

Rep. Maurice A. West, II

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1	AMENDMENT TO HOUSE BILL 4554
2	AMENDMENT NO Amend House Bill 4554 by replacing
3	everything after the enacting clause with the following:
4	"Section 1. Short title. This Act may be cited as the
5	Consumer Income Share Agreement Act.
6	Section 5. Definitions. As used in this Act:
7	"Amount financed" means the amounts advanced by the
8	licensee to the consumer or on behalf of the consumer or, if
9	the licensee is a merchant financing the sale of goods or
10	services to the consumer using an income share agreement, the
11	amount credited by the licensee toward the purchase of such
12	goods and services on behalf of the consumer.
13	"Annual percentage rate" or "APR" means the percentage
14	rate calculated according to the Federal Reserve Board's
15	methodology as set forth under Regulation Z, 12 CFR Part 1026.
16	The "annual percentage rate" of an income share agreement is

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1 the measure of the cost of the income share agreement, 2 expressed as a yearly rate, that relates to the amount and 3 timing of value received by the consumer to the amount and 4 timing of payments made. The "annual percentage rate" is 5 determined in accordance with either the actuarial method or 6 the United States rule method.

7 "Consumer" means a natural person who enters into an8 income share agreement for personal, family, or household use.

9 "Department" means the Department of Financial and 10 Professional Regulation.

11 "Director" means the Director of the Division of Financial 12 Institutions of the Department of Financial and Professional 13 Regulation.

14 "Disposable earnings" means that part of the earnings of 15 an individual remaining after the deduction from total 16 earnings of amounts required by law to be withheld.

"Educational ISA" means an income share agreement that:

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(1) is not made, insured, or guaranteed under Title IV
of the Higher Education Act of 1965, 20 U.S.C. 1070 et
seq., or another federally subsidized educational finance
program;

(2) is extended to a consumer expressly, in whole or
in part, for postsecondary educational expenses, tuition,
or other obligations of, or pays amounts to, or on behalf
of, such individual for costs associated with a
postsecondary training program or any other program

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1 designed to increase the individual's human capital, employability, or earning potential, and is not limited to 2 3 programs eligible to participate as programs under Title 4 IV of the Higher Education Act of 1965, 20 U.S.C. 1070 et 5 seq., as well as any personal expenses, such as books, supplies, transportation, and living costs, incurred by 6 the individual while enrolled in such a program and any 7 8 other costs or expenses included in the definition of a 9 "qualified higher education expense" as specified in 26 10 U.S.C. 529(e)(3)(A), including refinancing of loans or 11 income share agreements used for the purposes described in this paragraph, and regardless of whether the income share 12 13 agreement is provided by the educational institution that 14 the consumer attends; and

(3) does not include loans, open-end credit, or any
loan or income share agreement that is secured by real
property or a dwelling.

18 "Federal poverty guidelines" means the poverty guidelines 19 updated periodically in the Federal Register by the U.S. 20 Department of Health and Human Services under the authority of 21 42 U.S.C. 9902(2).

22 "Garnishment" means any legal or equitable procedure 23 through which earnings of an individual are required to be 24 withheld for payment of the income share agreement.

25 "Income" means the salary, wages, income, tips, capital 26 gains, earnings, and other sources of income of a consumer as 10200HB4554ham001

1 set forth in an income share agreement.

2 "Income share agreement" or "ISA" means an agreement
3 between a consumer and an ISA provider under which:

4 (1) the ISA provider advances a sum of money to the 5 consumer or to a third party on the consumer's behalf or, 6 if the ISA provider is a seller of goods or services to the 7 consumer, the ISA provider credits toward the purchase of 8 such goods or services;

9 (2) the consumer is obligated to make periodic 10 payments, if any become due, to the ISA provider 11 calculated, based upon, or determined by the consumer's 12 income;

13 (3) the consumer's obligation to make payments, if any 14 become due, to the ISA provider is conditional on the 15 consumer's income exceeding the income threshold set forth 16 in the income share agreement;

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(4) there is an ISA duration; and

(5) each of these elements is available at the time ofcontracting of the income share agreement.

20 "Income threshold" means a fixed dollar amount that, if a 21 consumer earns less than such amount during the relevant 22 period, the consumer is not required to make a payment for such 23 payment period.

24 "Index" means the Consumer Price Index for Urban Wage 25 Earners and Clerical Workers: U.S. City Average, All Items, 26 1967=100, compiled by the Bureau of Labor Statistics, United 10200HB4554ham001

1 States Department of Labor.

"ISA duration" means the maximum length of time during which income may be subject to an ISA payment, absent periods of payment relief pause at the request of the consumer. "ISA duration" does not include periods of payment relief pause.

6 "ISA maximum number of payments" means the maximum number 7 of ISA payments during ISA payment periods in which the 8 consumer's income is equal to or greater than the income 9 threshold that a consumer could be required to make. "ISA 10 maximum number of payments" does not include periods of 11 payment relief pause.

"ISA payment" means the amount of a consumer's periodic 12 13 payment obligation, if any, based on the terms of the income 14 share agreement. The "ISA payment" is equal to the product of 15 the ISA percentage multiplied by the consumer's income, except 16 in cases of an ISA where the ISA payment amount is determined 17 by a schedule of fixed amounts based on a consumer's income in a given payment period. An "ISA payment" is required only for 18 19 income earned during an ISA payment period in which the 20 consumer's income was equal to or greater than the income threshold. 21

"ISA payment cap" means the maximum amount of money a consumer must pay to satisfy the terms of an income share agreement.

25 "ISA percentage" or "percentage" means the percentage of 26 income or schedule of percentages of income or fixed amounts 10200HB4554ham001 -6- LRB102 22903 BMS 34666 a

based on the consumer's income in a given ISA payment period used to calculate a consumer's ISA payment pursuant to an income share agreement.

4 "ISA provider" means a person who provides funding to a
5 consumer pursuant to an income share agreement or, if the ISA
6 provider is a seller of goods and services, the seller.

7 "Licensee" means a person who is licensed under this Act.
8 "Net worth" means total assets minus total liabilities.

9 "Payment relief pause" means a period of time that is 10 requested by the consumer during which the consumer is not 11 required to make payments despite the consumer's income 12 exceeding the income threshold.

