

DEPARTMENT OF INSURANCE

ADMINISTRATION & LICENSING SERVICES BRANCH
PRODUCER LICENSING BUREAU
320 CAPITOL MALL
SACRAMENTO, CA 95814
(800) 967-9331 OR (916) 322-3555
FAX (916) 327-6907
www.insurance.ca.gov

Thank you to the NAIFA-California members, who worked with the DOI, at the DOI's request, to assist with updating the objectives.

**NOTICE**

TO: Education Providers and Other Interested Parties

DATE: December 16, 2011

SUBJECT: Updated Life Agent Educational Objectives

Background

The California Department of Insurance (CDI) held a Life Agent Examination Workshop in October 2011 that was facilitated by PSI Services, CDI's examination vendor. CDI recruited subject matter experts (SMEs) in the life insurance field to participate in the workshop. The SMEs reviewed and evaluated the current questions on the life agent license examination. The review was conducted to determine whether any changes are needed to ensure that the questions are current and relevant for a newly licensed agent to know about transacting life insurance. The SMEs also suggested several edits to the Life Agent Educational Objectives (LO EOs), which were referenced during the workshop. Please note that the questions reviewed pertained to only life insurance, not any of the accident/health insurance related questions.

In addition, prior to this workshop, a Curriculum Board subcommittee reviewed the LO EOs to assign the appropriate number of questions for each topic and subtopic on the outline that is used for the life agent examination. The updated LO EOs include additional breakdowns of the number of questions for each topic and subtopic. This information will assist the education providers in preparing candidates for the examination by knowing the breakdown of the number of examination questions for each topic and subtopic.

Approved Educational Objectives

The Curriculum Board approved most of the SMEs' suggested edits as well as the subcommittee's recommendations. The updated LO EOs are now available at the following link that is on CDI's Web site: <http://www.insurance.ca.gov/0200-industry/0030-see-pre-lic/0100-requirements/prelicensing-educational-objectives.cfm> For your convenience, the LO EOs show the strikethroughs for the information that was deleted from the previous version and also underlines the added text.

Please note that the updated LO EOs will take effect on February 1, 2012 and both the life agent examination and the life and accident/health license examination will be updated to reflect these changes. Prelicensing education providers will need to revise their prelicensing courses to match the updated LO EOs at the time their prelicensing course is renewed.

To prepare students for the February 1, 2012 launch of the updated license examinations, the prelicensing course instructors must begin teaching from the revised educational objectives on January 1, 2012.

Should you have any questions or concerns regarding this notice, you may contact the CDI's Education Section at (916) 492-3064.