

**BEFORE THE INSURANCE COMMISSIONER OF THE
STATE OF OKLAHOMA**

STATE OF OKLAHOMA, ex rel. GLEN MULREADY, Insurance Commissioner,)	
)	
Petitioner,)	
v.)	
)	
ERIC J. MICHAELS,)	
a resident producer,)	
)	
Respondent.)	

Case No. 23-0671-DIS

FILED
DEC 09 2024
INSURANCE COMMISSIONER
OKLAHOMA

AGREED ORDER

COMES NOW the State of Oklahoma, ex rel. Glen Mulready, Insurance Commissioner, by and through counsel, Antuanya “Bo” DeBose, and Respondent Eric J. Michaels (“Respondent”), by and through counsel, Alyssa Gordy-Leland and agree to the entry of this Order.

JURISDICTION

The parties stipulate to the following:

1. Glen Mulready is the Insurance Commissioner of the State of Oklahoma and, as such, is charged with the duty of administering and enforcing all provisions of the Oklahoma Insurance Code, 36 O.S. §§ 101-7401, including the Oklahoma Producer Licensing Act, 36 O.S. § 1435.1 et seq..
2. The Respondent held license number 3001122845 as a resident insurance producer as defined and required by 36 O.S. § 1435.2(7). His address of record is PO Box 891080, Oklahoma City, Oklahoma 73189-1080.

3. The Insurance Commissioner has jurisdiction over the subject matter raised in this dispute and may issue penalties pursuant to 36 O.S. § 1435.13(A) and (D).
4. The Insurance Commissioner, pursuant to 36 O.S. § 319, will appoint an independent hearing examiner to sit as a quasi-judicial officer.
5. Informal disposition of this matter may be made by agreed settlement pursuant to 75 O.S. §309(E).

STIPULATIONS OF FACT

6. On or about October 26, 2021, the Anti-Fraud Unit of the Oklahoma Insurance Department (“OID”) received a complaint from Americo Financial Life and Annuity Insurance Company (“Americo”). The complaint alleged the Respondent submitted life insurance applications with false information and forged insured signatures. The OID assigned Investigator Jon Huntington (“Investigator Huntington”) to the case.
7. Americo conducted an audit of the Respondent’s business accounts and determined he generated twenty-three (23) Americo applications with the same residence address of [REDACTED]. Upon searching the listed residence address, Americo determined the address was a vacant lot next to an interstate highway. These applications were generated between May 5, 2021 and June 23, 2021.
 - a. Americo also discovered seventeen (17) of the twenty-three (23) applications had the same beneficiary listed as “Estate.”
 - b. The premium for twenty (20) of the applications were listed to be paid by Samantha Mays utilizing a bank draft from her Arvest account. Americo’s investigation revealed Samantha Mays was the Respondent’s girlfriend.

8. None of the twenty-three (23) Americo policies generated by the Respondent remained in effect and were cancelled for non-payment of premium.

9. Investigator Huntington contacted fourteen (14) of the insureds listed in the twenty-three (23) Americo applications generated by the Respondent and learned the following:

a. None of the fourteen (14) insureds had any association with the address [REDACTED]

b. Eleven (11) of the fourteen (14) insureds did not know the Respondent and did not request Americo insurance from him.

c. One client (Elizabeth Tarsah) was contacted by the Respondent offering her "free" insurance. She agreed to the policy, but never received any insurance documents.

d. Two clients (Jonathan & Lori Gregory) were contacted by the Respondent and purchased Mutual of Omaha insurance; however, they were not aware of any Americo insurance policies issued in their name.

e. All fourteen (14) clients did not know Samantha Mays and did not know why she was listed to pay premium on any insurance policy in their name.

10. Additionally, Americo discovered eight (8) additional Americo applications generated by the Respondent that listed Samantha Mays as the payor.

11. Investigator Huntington reviewed the eight (8) additional applications generated by the Respondent and learned the following:

a. Three (3) of eight (8) of the applications were for Samantha Mays and her parents.

- b. Insured Tommy Jones was promised two (2) policies by the Respondent at no cost. He never received any insurance documents regarding the policies.
 - c. Insured Bobbie Bly agreed to purchase a policy from the Respondent, however she never received any insurance documentation and never paid any premium.
 - d. Insured Wilbur Patterson never requested any Americo policies and does not know the Respondent or Samantha Mays.
 - e. Insured Allen Richardson was contacted by the Respondent, who was attempting to sign him up for “free” insurance. A few days later, the Respondent brought him the insurance policy information. Allen Richardson then never heard from the Respondent again.
12. The Respondent was paid at least \$54,141.85 in commissions from Americo as the result of the fraudulent policies.
13. The Respondent’s appointment with Americo was terminated.
14. The conclusion of OID’s and Americo’s investigation found the Respondent intentionally generated known fraudulent Americo Insurance applications, forged consumer signatures on those applications, and received Americo insurance commissions from the resulting policies.
15. Pursuant to the provisions of 36 O.S. §1435.13 (A), the Insurance Commissioner may place on probation, censure, suspend, revoke or refuse to issue or renew a license issued pursuant to the Oklahoma Producer Licensing Act for:
- a. Intentionally misrepresenting the terms of an actual or proposed insurance contract or application for insurance;

