



**DEPARTMENT OF INSURANCE, FINANCIAL
INSTITUTIONS AND PROFESSIONAL REGISTRATION**

P.O. Box 690, Jefferson City, Mo. 65102-0690

IN RE: YOURPEOPLE INC., DBA
ZENEFITS FTW INSURANCE SERVICES
303 2ND STREET
SUITE 450 NORTH TOWER
SAN FRANCISCO, CA 94107

TRACKING ID.: 280099

VOLUNTARY FORFEITURE AGREEMENT

It is hereby agreed by YourPeople, Inc., dba Zenefits FTW Insurance Services and the Consumer Affairs Division of the Department of Insurance, Financial Institutions and Professional Registration, as follows:

WHEREAS, John M. Huff, is the duly appointed Director of the Department of Insurance, Financial Institutions and Professional Registration, State of Missouri (hereinafter, "Director" of the "Department"), whose duties, pursuant to Chapters 374 and 375, RSMo, include the supervision and regulation of the business of insurance;

WHEREAS, the Consumer Affairs Division of the Department is charged with investigating producers and companies engaged in the business of insurance pursuant to Sections 374.085 and 374.190, RSMo and is authorized by the Director to recommend enforcement action

under the laws relating to insurance;

WHEREAS, YourPeople, Inc., dba Zenefits FTW Insurance Services ("Zenefits") holds a business entity producer license with the Department, pursuant to Chapter 375, RSMo, and has held such business entity producer license since July 14, 2014;

WHEREAS, the Consumer Affairs Division acknowledges that Zenefits self-reported that it allowed unlicensed individuals to sell, solicit or negotiate insurance in Missouri, and failed to report changes related to the termination or appointment of insurance producers, which is a violation of Sections 375.014.1 and 375.015.4 and .5, RSMo (Supp. 2013), and subjects Zenefits to enforcement action by the Director under Sections 375.141.1(2) and (12) and 375.141.3;

WHEREAS, Zenefits has been informed of its right to counsel and of its right to contest any attempt by the Department to discipline its insurance producer license, and states that it understands its rights to contest any such actions;

AND WHEREAS, Zenefits self-reported and acknowledges and admits that:

1. forty-eight (48) employees were not properly or timely licensed in Missouri;
2. two (2) employees were never licensed in Missouri; and
3. failed to report changes related to the termination or appointment of insurance producers,

in violation of Sections 375.014.1 and 375.015.4 and .5, RSMo (Supp. 2013).

NOW, THEREFORE, in lieu of any recommendation or initiation by the Consumer Affairs Division of any action based on the violation cited in this Agreement, and after being afforded the opportunity to consult legal counsel, Zenefits does hereby voluntarily and knowingly surrender and forfeit the sum of sixty-two thousand dollars (\$62,000.00), such sum to

be paid into the State School Moneys Fund pursuant to Sections 374.046 and 374.280, RSMo.

Zenefits shall submit this sum to the Department by cashier's check or money order made payable to the State School Moneys Fund no later than December 9, 2016.

The parties agree that, should the Director or the Division in the future allege any additional violation of the insurance laws or regulations by Zenefits, nothing in this Agreement shall preclude the Director or the Consumer Affairs Division from introducing Zenefits' admissions contained in this Agreement as evidence that the acts described herein form part of a course of conduct, a business practice, or other such series of similar violations, or for purposes of showing that such later alleged acts are committed knowingly, intentionally or in conscious disregard of the law.

DATED: 11/28/2016

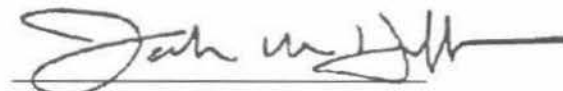
DocuSigned by:
Joshua Stein
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DATED: 12/2/16

By:
YourPeople Inc., dba
Zenefits FTW Insurance Services
License No. 8322959


Carrie Couch, Director
Consumer Affairs Division

DATED: 12/5/16


John M. Huff, Director
Department of Insurance, Financial
Institutions and Professional Registration

Return original to:
Jodi Lehman
Missouri Department of Insurance,
Financial Institutions and Professional Registration
PO Box 4001
Jefferson City, MO 65102