

Sec. 32. **[60K.365] PRODUCER TRAINING REQUIREMENTS FOR**

195.17 LONG-TERM CARE INSURANCE PRODUCTS.

195.18 (a) An individual may not sell, solicit, or negotiate long-term care insurance

195.19 unless the individual is licensed as an insurance producer for accident and health or

195.20 sickness insurance or life insurance and has completed an initial training course and

195.21 ongoing training every 24 months thereafter. The training must meet the requirements of

195.22 paragraph (b).

195.23 (b) The initial training course required by this section must be no less than eight

195.24 hours, and the ongoing training courses required by this section must be no less than four

195.25 hours every 24 months. The courses must be approved by the commissioner and may be

195.26 approved as continuing education courses under section 60K.56. The courses must consist

195.27 of topics related to long-term care insurance, long-term care services, and qualified state

195.28 long-term care insurance partnership programs, including, but not limited to:

195.29 (1) state and federal regulations and requirements and the relationship between

195.30 qualified state long-term care insurance partnership programs and other public and private

195.31 coverage of long-term care services, including Medicaid/Minnesota medical assistance;

195.32 (2) available long-term care services and providers;

195.33 (3) changes or improvements in long-term care services or providers;

196.1 (4) alternatives to the purchase of private long-term care insurance;

196.2 (5) the effect of inflation on benefits and the importance of inflation protection; and

196.3 (6) consumer suitability standards and guidelines.

196.4 The training required by this section must not include training that is insurer or

196.5 company product specific or that includes any sales or marketing information, materials,

196.6 or training, other than those required by state or federal law.

196.7 (c) Insurers shall obtain verification that a producer has received the training

196.8 required by this section before a producer is permitted to sell, solicit, or negotiate the

196.9 insurer's long-term care insurance products. Insurers shall maintain records verifying that

196.10 the producer has received the training contained in this section and make that verification

196.11 available to the commissioner upon request.

196.12 (d) The satisfaction of these initial training requirements in any state shall be deemed

196.13 to satisfy the initial training requirements of this section.

196.14 (e) *Nonresident producers selling partnership policies shall be expected to*

196.15 *demonstrate knowledge about unique aspects of the Minnesota medical assistance system.*

196.16 An insurer offering partnership products in Minnesota shall maintain records verifying that

196.17 its nonresident producers have attained the required training and make that verification

196.18 available to the commissioner upon request.

196.19 **EFFECTIVE DATE; APPLICATION.** This section is effective the day following

196.20 final enactment; producers have until January 1, 2008, to complete the initial training

196.21 course.