

A photograph showing a person in a dark suit jacket sitting at a desk, typing on a laptop. The person's hands and part of the laptop are visible. The background is slightly blurred, showing what appears to be an office setting.

# Producer Licensing: Integrating Policy with Process

November 28-December 5, 2011

This one-week online course takes you from the beginning of producer licensing through the integration of current policies and processes and up to initiatives that are on the horizon. It is an excellent learning opportunity for licensing analysts, consumer service analysts, market conduct examiners, fraud investigators and anyone interested in learning more about producer licensing and the important policies and technology shaping its future.

## What You Will Learn:

At the completion of this course, you will be able to:

### ***The History of Producer Licensing***

- Explain the early development of producer licensing
- Explain the development of NAIC producer licensing models
- Explain the effect of the Gramm-Leach-Bliley Act

### ***Licensing Reciprocity and Uniformity***

- Explain why licensing reciprocity and uniformity are important
- Outline key provisions of the Producer Licensing Model Act
- Illustrate the state framework for reciprocal licensing
- Adhere to the Uniform Licensing Standards

### ***State Licensing Process***

- Apply steps in the state licensing process
- Demonstrate how the uniformity standards can be incorporated into the individual states' licensing process

### ***The Products and Services of NIPR***

- List the functions of NIPR
- Define and describe the services that NIPR provides
- Explain how NIPR and its processes enhance producer licensing and promote uniformity
- Use the state producer licensing database

### ***Future NAIC Activities***

- Explain the current activities of the Producer Licensing (EX) Working Group
- Explain ongoing licensing concerns raised by industry
- Recognize future policy considerations for 2011

## What others have said:

• *The instruction was great. The instructors provided excellent feedback and asked us thought-provoking questions. Everyone in producer licensing should take this course.*

• *The course was very informative and provided a clear understanding to some not-so-clear issues. I am looking forward to encouraging representatives of my staff and other insurance departments to participate in this course in the future.*



National Association of Insurance Commissioners

# Producer Licensing: Integrating Policy with Process

November 28-December 5, 2011

## Tuition

- \$295 for State Insurance Department Staff
- \$495 for All Other Regulators

Provides comprehensive course materials, access to subject matter experts who serve as course facilitators, and the opportunity to network with others from across the country.

## Certificate of Completion

To receive a Certificate of Completion, you must successfully complete this course. If you are a Designation Candidate, you must successfully complete the course to be eligible to take the exam. The requirements for successful completion are outlined in the course syllabus sent prior to the course and posted within the class.

Within two weeks after the course has ended, the administrator will review all coursework based on the guidelines listed on the syllabus. Determination of successful completion will be sent via e-mail to those who earn this notification. Fourteen (14) credits will be listed on continuing education materials for this one-week course. Partial credit is not awarded.

## Our Recommendations for Your Online Study

- Determine whether online learning is something you will benefit from by taking the short "Is Online Learning for Me" quiz at [www.naiconline.org](http://www.naiconline.org) and check your technical requirements prior to enrolling.
- Plan your study time in advance.
  - Online courses offer great flexibility but also require self-motivation, commitment, good time management skills, and space in which to study. You need to be able to fit your study time into your own work schedule.
- Review your course materials and the Handbook for Distance Learners that will arrive the week prior to the course.
- Set learning goals for yourself based on what you hope to accomplish by taking this class.
- Familiarize yourself with information in the course syllabus.
- Spend a minimum of two hours a day on your study.

## Cancellation Policy

Withdrawals for full refund are permitted up to three weeks before the beginning date of the course; cancellations after this date will result in no refund. Notification of cancellation must be received in writing. If issued, refunds will be mailed after the completion of the course. Substitutions are accepted up to one week before the course begins.

**REGISTER** online at [education.naic.org](http://education.naic.org) or complete and return the registration form below by **November 8**. Space is limited so you are encouraged to register early. You will be contacted via e-mail with confirmation of your registration, your password, and login information.

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## Producer Licensing: Integrating Policy with Process

Nov 28-Dec 5, 2011

FAX TO:  
(816) 460-7544

MAIL TO:  
NAIC Education & Training  
Post Office Box 870335  
Kansas City, MO 64187-0335

REGISTER ONLINE AT:  
<http://education.naic.org>

Name: \_\_\_\_\_

Title: \_\_\_\_\_

State/Organization: \_\_\_\_\_

Address (No PO Boxes): \_\_\_\_\_

City: \_\_\_\_\_ State: \_\_\_\_\_ Zip: \_\_\_\_\_

Phone: \_\_\_\_\_ E-mail: \_\_\_\_\_

- I am taking this as an NAIC Professional Designation course (optional for State Ins Dept Staff).

### Tuition

- \$295 State Insurance Department Staff  
 \$495 All Other Regulators

*Please note that if shipping materials outside of the continental United States, additional fees will apply.*

### Payment Method

- Check or Money Order payable to the NAIC (Payment must accompany registration form)  
 Zone Funds (State Ins Dept Staff only)  
 Grant Funds (State Ins Dept Staff only)  
 Scholarship (State Ins Dept Staff only)  
 Credit Card (We will contact you by phone to obtain payment information)