

Do you need to complete training in long-term care partnerships for a state?

State	Who must complete LTC partnership training?
Arizona	All LTCI producers
Arkansas	All LTCI producers
Colorado	All LTCI producers
Florida	All LTCI producers
Georgia	Only producers of partnership products*
Idaho	All LTCI producers
Illinois	All LTCI producers
Iowa	All LTCI producers
Maine	All LTCI producers
Maryland	All LTCI producers
Michigan	Only producers of partnership products*
Minnesota	All LTCI producers
Missouri	Only producers of partnership products*
Montana	All LTCI producers
Nebraska	All LTCI producers
New Jersey	All LTCI producers
North Dakota	Only producers of partnership products*
Ohio	All LTCI producers
Oklahoma	All LTCI producers
Oregon	All LTCI producers
Pennsylvania	Pennsylvania-specific one-hour course: Only producers of partnership products* Proposed eight-hour course: All LTCI producers
Rhode Island	All LTCI producers
South Carolina	All LTCI producers

South Dakota	All LTCL producers
Tennessee	All LTCL producers
Texas	Only producers of partnership products*
Virginia	Only producers of partnership products*
Wisconsin	All LTCL producers

*** Important note:** Some insurance carriers are requiring that ALL their LTCL producers complete the LTC partnership training, even if this is not a state requirement.

State not listed? The state has not yet established LTC partnership training requirements.

Information based on state documents and reports from state personnel, current as of July 28, 2008.

When do you have to complete the initial LTC partnership training?

State	Deadline for completion of initial LTC partnership training (Note that states will also be requiring follow-up training.)
Arizona	By June 30, 2009
Arkansas	Partnership LTCL: Agents must complete the initial training before soliciting or selling partnership policies. Nonpartnership LTCL: Agents may sell nonpartnership policies before completing the initial training, but they must complete it by these deadlines: Agents already selling LTCL as of July 1, 2008: By July 1, 2009 Other agents: By January 1, 2009
Colorado	By January 1, 2009
Florida	Before soliciting or selling LTCL
Georgia	By October 1, 2008
Idaho	Before soliciting or selling LTCL
Illinois	Agents who had taken Illinois Course 09400 as of July 1, 2008: By July 1, 2009 Other agents: Before soliciting or selling LTCL
Iowa	By January 1, 2009
Maine	Before soliciting or selling LTCL (The deadline for agents already selling LTCL as of September 20, 2007, was July 1, 2008)

Maryland	Agents already selling LTCI as of September 10, 2007: By September 10, 2008 Other agents: Before soliciting or selling LTCI
Michigan	Before soliciting or selling partnership policies
Minnesota	Before soliciting or selling LTCI
Missouri	Before soliciting or selling partnership policies
Montana	Before soliciting or selling LTCI (Deadline was July 1, 2008)
Nebraska	By August 1, 2008
New Jersey	By July 1, 2009
North Dakota	Before soliciting or selling partnership policies (Deadline was July 1, 2008)
Ohio	By September 1, 2008
Oklahoma	Agents already selling LTCI as of July 14, 2008: By July 14, 2009 Other agents: Before soliciting or selling LTCI
Oregon	Before soliciting or selling LTCI
Pennsylvania	Partnership policies: A Pennsylvania-specific one-hour course must be completed before soliciting or selling partnership LTCI. Nonpartnership policies: An eight-hour training requirement has been proposed for all LTCI agents; if this is enacted, agents will be given time to fulfill it, but a deadline has not yet been set.
Rhode Island	Before soliciting or selling LTCI (The deadline for agents already selling LTCI as of July 3, 2007, was July 3, 2008)
South Carolina	By July 1, 2009
South Dakota	Before soliciting or selling LTCI (Deadline was July 1, 2008)
Tennessee	Agents already selling LTCI as of July 1, 2008: By July 1, 2009 Other agents: Before soliciting or selling LTCI
Texas	By January 1, 2009
Virginia	Before soliciting or selling partnership policies
Wisconsin	By January 1, 2009

State not listed? *The state has not yet established LTC partnership training requirements.*

Information based on state documents and reports from state personnel, current as of July 28, 2008.

What course do you need to take to meet the initial LTC partnership training requirements?

- Some states require only AHIP's eight-hour NAIC Model Course.
- Some states require the NAIC Model Course plus a supplement with information specific to that state.
- Two states (Minnesota and Colorado) require a state-specific course.

For long-term care partnership training, please visit our website:
www.LTCTPartnershipsOnline.com/nuco.
 We also offer classroom training. Contact Scott Rice at srice@ahip.org.

