



Insurance Department Warns Against In-Person Sales

Insurance producers in Pennsylvania may *not* conduct in-person sales at this time. The Pennsylvania Insurance Department intends to publish a press release this afternoon warning that penalties for non-compliance could include loss of insurance licensure and fines. In addition, violations will be forwarded to the Pennsylvania State Police for prosecution.

According to Insurance Commissioner Jessica Altman:

While insurance is considered a life-sustaining business, especially during the unprecedented health crisis that we're experiencing today, in-person sales and brokerage are not designated as life-sustaining, and have a detrimental effect on the safety and well-being of all Pennsylvanians.

Bottom line: Independent insurance agencies in all 67 counties may operate from their physical offices while practicing social distancing. However, they may not open their office to the public or go on sales calls.

For the latest regulatory updates, coverage discussions, and employment resources, please visit [IABforME.com/COVID-19](https://www.iabforME.com/COVID-19).

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