



**Arizona Department of Insurance
Continuing Education Services**

JOHN DOE
CE COURSE PROVIDER
123 MAIN STREET
ANYTOWN ST 99999

S10000

JUNE 4, 2008

Notice to Continuing Education Providers

If you currently offer Arizona-approved continuing education courses that, without changes, have long-term care insurance content, please submit the courses for Prometric's review to identify the long-term care training credit hours. Prometric will review courses at **no additional charge** for requests they receive on or before July 31, 2008. After July 31, you will need to pay the course application fee to have each course reviewed.

To have your course reviewed at no additional cost, please submit your request along with a cover letter and content outline before July 31, 2008 to:

Prometric
Attn: Laurie Boeldt – Arizona Re-categorization
1260 Energy Lane
St. Paul, MN 55108

Phone: 800.899.4184
E-mail: pro.ce-services@prometric.com
Web site: www.prometric.com

On May 20, 2008, Governor Janet Napolitano signed into law Laws 2008, Ch. 230 ("SB 1223"), which establishes new requirements for selling, soliciting and negotiating long-term care insurance (ARS §20-1691.12). You can view this new law on the Arizona State Legislature Web site at the following location:

<http://www.azleg.gov/FormatDocument.asp?inDoc=/legtext/48leg/2R/laws/0230.htm>

Beginning July 1, 2009, in order to sell, solicit or negotiate long-term care insurance, an individual insurance producer must:

- 1. Be licensed with the "Accident and Health or Sickness" line of authority;**
- 2. Have completed eight hours of initial long-term care training ("initial LTCT").**
 - a. An insurance producer who completes initial LTCT prior to July 1, 2009, will continue to be able to sell, solicit and negotiate long-term care insurance after July 1, 2009.

- b. An insurance producer who has not completed the initial LTCT prior to July 1, 2009, shall be prohibited from selling, soliciting or negotiating long-term care insurance starting July 1, 2009, until the producer completes initial LTCT.

Continuing Training. SB 1223 establishes two-year LTCT periods, starting July 1, 2009. *For example, the first two-year LTCT period begins July 1, 2009, and ends June 30, 2011. The next two-year LTCT period runs from July 1, 2011 through June 30, 2013, and so on.*

To remain able to sell, solicit or negotiate long-term care insurance,

- An insurance producer who completes initial LTCT prior to July 1, 2009, will need to complete four hours of continuing LTCT within the first two-year LTCT period (*July 1, 2009, through June 30, 2011*), and in each two-year LTCT period thereafter.
- After July 1, 2009, an insurance producer must complete either initial LTCT or four hours of continuing LTCT in each two-year LTCT period.

SB 1223 requires an insurance producer to fulfill the LTCT requirement by completing courses offered by Arizona-approved providers through Arizona-approved continuing education courses (except that a nonresident producer who has satisfied a substantially similar LTCT requirement in the producer's home state is deemed to have satisfied Arizona's LTCT requirement). SB 1223 requires insurance companies to verify that an insurance producer has satisfied the LTCT requirements before allowing the producer to sell, solicit or negotiate the insurer's LTC products and requires the insurer to maintain records concerning its producers' LTCT.

To help insurance producers and insurance companies meet the requirements of SB 1223, the Department of Insurance asked Prometric to separately identify long-term care insurance credit hours on course completion transcripts. This allows insurance producers to easily provide insurers with documentation showing the producers fulfilled the LTCT requirements, and the Department can, through audits, determine that insurers and producers are complying with the requirements.

Currently approved courses will keep the same course number, effective date and number of approved hours -- only the credit hour category will change. **Requests for course review received after July 31, 2008, will require the course application fee in order for the course to be reviewed.**

To submit **new** courses for review for long-term care credit hours, please use the course application procedures outlined in the Provider Information Packet, available from the "Insurance CE services for providers" link on Prometric's Web site, at www.prometric.com/arizona.