

SENATE No. 1765

By Mr. Foley, a petition (accompanied by bill, Senate, No. 1765) of Daniel J. Foley for legislation to prohibit the establishment or enforcement of production quotas for debit agents. Insurance.

The Commonwealth of Massachusetts

In the Year One Thousand Nine Hundred and Seventy-nine.

AN ACT PROHIBITING THE ESTABLISHMENT OR ENFORCEMENT OF
PRODUCTION QUOTAS FOR DEBIT AGENTS.

Be it enacted by the Senate and House of Representatives in General Court assembled, and by the authority of the same, as follows:

1 Chapter 175 of the General Laws is hereby amended by in-
2 serting after section 187H the following section: —

3 *Section 187 I.* No company which employs agents whose
4 duties include the collection of monthly or weekly premiums
5 shall establish or enforce any quota for the production of new
6 business, whether said quota shall be in terms of dollar
7 amounts, relative standing, percentage increase or any other
8 basis or standard; nor shall any such company terminate or
9 threaten or attempt to terminate the employment or license
10 of any such agent for failure to attain any such quota.

11 Upon complaint of any agent that his employment has been
12 threatened or terminated in violation of this section, the com-
13 missioner shall hold a hearing. If the commissioner finds a
14 violation of this section, he may order such action as he may
15 deem fitting or appropriate and just, including but not limited
16 to reinstatement of the agent with full back pay, and injunc-
17 tion against the enforcement and establishment of any quota.