Resident and nonresident requirements: Unless otherwise noted, a state's requirements are the same for resident and nonresident agents.

State	What do you have to take to meet the state's initial LTC partnership training requirement?
Arizona	NAIC Model Course (8 hours)
Arkansas	NAIC Model Course (8 hours) and state supplement
Colorado	CO resident agents: Colorado-specific course (16 hours) Nonresident agents qualify by meeting the training requirements of their home state.
Florida	NAIC Model Course (8 hours)
Georgia	NAIC Model Course (8 hours) and state supplements
Idaho	NAIC Model Course (8 hours)
Illinois	NAIC Model Course (8 hours)
Iowa	NAIC model content (4 hours) <i>AHIP offers its 8-hour NAIC Model Course to Iowa agents so that they can earn additional CE and qualify to sell partnership policies in other states.</i>
Maine	NAIC Model Course (8 hours)
Maryland	NAIC Model Course (8 hours)
Michigan	<i>Proposed but not final:</i> NAIC Model Course (8 hours) and state supplements
Minnesota	MN resident agents: <i>MA Eligibility and the LTC Partnership Program</i> (Minnesota-specific course, 8 hours) Nonresident agents: NAIC Model Course (8 hours) plus state supplements.
Missouri	NAIC Model Course (8 hours) and state supplements

Montana	NAIC Model Course (8 hours)
Nebraska	NAIC Model Course (8 hours) and state supplements
New Jersey	NAIC Model Course (8 hours)
North Dakota	NAIC Model Course (8 hours)
Ohio	OH resident agents: NAIC Model Course (8 hours) and state supplements Nonresident agents: NAIC Model Course (8 hours)
Oklahoma	NAIC Model Course (8 hours)
Oregon	NAIC Model Course (8 hours)
Pennsylvania	<i>Required now: Pennsylvania Medicaid Long-Term Care Services (1-hour course)</i> <i>Proposed but not final: NAIC Model Course (8 hours) in addition to or including the 1-hour course.</i>
Rhode Island	NAIC Model Course (8 hours)
South Carolina	NAIC Model Course (8 hours)
South Dakota	NAIC Model Course (8 hours) and state supplements
Tennessee	NAIC Model Course (8 hours) and state supplement
Texas	NAIC Model Course (8 hours) and state supplements
Virginia	NAIC Model Course (8 hours) and state supplements <u>OR</u> Some agents may be able to fulfill the LTC partnership training requirement by taking a 2-hour course and state supplements.
Wisconsin	NAIC Model Course (8 hours) and Wisconsin-specific course (2 hours) <u>OR</u> An 8-hour Wisconsin-specific course (including 2 hours of Wisconsin content)

State not listed? *The state has not yet established LTC partnership training requirements.*

Information based on state documents and reports from state personnel, current as of July 28, 2008.

What ongoing training will you need to complete?

In most states agents must complete follow-up training within 24 months after the date they complete the initial training. In a few states, as indicated below, they must complete follow-up training within a certain amount of time after a set date, or within a CE or licensing period.

State	Hours	Timeframe for completing the ongoing training
Arizona	4	Every two-year period beginning July 1, 2009, after the two-year period in which the initial training was completed.
Arkansas	4	Every 24 months
Colorado	5	Every 24 months
Florida	4	Every 24 months
Georgia	4	Every 24 months
Idaho	4	Every 24 months
Illinois	4	Every 24 months
Iowa	3	Every CE term (three years)
Maine	4	Every 24 months
Maryland	4	Every 24 months
Michigan	4	Every 24 months
Minnesota	4	Every 24 months
Missouri	4	Every 24 months
Montana	4	Every 24 months beginning July 1, 2008
Nebraska	4	Every 24 months
New Jersey	4	Every 24 months
North Dakota	4	Every 24 months
Ohio	4	Every 24 months
Oklahoma	4	Every 24-month license renewal period
Oregon	4	Every 24 months
Pennsylvania	4	Every 24-month license renewal period
Rhode Island	4	Every 24 months

South Carolina	4	Every 24 months
South Dakota	4	Every 24 months beginning July 1, 2009
Tennessee	4	Every two-year license renewal period
Texas	4	Every two-year license renewal period
Virginia	4	Every 24 months
Wisconsin	4	Every two years (details being worked out)

State not listed? *The state has not yet established LTC partnership training requirements.*

Information based on state documents and reports from state personnel, current as of July 28, 2008.