

STATE OF NEW HAMPSHIRE  
INSURANCE DEPARTMENT

In re: Joel M. Pitt

Docket No.: INS No. 20-062-EP

CONSENT ORDER

RECEIVED  
NH INSURANCE DEPARTMENT  
SEP 21 2020

This Consent Order is made between the New Hampshire Insurance Department ("NHID") and Joel M. Pitt ("Respondent"), the terms of which are as follows:

FINDINGS OF FACTS

1. The Respondent is a Massachusetts domiciled insurance producer with a business address of 13A Academy Lane, Deerfield MA 01342. The Respondent is a licensed non-resident New Hampshire insurance producer since 2019, with a license number of 18750261.
2. In 2019 Respondent was employed as an insurance producer in one of AFLAC's Vermont offices. During that time, Respondent wrote approximately forty-one policies for consumers which they did not request; in these instances the Respondent forged the consumers' signatures to initiate said policies.
3. An internal investigation conducted by AFLAC identified that the Respondent had electronically submitted the aforementioned policies using the same IP address that he had used to file his own personal claims, and not at an IP address associated with any consumer identified in the policies.
4. The forged policies were cancelled and no consumer experienced any financial harm as a result of the Respondent's actions.
5. Respondent later resigned from AFLAC. On May 29, 2020, Respondent's appointments with AFLAC were terminated for cause.

6. On July 24, 2020, Respondent spoke with investigators from the NHID. During that interview, the Respondent was cooperative and admitted to the above conduct, voiced his apologies for it, and stated that he had submitted the forged policies because of the pressures he had felt in a new position to produce new policies and meet quarterly metrics.

### CONCLUSIONS OF LAW

7. Based on the foregoing Findings of Fact and the applicable provision of law, the NHID concludes and finds the following Conclusions of Law:

- a. The Respondent is subject to the jurisdiction of the NHID; and
- b. The Respondent acknowledges that his conduct, described above, violated RSA 402-J:12, I (h) and RSA 402-J:12, I (j).

### ORDER

WHEREFORE, the NHID orders and Respondent consents to the following:

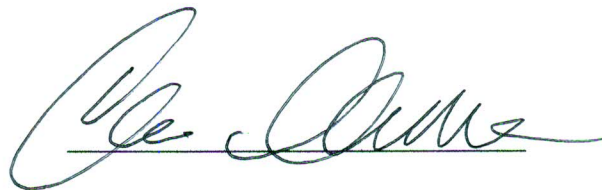
- a. The Respondent waives all rights to a formal administrative hearing in this matter and agrees that this Consent Order shall have the full force and effect of an Order duly entered in accordance with the adjudicatory procedures provided for in RSA Chapter 541-A and Ins Part 200.
- b. For the purposes of resolving this matter without a formal administrative hearing, the Respondent agrees to a **permanent revocation** of his non-resident New Hampshire insurance producer license.
- c. In the event that the Respondent fails to meet any of the terms set forth in the preceding paragraphs, the NHID may institute further administrative proceedings under the authority of RSA 400-A:15 III or any other applicable law.

- d. By entering into this Consent Order, the NHID and the Respondent intend to resolve all issues relating to the above mentioned matters. This Consent Order shall be deemed a complete settlement and full and final resolution and is in lieu of any other action that could have been brought by the NHID relating to the matters disclosed herein. Provided however, notwithstanding the foregoing, the NHID may take any and all appropriate actions should the Respondent violate any provision of the State's insurance laws in the future.
- e. This Consent Order shall be fully enforceable in any Superior Court in the State of New Hampshire, and any action to enforce this Consent Order shall be governed by the laws of the State of New Hampshire.

**IT IS SO ORDERED**

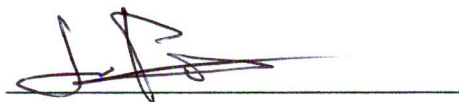
**NEW HAMPSHIRE INSURANCE DEPARTMENT**

Date: 9/18/2020



Christopher Nicolopoulos, Commissioner

Date: 9/18/2020



Joel M. Pitt