

STATE OF MAINE
DEPARTMENT OF PROFESSIONAL AND FINANCIAL REGULATION
BUREAU OF INSURANCE

In re:

Salvatore Sapienza

National Producer No. 15817238

Maine License No. PRN 197165

Docket No. INS-17-205

**LICENSE REVOCATION
NOTICE, ORDER,
and
OPPORTUNITY FOR
HEARING**

NOTICE TO SALVATORE SAPIENZA:

Effective as of **April 14, 2017**, your Maine nonresident insurance producer license will be **REVOKED** without further formal proceedings unless you request a hearing as specified below.

The reasons for license revocation are as follows:

1. By letter dated December 19, 2016, Northwestern Mutual and Northwestern Long Term Care Insurance Company (together, Northwestern) notified the Maine Bureau of Insurance of your termination for cause. Your termination was the result of a Northwestern investigation into seven disability insurance conversion applications that were completed without the clients' knowledge or authorization.
2. Northwestern had contact with the seven clients; each denied executing a conversion application. On November 29, 2016, you were interviewed by your Managing Director and Agency Supervisor and admitted to forging the signatures of six client conversion applications. You were terminated on November 29, 2016, and all of the contract conversions were reversed.
3. On January 27, 2017, the Maine Bureau of Insurance wrote to you requesting your explanation of the circumstances surrounding your termination for cause. You were advised in this letter that a response was required within 30 days pursuant to 24-A M.R.S. § 220. To date, the Bureau has not received a response.
4. You admitted to forging the signatures of six clients on policy documents. Pursuant to 24-A M.R.S. § 1420-K(1)(J), this is grounds for the revocation of your insurance producer license for forging another's name to an application for insurance or to any document related to an insurance transaction.
5. As described in paragraph two, you initiated the conversion of seven policies without the clients' knowledge. This is grounds for revocation of your insurance producer license pursuant to 24-A M.R.S. § 1420-K(1)(H) for engaging in fraudulent or dishonest practices.

6. You failed to respond to the Bureau's request for information within the statutory timeframe required by 24-A M.R.S. § 220. This is grounds for revocation of your insurance producer license pursuant to 24-A M.R.S. § 1420-K(1)(B) for violating insurance laws.

Therefore, based upon the above grounds, your Maine insurance producer license is **revoked** as of **April 14, 2017**, pursuant to 24-A M.R.S. §§ 1417 and 1420-K, subject to your right to request a hearing.

Under the Maine Insurance Code, specifically 24-A M.R.S. §1417 and §1420-K, you have the right to a hearing before the Superintendent or his designee. If you request a hearing, you will have the right to present evidence and arguments in your defense, and the staff of the Bureau of Insurance will bear the burden of proving each violation by a preponderance of evidence.

If you request a hearing, you will receive further communication regarding scheduling. The matters to be determined through the hearing process are whether you committed one or more of the violations listed above, and if so, the appropriate sanctions for those violations. The sanctions imposed after a hearing can include any available remedy under applicable laws, including the payment of civil penalties.

To request a hearing, you must notify the Bureau of Insurance in writing no later than April 14, 2017. If you do not file a written request for a hearing within 30 days from the time you knew or reasonably should have known of the revocation of your license through this Notice and Order, you will lose your right to request a hearing on this license revocation Notice and Order.

Any request for a hearing, as well as all other communications regarding this Notice, Order, and Opportunity for Hearing must be addressed to Bureau Licensing Attorney Lindsay J. Laxon, Bureau of Insurance, #34 State House Station, Augusta, Maine 04333-0034 (for US Postal Service deliveries) or 76 Northern Avenue, Gardiner, Maine 04345 (for private carrier deliveries, such as FedEx or UPS). You may also reach Ms. Laxon by e-mail at Lindsay.J.Laxon@maine.gov or by telephone at (207) 624-8429.

March 13, 2017



Eric A. Cioppa
Superintendent of Insurance