

ALERT

There has been no change in MD law.

Maryland has NOT increased its CONTINUING EDUCATION REQUIREMENT for Long Term Care Insurance. If a producer sells, solicits or negotiates long term care insurance, the continuing education requirement under MD law requires a producer to complete two (2) continuing education hours in long term insurance.

What has changed.

Maryland has adopted a Regulation on Producer Training Requirements for Long Term Care insurance under COMAR 31.14.01.34. As of September 10, 2007, a producer who sells, solicits, or negotiates long term care insurance must complete a one-time TRAINING PROGRAM REQUIREMENT which consists of a minimum of 8 hours of long term care education followed by an ongoing training requirement of at least 4 hours to be completed every 24 months. This training requirement must be completed by September 10, 2008.

A producer who was not selling, soliciting, or negotiating long term care insurance prior to September 10, 2007 must complete the one-time training program of at least 8 hours, BEFORE selling, soliciting or negotiating any long term care insurance. The ongoing training requirement of at least 4 hours to be completed every 24 months applies to the person who continues to sell, solicit or negotiate long term care insurance.

This TRAINING PROGRAM REQUIREMENTS apply to both resident and non resident producers who sell, solicit or negotiate long term care insurance in Maryland. Satisfaction of a long term care TRAINING PROGRAM in any state shall be deemed to satisfy the training program requirements in Maryland.

The producer may apply the number of course credits of any Maryland approved continuing education Long Term Care courses to their overall continuing education requirements. In other words, if a long term care training program has been approved for 8 hours of continuing education, then the producer may apply the 8 hours to the overall continuing education requirement of 16 credit hours.