Section 10. License required to engage in business.
Without a license provided under this Act, no person,
partnership, association, limited liability company, or
corporation may engage in the business of:

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(1) making income share agreements; or

(2) taking assignments of and undertaking direct
collection of payments from or enforcement of rights
against consumers arising from income share agreements,
except for collection of payments and enforcement of
rights for 3 months without a license if the person or
entity promptly applies for a license and the application
has not been denied.

Section 15. Application for income share agreement
 license; fees; surety bond.

3 (a) Application for a license shall be in writing and in a 4 form prescribed by the Director. The applicant at the time of 5 making an application shall pay the Director the sum of \$300 as 6 an application fee and the additional sum of \$450 as an annual license fee for a period terminating on the last day of the 7 current calendar year; however, if the application is filed 8 9 after June 30 in any year, the license fee shall be half of the 10 annual license fee for the year.

11 (b) Before the license is granted, every applicant shall provide in a form satisfactory to the Director that the 12 13 applicant has or will maintain a positive net worth in a minimum of \$30,000. Every applicant and licensee shall 14 15 maintain a surety bond in the principal sum of \$25,000 issued 16 by a bonding company authorized to do business in this State and that shall be approved by the Director. The bond shall run 17 to the Director and shall be for the benefit of any consumer 18 who incurs damages as a result of a violation of this Act or 19 20 rules adopted pursuant to this Act by a licensee. If the 21 Director at any time finds that a bond is of insufficient size, is insecure, is exhausted, or is otherwise doubtful, an 22 23 additional bond in such amount as determined by the Director 24 shall be filed by the licensee within 30 days after written 25 demand therefor by the Director.

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1 Section 20. Appointment of attorney-in-fact for service of process. Every licensee shall appoint, in writing, the 2 3 Director and his or her successors in office or any official 4 who shall be charged with the administration of this Act, as 5 attorney-in-fact upon whom all lawful process against the licensee may be served within the same legal force and 6 validity as if served on the licensee. A copy of such written 7 appointment, duly certified, shall be filed in the office of 8 9 the Director, and a copy thereof certified by him or her shall 10 be sufficient evidence. This appointment shall remain in 11 effect while any liability remains outstanding in this State against the licensee. When summons is served upon the Director 12 13 as attorney-in-fact for such licensee, the Director shall 14 immediately notify the licensee by registered mail, enclosing 15 the summons and specifying the hour and day of service.

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Section 25. Investigation; license issuance.

17 (a) Upon the filing of an application and the payment of18 the fees, the Director shall investigate to determine:

(1) that the reputation of the applicant, including the managers of a limited liability company, and the partners, owners, officers, or directors thereof warrants belief that the business will be operated honestly and fairly within the purposes of this Act; and

(2) that the applicant meets the positive net worthrequirements of this Act.

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1 Unless the Director makes findings enumerated in this 2 subsection, he or she shall not issue a license and shall 3 notify the applicant of the denial and return to the applicant 4 the sum paid by the applicant as a license fee, but shall 5 retain the \$300 application fee. The Director shall approve or 6 deny every application for license within 60 days after the 7 filing of an application with payment of a fee.

8 (b) Upon written request, the applicant is entitled to a 9 hearing on the question of his or her qualifications for a 10 license if:

(1) the Director notifies the applicant in writingthat his or her application has been denied; or

(2) the Director does not issue a license within 60
 days after the application for the license was filed.

A request for a hearing may not be made more than 15 days after the Director mails a writing to the applicant notifying him or her that the application has been denied and stating in substance the Director's findings supporting denial.

19 Section 30. License. The license shall state the address, 20 including the city and state, at which the business is to be 21 conducted and shall state fully the name of the licensee. The 22 license shall be conspicuously posted in the place of business 23 of the licensee and shall not be transferable or assignable.

24 Section 35. License; place of business.

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1 (a) Not more than one place of business shall be 2 maintained under the same license, but the Director may issue 3 more than one license to the same licensee upon compliance 4 with all the provisions of this Act governing the original 5 issuance of a license. A webpage operated by the licensee 6 shall constitute a location.

7 (b) Whenever a licensee changes his or her place of 8 business to a location other than that set forth in the 9 license, he or she shall give written notice to the Director at 10 least 10 days before the relocation. However, if the new 11 location is in excess of 15 miles from the previous location, 12 the licensee shall obtain written approval from the Director 13 before relocation.

14 Section 40. Annual license fee; expenses.

(a) Before December 1 of each year, a licensee shall pay to the Director, and the Department must receive, the annual license fee required by this Act for the next succeeding calendar year. The license shall expire on January 1 of the following year unless the licensee fee has been paid before then.

(b) In addition to the license fee, the reasonable expense of any examination, investigation, or custody by the Director under any provisions of this Act shall be borne by the licensee.

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(c) If a licensee fails to renew his or her license by

December 31, it shall automatically expire and the licensee is not entitled to a hearing; however, the Director, in his or her discretion, may reinstate an expired license upon payment of the annual renewal fee and proof of good cause for failure to renew.

Section 45. Suspension or revocation of license.

7 (a) The Director may issue to a licensee an order to show 8 cause why his or her license should not be suspended for a 9 period not in excess of 6 months or be revoked. The order shall 10 set a place for a hearing and a time therefor that is no less than 10 days after the date of the order. After the hearing, 11 12 the Director shall revoke or suspend the license, or, if there 13 are mitigating circumstances, may accept an assurance of 14 discontinuance and allow retention of the license, if the Director finds that: 15

16 (1) the licensee has repeatedly and intentionally 17 violated this Act or any rule or order lawfully made 18 pursuant to this Act, or has violated an assurance of 19 discontinuance; or

20 (2) facts or conditions exist that clearly would have 21 justified the Director in refusing to grant a license for 22 that place or those places of business were the facts or 23 conditions known to exist at the time the application for 24 the license was made.

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(b) A revocation or suspension of a license is not lawful

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1 unless the Director, before instituting proceedings, gives 2 notice to the licensee of the facts or conduct that warrant the 3 intended action and the licensee is afforded an opportunity to 4 show compliance with all lawful requirements for retention of 5 the license.

