



AB 2387 (Vargas)

Agent Education & Online Prelicensing Education

NAIFA-California Position: Support

The National Association of Insurance and Financial Advisors – California (NAIFA-CA) is an association representing over 5,000 insurance professionals from all sectors of the industry, including life, health, property, casualty and financial services.

BACKGROUND

Competing demands on time and geographical issues are just two of the concerns that affect today's agents face when beginning the licensing process. The prelicensing process in particular is time consuming, requiring prospective agents to spend countless hours, up to 6 ½ days, completing the prelicensing requirements which are often facilitated in classroom locations that are difficult for rural agents to reach.

The coursework needed to prepare capable new agents to obtain a license should not act as a barrier to entry in to the profession. As such, AB 2387 would help eliminate the inefficiencies associated with prelicensing by allowing fire and casualty broker-agents, personal lines broker agents, and life agents to complete their required prelicensing coursework to be completed online.

The opportunity provided by AB 2387 would provide agents the flexibility to satisfy their prelicensing education through self-study, online courses that would address the realities of today's online world. While the prelicensing may be completed online, the examination would continue to be a proctored in-class examination in order to ensure the reliability and trustworthiness associated with the licensing process.

SOLUTION

It is for these reasons that NAIFA-California supports providing an online prelicensing program. AB 2387 (Vargas) will provide this opportunity and provide the flexibility that agents and brokers appreciate while maintaining the protections of proper licensing through an in-class proctored examination process.

For more information on NAIFA-California's position, please contact NAIFA-California's Legislative Advocate, Shari McHugh, at 916/440-0850. Thank you!