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Insurance Products Offered By Financial Institutions

Some financial institutions, including banks, savings and loan associations, and loan companies, seek to offer insurance products to provide “one-stop financial shopping” services to their customers. These products may include credit life and accident and health insurance, as well as mortgage, life insurance, and annuities. Ohio law provides that only licensed insurance companies and agents may lawfully solicit the public for the sale of these products. Our firm represents insurers, insurance agencies and agents, and financial institutions in structuring programs, including third-party marketing relationships, which allow our clients to offer such products in ways that satisfy the requirements of federal and Ohio law.