6 (c) If the Director finds that probable cause for 7 revocation of a license exists and that enforcement of this 8 Act requires immediate suspension of the license pending 9 investigation, the Director, after a hearing upon 10 days' 10 written notice, may enter an order suspending the license for 11 not more than 30 days.

(d) Whenever the Director revokes or suspends a license, he or she shall enter an order to that effect and forthwith notify the licensee of the revocation or suspension. Within 10 days after entry of the order he or she shall deliver to the licensee a copy of the order and the findings supporting the order.

(e) A person holding a license to make income share 18 19 agreements may relinguish the license by notifying the 20 Director in writing of its relinguishment, but the relinquishment does not affect his or her liability for acts 21 22 previously committed.

(f) Revocation, suspension, or relinquishment of a license does not impair or affect the obligation of any preexisting lawful contract between the licensee and any consumer.

26 (g) The Director may reinstate a license, terminate a

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suspension, or grant a new license to a person whose license has been revoked or suspended if no fact or condition then exists that clearly would have justified the Director in refusing to grant a license.

5 Section 50. Closing of business; surrender of license.

6 (a) At least 10 days before a licensee ceases operations,
7 closes business, or files for bankruptcy, the licensee shall
8 do the following:

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(1) Notify the Department of its action in writing.

10 (2) With the exception of filing for bankruptcy, 11 surrender its license to the Director for cancellation; 12 the surrender of the license shall not affect the 13 licensee's civil or criminal liability for acts committed 14 before surrender or entitle the licensee to return any 15 part of the annual license fee.

16 (3) Notify the Director of the location where the
17 books, accounts, contracts, and records will be maintained
18 and the procedure to ensure prompt return of contracts,
19 titles, and releases to the customers.

(4) Ensure that the accounts, books, records, and
contracts shall be maintained and serviced by the licensee
or another licensee under this Act or an entity exempt
from licensure under this Act.

(b) The Department shall have the authority to conduct
examinations of the books, records, and loan documents at any

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1 time after surrender of the license, filing of bankruptcy, or 2 the cessation of operations.

3 Section 55. Examinations and investigations of conduct of4 business.

(a) The Director shall examine periodically, at intervals 5 he or she deems appropriate but not less than once per year, 6 7 income share agreements, business, and records of every addition, for the purpose of discovering 8 licensee. In 9 violations of this Act or securing information lawfully 10 required, the Director at any time may investigate the income share agreements, business, and records of any licensee. For 11 these purposes the Director shall have free and reasonable 12 access to the offices, places of business, and records of the 13 14 licensee.

15 (b) If the licensee's records are located outside this 16 State, the licensee at the Director's request shall make them available to the Director at a convenient location within this 17 18 State, or pay the reasonable and necessary expenses for the 19 Director or his or her representative to examine them where 20 they are located. The Director may designate representatives, 21 including comparable officials of the state in which the 22 records are located, to inspect them on the Director's behalf.

(c) For purposes of this Section, the Director may
 administer oaths or affirmations, and upon request of a party
 or his or her own motion may subpoena witnesses, compel their

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1 attendance, adduce evidence, and require the production of any 2 matter that is relevant to the investigation, including the 3 existence, description, nature, custody, condition, and 4 location of any books, documents, or other tangible things and 5 the identity and location of persons having knowledge of 6 relevant facts or any other matter reasonably calculated to 7 lead to the discovery of admissible evidence.

8 (d) Upon failure without lawful excuse to obey a subpoena 9 or to give testimony and upon reasonable notice to all persons 10 affected thereby, the Director may apply to the court for an 11 order compelling compliance.

12 Section 60. Books and records.

(a) Every licensee shall maintain records in conformity 13 14 with generally accepted accounting principles and practices in 15 a manner that will enable the Director to determine whether the licensee is complying with this Act. The recordkeeping 16 system of a licensee is sufficient if it makes the required 17 information reasonably available. The records pertaining to 18 19 any income share agreement need not be preserved for more than 2 years after making the final entry relating to the income 20 21 share agreement.

(b) On or before April 15 of each year, every licensee shall file with the Director a composite annual report in a form prescribed by the Director relating to all income share agreements made by the licensee. Information contained in 10200HB4554ham001

annual reports shall be confidential and may be published only
 in composite form.

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Section 65. No other business allowed.

4 (a) A licensee may not carry on other business for the
5 purpose of evasion or violation of this Act at a location where
6 the licensee makes income share agreements.

7 (b) Upon application by the licensee, the Director may 8 approve the conduct of other businesses not specifically 9 permitted by this Act in the licensee's place of business, 10 unless the Director finds that such conduct will conceal or 11 facilitate evasion or violation of this Act. The Director's 12 approval shall be in writing and shall describe the other 13 businesses which may be conducted in the licensed office.

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Section 70. Prohibitions.

(a) No licensee shall take any power of attorney inconnection with an income share agreement.

(b) A consumer may not authorize any person to confess
judgment on a claim arising out of an income share agreement.
An authorization in violation of this Section is void.

20 Section 75. Pledge or sale of income share agreement.

(a) No licensee or other person shall pledge, hypothecate,
or sell an income share agreement entered into under this Act
by a consumer except to another licensee under this Act, a

bank, savings bank, savings and loan association, or credit union created under the laws of this State or the United States, or to other persons or entities authorized by the Director in writing. Sales of such notes by licensees under this Act or other persons shall be made by agreement in writing and shall authorize the Director to examine the income share agreement documents so hypothecated, pledged, or sold.

8 (b) A consumer may pay the original ISA provider until he 9 or she receives notification of assignment of rights to 10 payment pursuant to an income share agreement and that payment 11 is to be made to the assignee. A notification that does not reasonably identify the rights assigned is ineffective. If 12 requested by the consumer, the assignee shall seasonably 13 14 furnish reasonable proof that the assignment has been made and 15 unless the proof is furnished the consumer may pay the 16 original ISA provider.

