

## **All Resident/Non Resident Agents – Selling Long-Term Care Insurance**

Effective July 1, 2009, WV Code 33-12-8a, “Producer Training for Long-Term Care Products”, requires all active, veteran producers that sell, solicit or negotiate Long-Term Care insurance complete a one-time Long-Term Care training course of no less than eight hours prior to July 1, 2010. In addition, if a producer is newly licensed (after July 1, 2009) they must complete the one-time training immediately, prior to selling any Long-Term Care products. The new Act requires that all Long-Term Care producers continue to receive ongoing training of no less than four hours in each mandatory continuing education biennium subsequent to the biennium in which the one-time training was completed.

Resident producers can have their Long-Term Care training course hours count towards their 24 hour CE requirement by selecting courses that are APPROVED and CATEGORIZED for Long-Term Care credit by West Virginia’s CE plan administrator, Prometric. A listing of approved Long-Term Care courses can be found on Prometric’s website at <http://www.prometric.com/CE/wvceprod.htm>.