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GOVERNOR

STATE OF MICHIGAN
DEPARTMENT OF INSURANCE AND FINANCIAL SERVICES
LANSING

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DIRECTOR

Memorandum

DATE: January 27, 2016
TO: Licensed Insurance Producers, Carriers, and Interested Parties
FROM: Michele Riddering, Manager – Insurance Licensing Section
SUBJECT: Long-Term Care Insurance Training for Producers

This memo is being issued to notify producers and carriers of recent changes to the Michigan Insurance Code of 1956 (Code), MCL 500.100 *et seq.* Section 1204f of the Code, MCL 500.1204f relating to long-term care training requirements.

[Public Act 198 of 2015](#) amended the requirements for producers who sell, solicit, or negotiate long-term care insurance. These individuals **MUST**:

1. be licensed as an insurance producer for accident and health or life
2. complete a one-time training course
3. complete ongoing training for every two-year CE compliance period after completing the one-time training course

Effective February 22, 2016, an individual shall not sell, solicit, or negotiate long-term care insurance unless the individual is licensed for accident and health or life, and has completed a one-time long-term care training course.

The one-time long-term care training course must not be less than 8 hours and the ongoing training must not be less than 4 hours for every 2-year CE review period **AFTER** the completion of the one-time long-term care training course.

The required one-time long-term care training course and ongoing training must consist of topics related to long-term care insurance, long-term care services, and, if applicable, qualified state long-term care insurance partnership programs, including, but not limited to, **ALL** of the following:

- a. State and Federal regulations and requirements, and the relationship between qualified state long-term care insurance partnership programs and other public and private coverage of long-term care services, including Medicaid.
- b. Available long-term care services and providers.

- c. Changes or improvements in long-term care services or providers.
- d. Alternatives to the purchase of private long-term care insurance.
- e. The effect of inflation in eroding the value of benefits and the importance of inflation protection.
- f. Consumer suitability standards and guidelines.

Satisfying the training requirements of this section in any state satisfies the training requirements in this state.

The one-time long-term care training course and ongoing training required must not include any training that is solely oriented to the sales or marketing of an insurance-specific long-term care product.

Impact to Producers

To meet both the long-term care training and CE requirements, continuing education providers will have an opportunity to have their existing Long-Term Care CE courses re-reviewed if they believe their course content meets the new training requirements. Current long-term care courses meeting the new requirements will be reclassified with the LTC - Partnership designation and will satisfy the amended training requirements, allowing individuals to dually meet their training requirement and CE obligations.

Current long-term care CE courses not meeting the new requirements will remain classified as Long-Term Care. This means the course does not meet the new requirements and a producer who completed these courses is not compliant with the training requirements of [Public Act 198](#).

A list of CE courses reclassified to LTC - Partnership is available on our website at www.michigan.gov/difs and select Licensing. Under the Spotlight heading, select CE Courses Reclassified to LTC - Partnership.

For additional information on [Public Act 198](#), visit our website at www.michigan.gov/difs and select Licensing. Under the Spotlight heading, select Long-Term Care Training Requirement FAQ.

Impact to Insurers

Insurers shall verify that their producers have completed the long-term care training before allowing the producer to sell, solicit, or negotiate long-term care insurance products for that insurer. It is the insurer's responsibility to verify the producer has completed the training upon request by the Director of DIFS. DIFS staff will not track the training course completions for producers.