 13, 2012, (the "Consent Order") that is attached hereto as Exhibit A; and

WHEREAS, Bankers has made substantial efforts to revise its business practices to improve compliance; and

NOW THEREFORE, the Commission hereby amends the Consent Order by removing current Part III, Paragraph 28 and replacing it with the following:

28. Bankers Life shall comply with the following practices:

a. An insurance producer who is not licensed to give advice concerning securities products (an "Insurance Producer") may gather all financial information necessary to complete a Bankers Factfinder or similar document or tool required to determine insurance product suitability and may provide the consumer with a business card of, and pre-addressed stamped envelope to, a person properly licensed/registered to provide advice concerning securities products. The Insurance Producer may obtain a copy of the consumer's statement(s) for securities products, but may not make recommendations concerning the consumer's specific securities products, all as authorized by the Commission. Upon the consumer's request, the Insurance Producer may arrange for the consumer to meet with a person properly registered to provide advice concerning securities products. The Insurance Producer shall explain that the Insurance Producer is not registered to discuss securities products. The Insurance Producer may attend any meeting (including meetings attended by securities licensed individuals) so long as the meeting is scheduled, at least in part, to discuss insurance products.

b. No commission or other compensation derived from a securities transaction shall be paid to or split with an Insurance Producer.

The Consent Order shall remain in full force and effect in all other respects.

IT IS HEREBY ORDERED on this 2nd day of November, 2018.




Joseph P. Borg, Director
Alabama Securities Commission

CONSENT TO ENTRY OF AMENDED CONSENT ORDER

Bankers states that no promise of any kinds or nature whatsoever that is not reflected in this Amended Consent Order was made to it to induce it to enter into this Amended Consent Order and that it has entered into this Amended Consent Order voluntarily.

Bankers expressly acknowledges that other than the removal and replacement of Section 10, the Consent Order shall remain in full force and effect.

WILLIAM D FRITTS, JR (name) represents that he or she has been authorized to enter into this Amended Consent Order on behalf of Bankers Life and Casualty Company.

Bankers Life and Casualty Company

By: William D. Fritts Jr

Title: SVP, Regulatory & Government Affairs

Date: November 6, 2018