(c) An assignee of the rights of the ISA provider is 17 18 subject to all claims and defenses of the consumer against the ISA provider arising from the income share agreement. A claim 19 20 or defense of a consumer may be asserted against the assignee 21 under this Section only if the consumer has made a good faith 22 attempt to obtain satisfaction from the ISA provider with 23 respect to the claim or defense and then only to the extent of 24 the amount owing to the assignee with respect to the ISA 25 provider or defense that arose at the time the assignee has notice of the claim or defense. Notice of the claim or defense 26

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1 may be given before the good faith attempt specified in this subsection. Oral notice is effective unless the assignee 2 3 requests written confirmation when or promptly after oral 4 notice is given and the consumer fails to give the assignee 5 written confirmation within the period of time, not less than 14 days, stated to the consumer when written confirmation is 6 requested. An agreement may not limit or waive the claims or 7 8 defenses of a consumer under this Section.

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Section 80. Monthly payment affordability.

(a) Maximum income percentage. Each income share agreement
 shall specify the ISA percentage applicable to the income
 share agreement and shall comply with the following:

(1) The income share agreement may not include an ISA
percentage in excess of 20%, or if an ISA defines a series
of fixed amounts based on the consumer's income, such
amounts shall not equate to more than 20% of the
consumer's income.

(2) A licensee may not enter into an educational ISA 18 19 with a consumer if the consumer would be committing more 20 than 20% of his or her income, inclusive of other 21 educational ISA and education loans known at the time. The licensee must confirm a consumer's educational ISA and 22 23 education loan liabilities through a verifiable 24 third-party source. At a minimum, the licensee must 25 confirm such liabilities using information maintained by a 10200HB4554ham001 -19- LRB102 22903 BMS 34666 a

nationwide consumer reporting agency, as defined by 15 1 U.S.C. 1681a(f), and doing so is sufficient for meeting 2 3 the requirement in this paragraph; however, nothing in this paragraph shall prohibit a licensee from using other 4 5 sources to provide additional verification. For the purposes of calculating the portion of a student's future 6 7 income that would be consumed by the educational ISA for 8 which the student has applied and other educational ISAs 9 and education loans known at the time, the ISA provider 10 shall calculate the aggregate future burden of all such obligations, including the educational ISA for which the 11 12 student is applying, at hypothetical future income levels 13 ranging from the income threshold of the ISA for which the 14 student has applied up to \$70,000, with such number 15 adjusting for inflation each year, in increments of 16 \$10,000. The terms of the educational ISA for which the 17 student has applied cannot cause the student's aggregate future burden to exceed the limit in subsection (b) at any 18 19 of the income increments stated in this paragraph. For the 20 purpose of calculating the percentage burden of an 21 educational ISA at a given future income level, the ISA 22 provider shall use the income percentage that would be 23 applicable for the ISA at such income level, or the fixed 24 amount divided by the income level, where applicable. For 25 the purpose of calculating the percentage burden of an 26 educational loan at a given future income level, the ISA

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1 provider shall divide the annual payment obligation by income level using the most affordable payment option that 2 would be available to the student at such income level 3 4 under such loan. For students enrolled in a Title IV 5 program, as part of this analysis the ISA provider shall assume a federal loan balance equal to the larger of (1) 6 the student's existing federal loan balance, and (2) the 7 maximum amount the student is eligible to borrow under 8 9 Federal Direct Stafford Loans for his or her status, 10 dependent or independent.

11 (b) Protections during periods of low earnings. The income share agreement must state that when a consumer has income 12 13 that is equal to or below the income threshold set forth in the 14 income share agreement that the consumer's payment obligation 15 zero dollars. The income threshold at the time of is 16 origination must be high enough such that the consumer's gross income minus any income share agreement obligation must leave 17 18 the consumer with gross income equal to at least 200% of the 19 federal poverty guidelines for a single person.

(c) Required payment relief pauses. An income share agreement must offer at least 3 months of voluntary payment relief pauses, so long as a consumer's current income at the time of requesting the payment relief pause is equal to or less than 400% of the federal poverty guidelines for a single individual, for every 30 income-determined payments required under the income share agreement. 10200HB4554ham001 -21- LRB102 22903 BMS 34666 a

Section 85. Maximum effective annual percentage rate. An 1 2 income share agreement must specify that the maximum amount 3 that a consumer could be required to pay based on the consumer's income under the income share agreement will not 4 result in a consumer ever being required to pay an effective 5 annual percentage rate that is greater than 36%. If at any time 6 7 the consumer makes payment of an amount that would cause the 8 limit in this Section to apply, all further obligations under 9 the income share agreement shall cease.

Section 90. Limits on duration of income share agreements.
(a) An income share agreement shall specify that the maximum number of payments may not exceed 240 monthly payments.

(b) An income share agreement shall specify that the ISA
duration may not exceed 360 months, except in the case of a
payment relief pause requested by the consumer.

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Section 95. Risk sharing.

(a) A licensee may not contract for income share agreement
terms that would result in a consumer having income that is
less than or equal to 300% of the federal poverty guidelines
for a single person for the ISA duration being required to make
a stream of ISA payments that would yield an effective APR
greater than 8%, or the high yield of the 10-year United States

Constant Maturity Treasury Notes auctioned at the final
 auction held before the current calendar year in which an ISA
 offering is made plus 7%, whichever is greater.

4 (b) A licensee may not contract for income share agreement 5 terms that would result in a consumer having income that is less than or equal to 400% of the federal poverty guidelines 6 7 for a single person for the ISA duration being required to make 8 a stream of ISA payments that would yield an effective APR 9 greater than 12%, or the high yield of the 10-year United 10 States Constant Maturity Treasury Notes auctioned at the final 11 auction held before the current calendar year in which an ISA offering is made plus 11%, whichever is greater. 12

13 (c) A licensee may not contract for income share agreement 14 terms that would result in a consumer having income that is 15 less than or equal to 500% of the federal poverty quidelines 16 for a single person for the ISA duration being required to make a stream of ISA payments that would yield an effective APR 17 greater than 15%, or the high yield of the 10-year United 18 19 States Constant Maturity Treasury Notes auctioned at the final 20 auction held before the current calendar year in which an ISA 21 offering is made plus 14%, whichever is greater.

(d) A licensee may not contract for income share agreement terms that would result in a consumer having income that is less than or equal to 600% of the federal poverty guidelines for a single person for the ISA duration being required to make a stream of ISA payments that would yield an effective APR 10200HB4554ham001 -23- LRB102 22903 BMS 34666 a

greater than 18%, or the high yield of the 10-year United States Constant Maturity Treasury Notes auctioned at the final auction held before the current calendar year in which an ISA offering is made plus 17%, whichever is greater.

