



Insurance Licensing For Program Managers

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Who Regulates Insurance Licensing?

State Insurance Departments

- Licensing Division
- License issue, renewal, CE, appointments

National Association of Insurance Commissioners (NAIC)

- Resource for state insurance departments
- Draft model laws



Who Regulates Insurance Licensing?

National Insurance Producer Registry (NIPR)

- Producer Database (PDB)
- Electronic Licensing
- Appointments/Terminations
- Address changes



Licensing Basics

License Types

- Agent, Broker, Producer
- Business entity (agency)
- Adjuster

Lines of Authority

Appointments



Licensing Basics

Who needs a license?

- Sell - means to exchange a contract of insurance by any means, for money or its equivalent, on behalf of an insurance company.
- Solicit - means attempting to sell insurance or asking or urging a person to apply for a particular kind of insurance from a particular company.
- Negotiate - means the act of conferring directly with or offering advice directly to a purchaser or prospective purchaser of a particular contract of insurance concerning any of the substantive benefits, terms or conditions of the contract, provided that the person engaged in that act either sells insurance or obtains insurance from insurers for purchasers.



Obtaining A License

Non-Resident Licensing

- Apply via NIPR, State Website, Vendor
- Yes/No questions on application
- Additional requirements
- Issued within 5 days
- License copies



Obtaining A License

Additional Requirements for Business Entity Licensing

- Designated Responsible Licensed Producer (DRLP)
- Corporate Registration with Secretary of State's office (Certificate of Authority) is required as a pre-requisite to licensing in some states
- Officer fingerprints



License Renewal

Continuing Education

Renew via NIPR, state website, paper, vendor

License copies



License Maintenance

What Needs to be Done on an On-going Basis?

- License Renewals
- Name/Address Changes
- Business Entity Officer, Owner, DRP Changes
- Criminal/Administrative Action Notifications



NARAB II

What is NARAB?

- National Association of Registered Agents and Brokers
- Creates a clearing house for non-resident licensing
- HR 26 was signed by President Obama on 1/12/2015
- 13 board members needed – 10 have been appointed
- Must be self-funding
- 20-30% of producers have non-resident licenses with only 10% having more than 5 licenses

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