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# Indiana Partnership News Flash

IN Partnership Office  
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During the recent 2011 legislative session, two bills were passed that contained provisions affecting agent licensing requirements and long term care commissions. A synopsis of these provisions follows:

## Effective July 1, 2011:

1. **HEA 1486 -70/20 Provision:** Resident agents who are 70 years of age and have been licensed continuously for 20 years will no longer be exempted from renewal CE hours. **All** resident agents will be required to complete the renewal CE hours.

An agent who falls into this category and wants to be “grandfathered” can contact the Department of Insurance prior to 7/1/11 to request an exemption. If an agent has already been granted an exemption, the agent **SHOULD NOT** contact the department. The agent will remain on exemption. The contact person is Megan Canfield at [mcanfield@idoi.in.gov](mailto:mcanfield@idoi.in.gov) or 317-232-5265.

2. **HEA 1015 - LTC Commissions:**

The percentage differential between 1<sup>st</sup> year and renewal commissions has been deleted. The commission level for 1<sup>st</sup> year and renewal years can be the same or varying. The amount of renewal commission paid is based on the initial premium and not on an increase in premium rates. Commissions are still required to be paid for a minimum of 6 years. Also, remaining unchanged is the commission level paid when a policy is replaced.

The percentage of LTC commission paid is determined by the insurance company when the product filing is submitted to the Department of Insurance. There is no Indiana statute that sets the percentage of LTC commission allowable.

## Effective January 1, 2012:

### **HEA 1486 – License Renewal Continuing Education Hours:**

Resident producers will be required to complete 24 hours of CE in each 2 year renewal period (increased from 20). The new requirement applies to licenses renewing **after December 31, 2011**.

*Example – An agent with a current two year license, 5-1-2010 to 4-30-2012, would need 24 hours of CE before the end of the next renewal period, 5-1-2012 to 4-30-2014. (License renewed after 12-31-2011).*

*Example – An agent with a current two year license, 11-1-2009 to 10-31-2011, would only need 20 hours of CE before the end of the next renewal period, 11-1-2011 to 10-31-2013. (License renewed before 12-31-2011). The 24 hours would be required before the end of the next renewal period, 11-1-2013 to 10-31-2015.*