- b. Using fraudulent, coercive or dishonest practices, or demonstrating incompetence, untrustworthiness or financial irresponsibility in the conduct of business in this state or elsewhere;
- c. Forging another's name to an application for insurance or to any document related to an insurance transaction;

16. Pursuant to 36 O.S. §1435.13(D), in addition to or in lieu of any applicable denial, probation, censure, suspension or revocation of a license, a person may, after opportunity for hearing, be subject to a civil fine of not more than One Thousand Dollars (\$1,000.00) for each occurrence. Said penalty may be enforced in the same manner in which civil judgments may be enforced.

17. Pursuant to 36 O.S. §1435.13(F), the Insurance Commissioner shall retain the authority to enforce the provisions of and impose any penalty or remedy authorized by the Oklahoma Producer Licensing Act and this title against any person who is under investigation for or charged with a violation of the Oklahoma Producer Licensing Act or this title even if the person's license or registration has been surrendered or has lapsed by operation of law.

CONCLUSIONS OF LAW

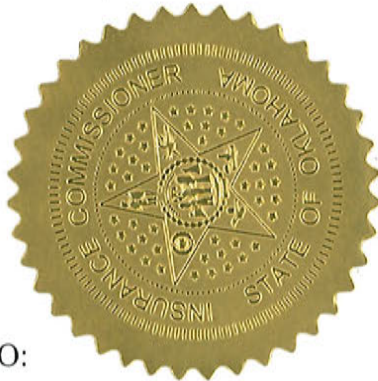
18. Respondent has violated 36 O.S. §1435.13(A)(5) and 36 O.S. §1435.13(A)(8) by submitting thirty-one (31) life insurance applications with false information.

19. Respondent has violated 36 O.S. §1435.13(A)(8) and 36 O.S. §1435.13(A)(10) by submitting life insurance applications with at least twelve (12) forged insured signatures.

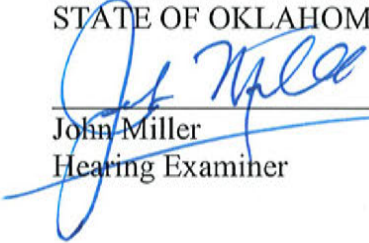
ORDER

IT IS THEREFORE ORDERED by the Insurance Commissioner and **AGREED** by Respondent Eric J. Michaels that the Respondent's resident insurance producer license number 3001122845 is hereby **REVOKED**. The Respondent is also **FINED** in the amount of **Ten Thousand Dollars** (\$10,000.00). The Respondent is also ordered to pay the costs of the proceeding in the amount of One Hundred Ninety Dollars (**\$190.00**) The fine and costs shall be paid within ninety (90) days from the date of this Agreed Order and made payable to the Oklahoma Insurance Department, located at 400 NE 50th Street, Oklahoma City, Oklahoma 73105. Failure to comply with a proper order of the Commissioner will result in further administrative action.

WITNESS My Hand and Official Seal this 5th day of November 2024.



GLEN MULREADY
INSURANCE COMMISSIONER
STATE OF OKLAHOMA




John Miller
Hearing Examiner

AGREED TO:



Antuanya "Bo" DeBose
ASSISTANT GENERAL COUNSEL



Eric J. Michaels
RESPONDENT

CERTIFICATE OF MAILING

I, Antuanya "Bo" DeBose, hereby certify that a true and correct copy of the above and foregoing Agreed Order was mailed by first class U.S. Mail and by certified mail with postage prepaid and return receipt requested on this 9th day of December 2024 to:

Eric J. Michaels
PO Box 891080
Oklahoma City, Oklahoma 73189-1080
mytermadvantage@gmail.com
Respondent's Mailing Address

CERTIFIED MAIL NO.
9214 8902 0982 7500 0672 92

Eric J. Michaels



Respondent's Residence Address

CERTIFIED MAIL NO.
9214 8902 0982 7500 0673 08

The Gordy-Leland Law Firm, PLLC
Attn: Alyssa B. Gordy-Leland
1900 NW Expressway, Suite 601
Oklahoma City, Oklahoma 73118
alyssa@gordylelandlaw.com

CERTIFIED MAIL NO.
9214 8902 0982 7500 0673 15

and a copy was delivered to:

Licensing & Anti-Fraud Division

A handwritten signature in blue ink, reading "A. DeBose".

Antuanya "Bo" DeBose
Assistant General Counsel