



THE STATE OF FLORIDA

OFFICE OF INSURANCE REGULATION MARKET INVESTIGATIONS

TARGET MARKET CONDUCT FINAL EXAMINATION REPORT

OF

GUARDIAN LIFE INSURANCE COMPANY OF AMERICA

AS OF

NOVEMBER 30, 2007

NAIC COMPANY CODE: 64246

NAIC GROUP CODE: 0429

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PURPOSE AND SCOPE OF EXAMINATION

Under authorization of the Financial Services Commission, Office of Insurance Regulation (Office), Market Investigations, pursuant to Section 624.3161, Florida Statutes, a target market conduct examination of Guardian Life Insurance Company of America (Company) was performed by Examination Resources, LLC; the contract examiner for the Office. The scope of this examination was December 16, 2006 through September 30, 2007. The examination began November 26, 2007 and ended on November 30, 2007.

The purpose of this examination was to verify the Company's compliance with Section 626.9541(1)(dd), Florida Statutes and Rule 69O-125.003, Florida Administrative Code. The examination included the following procedures:

- Review of the Company's procedures regarding declining, limiting, or canceling policies based solely on the applicant's or insured's past or future lawful foreign travel plans.
- Review of all applications denied or issued in a manner different than applied for during the exam period to verify the Company is complying with Section 626.9541(1)(dd), Florida Statutes and Rule 69O-125.003, Florida Administrative Code.

This Final Report is based upon information from the examiner's draft report, additional research conducted by the Office, and additional information provided by the Company. Procedures and conduct of the examination were in accordance with the Market Regulation Handbook produced by the National Association of Insurance Commissioners.

COMPANY OPERATIONS

Guardian Life Insurance Company of America is a foreign insurer licensed to conduct business in the State of Florida. The Company provides life insurance coverage in the State of Florida.

Total Direct Premiums Written in Florida for life insurance was as follows:

Year	Total Written Life Premium In Florida (Per Schedule T of the Financial Statement)
2006	\$141,629,685
2007*	\$108,632,827

*As of September 30, 2007

FOREIGN TRAVEL PROCEDURES REVIEW

Company Procedures Review

The Company has certain life applications that include a question asking if the applicant intends to reside or travel outside the United States. There are no other forms or questionnaires utilized by the Company to ask an applicant any foreign travel related questions.

Policy Review

There were 3,346 life insurance applications received during the examination period, of which 189 applications were denied or issued in a manner other than applied for during the scope of the examination.

All 189 applications denied or issued in a manner other than applied for were reviewed to determine that the Company was in compliance with Section 626.9541(1)(dd), Florida Statutes and Rule 69O-125.003, Florida Administrative Code.

The examiner determined that none of the applications reviewed were declined, refused to continue, or limited based solely on the applicant's past or future lawful foreign travel plans.

REPORT SUMMARIZATION

A review was made of the Company's travel policy with respect to the application process for life insurance, in addition to 189 application files. No errors were found. The following represents general findings, specific details are found in each section of the report.

Application Files Reviewed

- Applications – 189 files

Findings

- Application Review – No errors were identified.

EXAMINATION FINAL REPORT

The Office hereby issues this report as the Final Report, which is based upon information from the examiner's draft report, additional research conducted by the Office, and additional information provided by the Company.