5 (e) For the purposes of determining the various tiers set 6 forth in this Section, a licensee shall calculate the 7 effective APR by determining the various federal poverty 8 guidelines tiers at the time the consumer's income share 9 agreement is originated and assuming such amounts are fixed 10 through the ISA duration.

(f) For the purposes of determining ISA duration in this Section: in the case of an educational ISA, a licensee shall assume the ISA duration started after a period equal to the expected length of the program for which a consumer is enrolling; or in the case of a non-educational ISA, a licensee shall assume the ISA duration started immediately.

17 Section 100. Limits on covered income. An income share 18 agreement must specify the definition of income to be used for 19 the purposes of calculating a consumer's payment obligation 20 under the income share agreement. No income share agreement 21 shall include any of the following in its definition of 22 income:

23 (1) The income of the consumer's children or24 dependents.

25 (2) Any amount paid by the consumer under Title II or

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1 XVI of the Social Security Act, 42 U.S.C. 401 et seq., 42 U.S.C. 1381 et seq.; or under a State program funded by 2 Title IV of the Social Security Act, 42 U.S.C. 601 et seq. 3 (3) Individual retirement account distributions. 4 5 (4) Pensions and annuities. (5) Social security benefits. 6 (6) Other sources of federal or State aid provided to 7 8 individuals through any of the following: 9 (A) unemployment programs; 10 (B) disaster relief programs; (C) Medicare or Medicaid benefits: 11 (D) benefits received through the Supplemental 12 13 Nutrition Assistance Program; 14 (E) economic impact payments; or 15 (F) other income excluded from the definition of 16 taxable income set forth by the Internal Revenue Service. 17

18 Section 105. Fees permitted. In addition to the ISA 19 percentage permitted by this Act, a licensee may contract for 20 and receive the following additional charges:

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(1) Official fees and taxes.

(2) A fee, which shall not exceed the sum of \$25, for
 failure to provide documentation to the licensee for the
 confirmation and reconciliation of the consumer's income.

(3) A fee for processing any forms to confirm the

consumer's income with the United States Internal Revenue 2 Service or a State department of revenue or taxation on a 3 dollar-for-dollar, pass-through basis of the expenses incurred by the licensee. 4

5 (4) A late payment fee in an amount of \$20 or 5% of the late payment, whichever is greater, for any payment that 6 7 is more than 15 days past due; no late payment fee may be 8 charged more than once per late payment.

9 (5) An amount not exceeding \$25, plus any actual 10 expenses incurred in connection with a check or draft that 11 is not honored because of insufficient or uncollected funds or because no such account exists. 12

13 (6) Charges for other benefits conferred on the 14 consumer, if the benefits are of value to her or him and 15 the charges are reasonable in relation to the benefits, are of a type that is not for credit, and are authorized as 16 17 permissible additional charges by rule adopted by the 18 Department.

19 (7) Before or after default in payment of a scheduled 20 payment of an income share agreement, the parties to the 21 income share agreement may agree in writing to a deferral 22 of all or part of one or more unpaid payments and the 23 licensee may make, at the time of deferral and receive at 24 that time or at any time thereafter, a deferral charge not 25 exceeding an amount equal to 10% of the missed payment.

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Section 110. Restriction on security interest. Under no
 circumstances shall a licensee take a security interest in any
 collateral in connection with an income share agreement.

4 Section 115. Discharge of obligations.

5 (a) All further obligations under an income share 6 agreement, except those accruing before the date of 7 determination by a relevant governmental agency, shall 8 terminate if the consumer is deemed totally and permanently 9 disabled by the applicable governmental agency.

10 (b) All further obligations under the income share 11 agreement, except those accruing before the consumer's death, 12 shall terminate upon the death of the consumer.

13 Section 120. Prohibition on co-signers. No income share 14 agreement shall include or permit the use of a co-signer in 15 connection with any obligation related to an income share 16 agreement.

17 Section 125. Limitation on acceleration.

18 (a) Licensees may not attempt to accelerate or otherwise
19 liquidate a future payment stream under an income share
20 agreement.

(b) Notwithstanding subsection (a), nothing in this
Section shall prevent a licensee from collecting or pursuing
any other remedy available to the licensee for the collection

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1 of amounts that were due from the consumer under an income share agreement but that were not paid or properly remitted to 2 3 the licensee. These amounts may include projected future 4 payments as provided in the income share agreement if the 5 provide contractually consumer does not obligated documentation of income. 6

(c) Notwithstanding subsection (a), an income 7 share 8 agreement may contain a provision that allows a consumer to 9 terminate his or her income share agreement before the events 10 terminating further obligations under the income share 11 agreement. The early termination mechanisms, such as total caps on payments due to the licensee or other rights to 12 13 partially or fully terminate further obligations under the 14 income share agreement, must be optional to the consumer and 15 within the consumer's control. In such circumstances, such 16 mechanisms will not be deemed a form of acceleration, early termination penalty, or prepayment penalty. 17

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Section 130. No assignment of wages.

(a) A licensee may not take an assignment of earnings of the consumer for payment or as security for payment of a debt arising out of an income share agreement. An assignment of earnings in violation of this Section is unenforceable by the assignee of the earnings and revocable by the consumer. This Section does not prohibit a consumer from authorizing deductions from his or her earnings in favor of a licensee if 10200HB4554ham001 -28- LRB102 22903 BMS 34666 a

1 the authorization is revocable, the consumer is given a 2 complete copy of the writing evidencing the authorization at 3 the time the consumer signs it, and the writing contains on its 4 face a conspicuous notice of the consumer's right to revoke 5 the authorization.

6 (b) A sale of unpaid earnings made in consideration of the 7 payment of money to or for the account of the seller of the 8 earnings is deemed to be a loan to the seller secured by an 9 assignment of earnings.

10 Section 135. Limitations on garnishment.

(a) Before entry of judgment in an action against a consumer for a payment arising from an income share agreement, a licensee may not attach unpaid earnings of the consumer by garnishment or like proceedings.

