



Vermont

Department of Banking, Insurance, Securities and Health Care Administration Continuing Education Services

Notice to Continuing Education Providers Regarding Long Term Care Agent Training

November 4, 2009

This notice is to inform continuing education providers about amendments to the Vermont Department of Banking, Insurance, Securities and Health Care Administration's regulation regarding long-term care insurance that establish new training requirements for producers who sell long-term care insurance. In order for training to satisfy Vermont's new requirements, it must be given by a registered provider and must be approved for continuing education in Vermont. Long-term insurance training can be counted towards a producer's twenty-four (24) hours of continuing education. For more information see Rule H-2009-01, Long Term Care Insurance Regulation.

REQUIREMENTS

An agent or producer selling, soliciting or negotiating the sale of any long-term care insurance policy must complete one, eight (8) hour course specific to long-term care, not less than two hours of which shall contain Vermont-specific information including Vermont Medicaid information. The Vermont-specific information can be part of an eight-hour course or may be provided as a separate course.

An agent or producer selling, soliciting or negotiating the sale of any long-term care insurance policy must also complete no less than four (4) hours of ongoing training every 24 months ending March 31st of odd-numbered calendar years.

EFFECTIVE DATES

The initial training requirement shall apply as follows:

- (a) Insurance agents or producers licensed to sell long-term care insurance policies after March 31, 2010 must complete the onetime eight-hour training before the agent or producer may sell, solicit or negotiate the sale of any long-term care insurance policy.
- (b) Insurance agents or producers licensed to sell long-term care insurance policies on or before March 31, 2010 must complete the one-time eight-hour training or before March 31, 2011.



TRAINING REQUIREMENTS

The training required shall consist of topics related to long-term care insurance, long-term care services and, if applicable, qualified state long-term care insurance Partnership programs.

The training shall not include training that is insurer or company product specific or that includes any sales or marketing information, materials, or training, other than those required by state or federal law.

IMPLEMENTATION

In order to assist producers and insurers monitor training hours, the Department has requested Prometric to establish a Long-Term Care category for continuing education courses. Prometric will allow providers to submit requests of previously approved courses for consideration of re-categorization under the Long Term Care category. If a Provider already has a course they feel meets the Long-Term Care requirements, Prometric has agreed to review the course at no additional fee. **In order to have your course reviewed, please submit your request along with a cover letter and content outline no later than Friday, November 20, 2009, to:**

Prometric
Attn: Laurie Sadowski – Vermont Long Term Care Re-categorization
1260 Energy Lane
St. Paul, MN 55108

E-mail: pro.ce-services@prometric.com
Web site: www.prometric.com
Phone: 800.805.9127

Please note currently approved courses will keep the same course number, effective date and number of approved hours, only the credit category will change. **Requests for course re-categorization mailed after Friday, November 20, 2009, will not be accepted.** In addition, Providers submitting **new** course applications for Long Term Care credit, please continue to follow the current course application procedures as outlined in the Provider Information Packet.