

termination and the date thereof to the agent at least 90 days prior to the effective date of the termination” and “must specify the reasons for the termination.” From 11/15/01 to 9/18/03, BLIC terminated 24 agents that were authorized to represent BLIC in Oregon without giving at least 90 days written notice. The name of the agent, the date BLIC notified the agent of the termination, the effective date of the termination, the number of days written notice if any, and the reason for the termination if any, in each instance is as follows:

	Notice Date	Termination Date	No. Days Notice	Reason for Termination
Blaine J. Grow	10/15/01	11/15/01	31	Lack of Production
Joe P. Weiner	11/19/01	12/31/01	42	Per Manager's Request
Robert J. Butterfield	11/19/01	12/31/01	42	Per Manager's Request
Richard Hall	12/13/02	01/15/02	33	Lack of Production
Jason C. Scorup	02/11/02	03/15/02	32	Per Manager's Request
Don M. Coats	02/11/02	03/15/02	32	Per Manager's Request
Jared D. Mager	02/11/02	03/15/02	32	Per Manager's Request
Carole Alley	05/24/02	06/30/02	37	Failure to Renew E&O
Troy Dietrick	11/12/02	11/15/02	3	Lack of Production
Russell Walker	10/29/02	11/30/02	32	Lack of Production
Rich Radford	10/29/02	11/30/02	32	Lack of Production
Dean Jensen	10/29/02	11/30/02	32	Lack of Production
Jeffrey Dillard	10/29/02	11/30/02	32	Lack of Production
Kevin Sampson	10/29/02	11/30/02	32	Lack of Production
Thomas E. Pugmire	11/11/02	12/15/02	34	Lack of Production
Piper & Associates	03/13/03	04/15/03	33	Lack of Production
D. Burke Anglin	05/06/03	06/05/03	30	Contract Termination
Susan J. Nelson	05/13/03	06/15/03	33	Lack of E&O Coverage
Robin Rogers	05/13/03	06/15/03	33	Lack of E&O Coverage
Ins. & Financial Sltns	05/29/03	06/30/03	32	Lack of Production
Kenny W. Rowe	06/09/03	07/15/03	36	Lack of Production
Virginia L. Oakes	06/26/03	07/31/03	35	Lack of Production
Reed Collingwood	06/23/03	07/31/03	38	Lack of Production
Robert L. Lumm	08/18/03	09/18/03	31	Contract Termination

Action

Pursuant to ORS 731.988, BLIC is assessed a civil penalty of \$3,400. The payment shall be made in the form of a check payable to the "Department of Consumer and Business Services" for the full amount due. The payment shall be delivered to the Insurance Division at 350 Winter Street NE, Room 440, Salem, OR 97301-3883, or mailed to the Insurance Division at PO Box 14480, Salem, OR 97309-0405. The payment shall be received by the Insurance Division by the date of the Final Order.

Dated November 7, 2003

/s/ Ted D. Lewis
[Signature of Representative]

Ted D. Lewis
[Printed Name of Representative]

General Counsel
[Printed Title of Representative]

Beneficial Life Insurance Company

FINAL ORDER

The director incorporates herein the above Stipulation, adopts it as the director's final decision in this proceeding, and orders that the action stated therein be taken.

Dated November 25, 2003

/s/ Cory Streisinger
Cory Streisinger
Director
Department of Consumer and Business Services

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