(b) The maximum part of the aggregate disposable earnings of an individual for any workweek which is subjected to garnishment to enforce payment of a judgment arising from an income share agreement may not exceed the lesser of:

19 (1) 25% of the individual's disposable earnings for20 that week; or

(2) the amount by which the individual's disposable
earnings for that week exceed 40 times the federal minimum
hourly wage prescribed by Section 6(a)(1) of the Fair
Labor Standards Act of 1938, 29 U.S.C. 206(a)(1), in
effect at the time the earnings are payable.

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1 In case of earnings for a pay period other than a week, the 2 Department shall prescribe by rule a multiple of the federal 3 minimum hourly wage equivalent to the amount set forth in 4 paragraph (2).

5 (c) No court may make, execute, or enforce an order or
6 process in violation of this Section.

(d) At any time after entry of a judgment in favor of a 7 8 licensee in an action against a consumer for a payment arising 9 from an income share agreement, the consumer may file with the 10 court a verified application for an order exempting from 11 garnishment pursuant to that judgment, for an appropriate period of time, a greater portion or all of the consumer's 12 13 aggregate disposable earnings for a workweek or other 14 applicable pay period than is provided for in subsection (b). 15 The consumer shall in the application designate the portion of 16 earnings not exempt from garnishment under this Section and other law, designate the period of time for which the 17 additional exemption is sought, describe the judgment with 18 19 respect to which the application is made, and state that the 20 designated portion as well as his or her earnings that are 21 exempt by law are necessary for the maintenance of the 22 consumer or a family supported wholly or partly by the 23 earnings. Upon filing a sufficient application under this 24 subsection, the court may issue any temporary order necessary 25 under the circumstances to stay enforcement of the judgment by 26 garnishment, shall set a hearing on the application not less

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1 than 5 nor more than 10 days after the date of filing of the application, and shall cause notice of the application and the 2 3 hearing date to be served on the judgment creditor or the 4 creditor's attorney of record. At the hearing, if it appears 5 to the court that all or any portion of the earnings sought to be additionally exempt are necessary for the maintenance of 6 the consumer or a family supported wholly or partly by the 7 earnings of the consumer for all or any part of the time 8 9 requested in the application, the court shall issue an order 10 granting the application to that extent; otherwise it shall 11 deny the application. The order is subject to modification or vacation upon further application of any party to it upon a 12 13 showing of changed circumstances after a hearing upon notice 14 to all interested parties.

(e) An employer may not discharge an employee because a licensee has subjected or attempted to subject unpaid earnings of the employee to garnishment or like proceedings directed to the employer for the purpose of paying a judgment arising from an income share agreement.

20 Section 140. Use of multiple agreements. A licensee may 21 not use multiple agreements with respect to a single income 22 share agreement with intent to violate any limitations of this 23 Act.

24 Section 145. Required disclosures.

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(a) A licensee shall disclose the following information to
 each consumer, clearly and conspicuously, in a form that the
 consumer can keep at the time the transaction is consummated:

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(1) The date of the contract.

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(2) The dollar amount of the amount financed.

(3) The ISA percentage, expressed as a percentage, and 6 an explanation of whether the ISA percentage is fixed or 7 8 will vary; and any limitation on the ISA percentage 9 adjustments or lack of limitations if the ISA percentage 10 will change after consummation of the income share agreement. The ISA percentage shall be rounded to the 11 nearest one-hundredth of 1% if the ISA percentage is not a 12 13 whole number.

14 (4) The maximum number of payments expressed as a15 whole number.

16 (5) The maximum duration expressed as a whole number17 of the period of time.

18 (6) The income threshold expressed as a dollar amount 19 and a statement that payments will only be required during 20 periods when the consumer's income is equal to or exceeds 21 the income threshold.

(7) An itemization of the amount financed; if the ISA
provider is a seller of goods or services, then the amount
of any down payment and any additional fees or costs shall
be itemized.

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(8) The definition of income to be used for the

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purposes of calculating the consumer's obligations under the income share agreement.

3 (9) A description of the terms under which the 4 obligations of the consumer under the income share 5 agreement will be extinguished before the full ISA 6 duration.

7 (10) A payment schedule that shows the date on which 8 the first payment will be due and reflecting each date 9 thereafter during the ISA duration that a payment may be 10 due.

(11) An itemization of any permissible fees associatedwith the ISA.

(12) A description of the methods used by the ISA provider to engage in a process of reconciliation and verification to determine if the consumer's payments are more than, equal to, or less than the payments owed by the consumer under his or her income share agreement; this description shall include the following:

19(i) a description of the frequency or triggers20for the commencement of the income verification21process;

(ii) a description of the requirements and
timing of the process in which the consumer must
participate in order for the ISA provider to
verify the consumer's income; and

(iii) a description of any records or forms,

1including tax records, that the consumer may be2required to execute or submit.

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(13) The name and address of the ISA provider.

(14) A table displaying the dollar amounts of each 4 5 payment, the number of payments, the effective annual percentage rate, and the sum total of all payments that a 6 7 consumer would be required to pay under the income share 8 agreement at a range of annual income levels based on the 9 ISA duration. The comparison table shall include а 10 statement that "This Comparison Table is for illustrative 11 purposes only and may not reflect the amounts that you are 12 likely to pay under this income share agreement. This 13 table assumes you have the same income over the entire 14 term of your income share agreement. It does not take into 15 account changes in income. Your income will likely change 16 over time. This table does not represent the income or 17 range of incomes that you are likely to earn in the 18 future.". In computing the APR, the ISA provider shall use 19 the amount financed and may assume that the income share agreement will be disbursed in the amount and with the 20 21 disbursement schedule that it reasonably expects to follow 22 for such income share agreement and that payments would 23 commence on the date set forth in the income share 24 agreement. The income used in this disclosure shall 25 include, at minimum, the obligations at the following 26 incomes:

1 (i) no income; (ii) income equal to the annual equivalent of 2 the income threshold; 3 4 (iii) various income scenarios with at least 5 calculations at annual incomes of \$40,000, \$60,000, \$80,000, \$100,000, \$125,000, \$150,000, 6 \$175,000, and \$200,000; and 7 8 (iv) if known by the ISA provider, the 9 consumer's current income. 10 (15) A statement that the income share agreement is 11 not a fixed payment installment loan and that the amount the consumer will be required to pay under the income 12 13 share agreement: 14 (i) may be more or less than the amount 15 financed by the ISA provider; and 16 (ii) will vary in proportion with the 17 consumer's income. (b) The disclosures required by this Section shall be 18 19 grouped together and segregated from all other information. 20 (c) The disclosures required by this Section may be 21 provided to a consumer in electronic form, subject to 22 compliance with the consumer's consent and other applicable 23 provisions of the Electronic Signatures in Global and National 24 Commerce Act, 15 U.S.C. 7001 et seq., and applicable State 25 law. 26 (d) If model documents are established pursuant to any

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1 federal law covering income share agreements, compliance with 2 those forms shall be considered compliance with this Act with 3 respect to the disclosure requirements contained in this Act.

