

## Tips to protect yourself

### KNOW YOUR AGENT AND COMPANY

Keep the agent's and companies' names, addresses and telephone numbers.

### SHOP CAREFULLY BEFORE BUYING

Do not buy something you don't need. Make sure you understand what you are buying.

### JUST SAY "NO"

If you're not interested in buying a policy, it's okay to say "No." No person has the right to enter your home unless you want them there.

### "TIME IS OF THE ESSENCE"

Don't be pressured into buying a policy. Principled sales people will not rush you.

### OBTAIN A WRITTEN OUTLINE OF COVERAGE

Read it carefully!

### BE AWARE OF TELEPHONE SOLICITATIONS

Don't give out your credit card numbers, bank account numbers or other financial information over the phone

### ALWAYS PAY BY CHECK

Do not pay for policies with cash.

# Kansas Insurance Department



## Contact us:

### Online:

[www.ksinsurance.org](http://www.ksinsurance.org)

### By email:

[commissioner@ksinsurance.org](mailto:commissioner@ksinsurance.org)

### Consumer Assistance Hotline:

800-432-2484

### Main Number:

785-296-3071

### By mail:

420 SW 9th St., Topeka, KS 66612

### By fax:

785-296-7805

### Hours:

8 a.m. to 5 p.m. weekdays  
(except state holidays)



**Ken Selzer CPA,**

*Commissioner of Insurance*

January 2015

# STOP. CALL.

# CONFIRM.

FIGHT FAKE INSURANCE

*Fake insurance policies are scams designed to steal your money, and they're on the rise in every line of insurance, costing you, the consumer, billions of dollars in unpaid claims.*



**STOP** before signing anything or writing a check.



**CALL** the Kansas Insurance Department Consumer Assistance Hotline at 1-800-432-2484



**CONFIRM** that the company is legitimate and licensed to do business in Kansas.

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## Consumers and businesses need to **STOP. CALL. CONFIRM.**

### What is the problem?

Fake insurance policies are scams designed to steal your money. And they're on the rise in every line of insurance - costing consumers billions in unpaid claims.

With very few exceptions, no insurance product can be sold by individual agents, brokers or companies without the approval of a state insurance regulator. Fake insurance is any insurance plan that is intended to defraud consumers or businesses.

Just like counterfeit money, fake insurance may appear to be legitimate - but it is actually illegal and worthless. If you buy fake insurance, you'll pay premiums - but your claims won't be paid. Fake insurers often use slick marketing materials - and choose names that are similar to names of real insurers.

In the area of fake health insurance alone, the General Accounting Office reported 144 fake health insurers sold bogus policies to more than 200,000 policyholders between 2000 and 2002 - resulting in \$252 million in unpaid claims. In the same time period, the number of fake insurers almost doubled; many operated in more than one state - and under more than one name.

### Are you vulnerable?

Fake insurance can touch anyone at any time with potentially disastrous results. Anyone is at risk - but frequent targets of unauthorized health insurance plans are older adults and small businesses or associations looking to reduce health insurance costs. Even reputable agents can be duped into selling fake insurance.

Fake insurance can be attractive because it's typically less expensive than legal policies - but that's because a fake policy does not provide sufficient, if any, coverage. As a result of fake insurance policies

- honest people and businesses are swindled
- health is endangered
- premiums stay high
- goods and services cost more

**FIGHT FAKE INSURANCE**  
**STOP. CALL. CONFIRM.**

### What is the solution?

Fighting fake insurance is simple: **Stop. Call. Confirm.** before you buy.

**STOP** before signing anything or writing a check. If you're not absolutely sure you are dealing with a reputable, licensed insurance provider, look for these three warning signs of fake insurance:

- aggressive marketing and a high-pressure "you must sign today" sales approach with lots of fine print and disclaimers;
- premiums that are 15 percent or more under the average price for comparable insurance products on the market;
- few coverage limitations.

**CALL** the Kansas Insurance Department Consumer Assistance Hotline at 1-800-432-2484 to...

**CONFIRM** if the company is legitimate and licensed to do business in Kansas. You'll not only be protecting yourself from being swindled, but you'll also be helping regulators take action against the con artists who sell fake insurance.