



**BROKER EDUCATIONAL
SALES & TRAINING, INC.**
"Knowledge Is Your *BEST* Investment."

Self-Study Course: ***"4-Hour Long-Term Care Insurance"***

Course Overview:

The (NAIC) National Association of Insurance Commissioners (NAIC) passed mandated producer-training requirements for agents selling, soliciting or negotiating long-term care insurance back in December 2006. The requirement is spelled out in Section 9 of the NAIC Model 640, Long-Term Insurance Model Act. It calls for "no less than 8-hours" for initial training and "no less than 4 hours" for ongoing training every 24 months.

The Deficit Reduction Act of 2005 (DRA), signed into law by President George W. Bush, allows additional states to implement their own Long Term Care Insurance Partnership Program. As part of the DRA it also requires agents selling, soliciting or marketing long-term care insurance partnership policies that they receive training and demonstrate evidence of understanding these policies. According to Pub. L 109-171, provided by the Centers for Medicare & Medicaid Services in the July 27, 2006, State Medicaid Director Letter (SMD #06-019) states that "the state insurance department must provide assurance to the State Medicaid agency that anyone who sells a policy under the Partnership receives training and demonstrates an understanding of Partnership policies and their relationship to public and private coverage of long-term care".

This course has been developed to meet the NAIC and certain state requirements that all agents selling, soliciting or negotiating long-term care insurance must complete an on-going four (4) hour training program every two years, whether or not partnership policies are sold. It is the responsibility of the LTCL carriers to maintain records that the agent has met this requirement.