4 Section 150. Early completion. An income share agreement 5 shall specify the terms and conditions by which the consumer may extinguish his or her obligations under the income share 6 agreement before the end of the income share agreement's 7 duration. An income share agreement may include any method to 8 9 determine the early completion payment; however, a consumer 10 may always cancel an income share agreement by making aggregate payments, excluding payments to fees, equal to the 11 12 ISA payment cap. The consumer is entitled to this early 13 completion regardless of whether the consumer makes this early 14 completion payment by making regularly scheduled payments or 15 by making a single lump sum payment in the amount of the early 16 completion payment.

17 Section 155. Assumption of increase in future income.

(a) If a consumer fails to provide income documentation as reasonably required by an income share agreement, a licensee may assign an amount of income to the consumer and compute the consumer's monthly payment amount by any of the following methods, to the extent disclosed in the income share agreement:

24 (1) assigning an income amount obtained from a

1 reasonably reliable third party or a credit reporting 2 agency;

3 (2) if the consumer previously provided income 4 documentation or has had an income assigned in the prior 5 12-month period that has increased by an amount not to 6 exceed 10%, but such increase may not be applied more than 7 once per 12-month period;

8 (3) contacting the consumer's employer, or any person 9 or entity reasonably believed to represent the consumer's 10 employer, to obtain, verify, or update the consumer's 11 income information;

12 (4) contacting the Department of Revenue or the
13 Internal Revenue Service to obtain the most recent
14 information available about the student's income; or

15 (5) for licensees providing educational income share 16 agreements, assigning a reasonable qualified income based 17 on the incomes of:

(A) the nearest reasonably relevant quantile of
income for individuals working in the profession for
which the consumer's educational program was intended
to prepare the participant, as determined by
information published by the Bureau of Labor
Statistics or other reasonably reliable publicly
available data sources; or

(B) the nearest reasonably relevant quantile of
 income of consumers who attended the same or a

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reasonably comparable covered educational program or course of study, as determined by information published by the Bureau of Labor Statistics or other reasonably reliable publicly available data sources.

5 (b) If a licensee assigns an income to a consumer's income6 share agreement, it shall:

7 (1) notify the consumer in the monthly billing 8 statement, and in each billing statement thereafter while 9 the assigned income remains applicable to the consumer's 10 income share agreement, that income has been assigned and 11 of the consumer's rights under this Section;

(2) if the consumer does provide income information as 12 13 reasonably required by the income share agreement within 14 one year of the date on which the licensee notified the 15 consumer that assigned income will be applied to the income share agreement, then, within 15 days after the 16 licensee's receipt of such information, the licensee shall 17 update each prior instance in which assigned income was 18 19 applied using the income information provided by the 20 consumer; and

(3) if the consumer provides income information more than one year after the licensee first assigned income to the consumer's income share agreement, then the licensee may, but is not obligated to, update each prior instance in which assigned income was applied using the income information provided by the consumer. 10200HB4554ham001 -38- LRB102 22903 BMS 34666 a

1 (c) A licensee that assigns income to an income share 2 agreement shall retain all applicable records relating to the 3 method and data sources used to make such estimation for 3 4 years after the end of that income share agreement.

5 Section 160. Receipts; statements of account; evidence of
6 payment.

7 (a) The licensee shall deliver or mail to the consumer, 8 without request, a written receipt for each payment made 9 pursuant to an income share agreement. A periodic statement 10 showing a payment received by mail complies with this 11 subsection.

(b) Upon written request of a consumer, the licensee shall 12 13 provide a written statement of the dates and amounts of 14 payments made within the 12 months preceding the month in 15 which the request is received. The statement shall be provided without charge once during each year of the term of the 16 obligation. If additional statements are requested, 17 the 18 licensee may charge an amount not to exceed \$5.00 for each 19 additional statement.

(c) After a consumer has fulfilled all obligations with respect to an income share agreement, the licensee, upon request of the consumer, shall deliver or mail to the consumer written evidence acknowledging termination of all obligations with respect to the income share agreement. 10200HB4554ham001 -39- LRB102 22903 BMS 34666 a

Section 165. Advertising. A licensee may not advertise, print, display, publish, distribute, broadcast, or cause to be advertised, printed, displayed, published, distributed, or broadcast in any manner any statement or representation that is false, deceptive, or misleading.

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Section 170. Penalties.

7 (a) A person who engages in business as a licensee without
8 the license required by this Act commits a Class 4 felony.

9 (b) The consumer, before the expiration of 2 years after 10 the date of his or her last scheduled payment, may recover such 11 reasonable attorney's fees and court costs as a court may 12 assess. A bona fide error by a licensee in calculating 13 charges, fees, or rebates is not a violation if the licensee 14 corrects the error within a reasonable time after discovery.

(c) No provision of this Section imposing any liability 15 shall apply to any act done or omitted in conformity with any 16 rule or written interpretation of a rule by the Division of 17 Financial Institutions of the Department of Financial and 18 19 Professional Regulation, notwithstanding that after such act or omission has occurred, such rule or interpretation is 20 21 amended, rescinded, or determined by judicial or other 22 authority to be invalid for any reason. All interpretations must be written and signed by the Department's chief counsel 23 24 and approved by the Director.

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(d) Notwithstanding any other provision of this Section,

1 if any person who does not have a license issued under this Act 2 makes an income share agreement to an Illinois consumer, then 3 the loan shall be null and void and the person who made the 4 income share agreement shall have no right to collect, 5 receive, or retain any amounts related to the income share 6 agreement.

