

STATE OF NEW JERSEY
DEPARTMENT OF BANKING AND INSURANCE

IN THE MATTER OF:

Proceedings by the Commissioner of Banking)
and Insurance, State of New Jersey, to fine) CONSENT
Insurance Office of America Inc.,) ORDER
Reference No. 1003000)

To: Insurance Office of America Inc.
1855 W State Road 434
Longwood, FL 32750

This matter, having been opened by the Commissioner of Banking and Insurance (“Commissioner”), State of New Jersey, upon information that Insurance Office of America Inc. (“Respondent”), currently licensed as a non-resident business entity insurance producer in the State of New Jersey pursuant to N.J.S.A. 17:22A-34a may have violated the insurance laws of the State of New Jersey; and

WHEREAS, Respondent is subject to the provisions of the New Jersey Insurance Producer Licensing Act of 2001, N.J.S.A. 17:22A-26 to -48, (the “Producer Act”) and the regulations governing Insurance Producer Standards of Conduct, N.J.A.C. 11:17A-1.1 to 11:17D-2.8; and

WHEREAS, pursuant to N.J.S.A. 17:22A-40a, the Commissioner may place on probation, suspend, revoke or refuse to renew an insurance producer's license, and may levy a civil penalty for a violation of the Producer Act; and

WHEREAS, pursuant to N.J.S.A. 17:22A-40a(2), an insurance producer shall not violate any insurance law, regulation, subpoena or order of the Commissioner or of another state's insurance regulator; and

WHEREAS, pursuant to N.J.S.A. 17:22A-40a(8), an insurance producer shall not use fraudulent, coercive or dishonest practices, or demonstrate incompetence, untrustworthiness or financial irresponsibility in the conduct of insurance business in this State or elsewhere; and

WHEREAS, pursuant to N.J.S.A. 17:22A-41(a), an insurer or insurance producer shall not pay a commission, service fee, brokerage or other valuable consideration to a person for selling, soliciting or negotiating insurance in this State if that person is required to be licensed under this act and is not so licensed; and

WHEREAS, the Respondent employed, T.F., to work as an insurance producer for the agency; and

WHEREAS, T.F. did not have an active insurance producer license from August 1, 2020 to September 7, 2022; and

WHEREAS, between August 1, 2020 and September 7, 2022, T.F. completed 30 insurance policies and received commission from the Respondent, in violation of N.J.S.A. 17:22A-40a(2) and (8) and N.J.S.A. 17:22A-41(a);and

IT FURTHER APPEARING, that the Respondent:

1) Has admitted responsibility for the aforementioned violations; and

2) Has cooperated with the investigation conducted by the New Jersey Department of Banking and Insurance (“Department”); and

3) Has asserted that the violations cited in this Consent Order were not willful; and

WHEREAS, cause does exist under N.J.S.A. 17:22A-40a to impose a fine; and

WHEREAS, the Respondent has waived their right to a hearing on the aforementioned violations and consents to the payment of a fine in the amount of twenty thousand dollars (\$20,000.00); and

WHEREAS, this matter should be resolved upon the consent of the parties without resort to a formal hearing; and

NOW, THEREFORE, IT IS on this 30 day of March, 2026.

ORDERED AND AGREED, that the Respondent pays a fine in the amount of \$20,000.00 to the Department; and

IT IS FURTHER ORDERED AND AGREED, that the signed Consent Order, together with the fine payment of \$20,000.00 shall be remitted to:

New Jersey Department of Banking and Insurance
Attention: Thomas Stanley – Enforcement Manager
9th Floor, Consumer Protection Services, Enforcement
P. O. Box 329
Trenton, New Jersey 08625-0329

and

IT IS FURTHER ORDERED AND AGREED, that the provisions of this Consent Order represents a final agency decision and constitutes a final resolution of the violations contained herein; and

IT IS FURTHER ORDERED AND AGREED, that the Respondent shall cease and desist engaging in the conduct that gave rise to this Consent Order.



Susan Ochs
Acting Commissioner

Consented to as to Form,
Entry and Content:

By: 
Jeffrey Lagos, CEO

Date: 3/10/2026 | 6:27 AM EDT