7 Section 175. Cease and desist.

8 (a) The Director may issue a cease and desist order to any 9 licensee or another person doing business without a required 10 license, when in the opinion of the Director, the licensee or 11 the other person is violating or is about to violate any 12 provision of this Act or any rule or requirement imposed in 13 writing by the Department as a condition of granting any 14 authorization permitted by this Act.

15 (b) The Director may issue a cease and desist order before 16 a hearing.

(c) The Director shall serve notice of his or her action, designated as a cease and desist order made pursuant to this Section, including a statement of the reasons for the action, either personally or by certified mail, return receipt requested. Service by certified mail shall be deemed completed when the notice is deposited in the U.S. mail.

(d) Within 15 days after service of the cease and desist order, the licensee or the other person may request, in writing, a hearing. (e) The Director shall schedule a hearing within 30 days
 after the request for a hearing unless otherwise agreed to by
 the parties.

4 (f) The cost for the administrative hearing shall be set5 by rule.

6 (g) If it is determined that the Director had the 7 authority to issue the cease and desist order, he or she may 8 issue such orders as may be reasonably necessary to correct, 9 eliminate, or remedy such conduct.

10 (h) The powers vested in the Director by this Section are 11 additional to all other powers and remedies vested in the 12 Director by law, and nothing in this Section shall be 13 construed as requiring that the Director employ the power 14 conferred in this Section instead of or as a condition 15 precedent to the exercise of any other power or remedy vested 16 in the Director.

17 (i) The Department shall have the authority to adopt rules18 for the administration of this Section.

Section 180. Civil action. A claim of violation of thisAct may be asserted in a civil action.

21 Section 185. Application of Act.

(a) This Act does not apply to any person, partnership,
association, limited liability company, or corporation doing
business under and as permitted by any law of this State or the

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1 United States relating to banks, savings and loan 2 associations, savings banks, or credit unions. This Act does 3 not apply to any income share agreements or the like made with 4 business or commercial entities.

5 (b) During the first 90 days after the effective date of 6 this Act, any person who has applied for a license under this 7 Act or filed written notice of intention to apply for a license 8 with the Director and whose application has not been denied, 9 shall be subject to all provisions of this Act and may make 10 income share agreements as if he or she were a licensee under 11 this Act.

12 (c) This Act shall not apply to any contractor transaction13 made before the effective date of this Act.

14 Section 190. Rules. The Department may adopt and enforce such reasonable rules, directions, orders, decisions, and 15 16 findings as the execution and enforcement of the provisions of 17 this Act require and that are not inconsistent with this Act. 18 In addition, the Department may adopt rules in connection with 19 the activities of licensees that are necessary and appropriate for the protection of consumers in this State. All rules and 20 21 directions of a general character shall be sent electronically 22 to all licensees.

23 Section 195. Judicial review. All final administrative 24 decisions of the Department under this Act shall be subject to 10200HB4554ham001 -43- LRB102 22903 BMS 34666 a

judicial review pursuant to the provisions of the
 Administrative Review Law and any rules adopted pursuant to
 the Administrative Review Law.

4 Section 200. Injunction; civil penalties; costs. If it appears to the Director that a person or any entity has 5 committed or is about to commit a violation of this Act, a rule 6 7 adopted under this Act, or an order of the Director, the 8 Director may apply to the circuit court for an order enjoining 9 the person or entity from violating or continuing to violate 10 this Act, the rule, or order and for injunctive or other relief that the nature of the case may require and may, in addition, 11 12 request the court to assess a civil penalty up to \$1,000 along 13 with costs and attorney's fees.

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Section 205. Adjustment of dollar amounts.

(a) From time to time the dollar amounts in this Act designated as subject to change shall change, as provided in this Section, according to and to the extent of changes in the index.

(b) The index for December of the year preceding the year in which this Act becomes effective is the reference base index.

(c) The designated dollar amounts shall change on July 1
 of each even-numbered year if the percentage of change,
 calculated to the nearest whole percentage point, between the

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1 index and the end of the preceding year and the reference base
2 index is 10% or more, but:

3 (1) the portion of the percentage change in the index 4 in excess of a multiple of 10% shall be disregarded and the 5 dollar amounts shall change only in multiples of 10% of 6 the amounts provided in this Act on the date of enactment; 7 and

8 (2) the dollar amounts shall not change if the amounts 9 required by this Section are those currently in effect 10 pursuant to this Act as a result of earlier application of 11 this Section.

(d) If the index is revised, the percentage of change 12 13 pursuant to this Section shall be calculated on the basis of the revised index. If a revision of the index changes the 14 15 reference base index, a revised reference base index shall be 16 determined by multiplying the reference base index then applicable by the rebasing factor furnished by the Bureau of 17 Labor Statistics. If the index is superseded, the index 18 19 referred to in this Section is the one represented by the 20 Bureau of Labor Statistics as reflecting most accurately 21 changes in the purchasing power of the dollar for consumers.

(e) The Department shall adopt a rule setting forth, on or before April 30 of each year in which dollar amounts are to change, the changes in dollar amounts required by this Section. As soon as practical after the changes occur, the Department shall adopt a rule setting forth the changes in the 10200HB4554ham001 -45- LRB102 22903 BMS 34666 a

index required by subsection (d), including, if applicable, the numerical equivalent of the reference base index under a revised reference base index and the designation or title of any index superseding the index.

5 (f) A person does not violate this Act with respect to a 6 transaction otherwise complying with this Act if he or she 7 relies on dollar amounts either determined according to 8 subsection (c) or appearing in the last rule of the Department 9 announcing the then-current dollar amounts.

10 Section 210. Construction against implicit authority. This 11 Act is a general act intended as a unified coverage of its 12 subject matter; no part of this Act shall be construed to be 13 impliedly repealed by subsequent legislation if that 14 construction can reasonably be avoided.

15 Section 215. Application of other Acts. Income share 16 agreements and licensees are subject to the Know Before You 17 Owe Private Education Loan Act and the Predatory Loan 18 Prevention Act and shall comply with their requirements and 19 any rules adopted by the Department of Financial and 20 Professional Regulation pursuant to those Acts.

21 Section 220. Severability. The provisions of this Act are 22 severable under Section 1.31 of the Statute on Statutes. 10200HB4554ham001 -46- LRB102 22903 BMS 34666 a

Section 999. Effective date. This Act takes effect upon
 becoming law.".