A woman with her hair in a ponytail, wearing a yellow jacket over a striped shirt and blue jeans, is sitting on a chair by a large window. She is looking down at a laptop computer resting on her lap, with her hands on the keyboard. The window behind her has vertical blinds, and bright light is coming through, creating a soft glow on her face and hair.

Virginia Insurance Continuing Education Provider Webinar

October 27, 2021

Presented by:

**Virginia Insurance CE Board, Pearson VUE,
Virginia Bureau of Insurance, and Vertafore**

Meeting agenda

- Introductions
- CE / License Renewal Cycle
- Other Important Information
- Additional Resources
- Q&A



Introductions

Virginia Insurance Continuing Education Board

John G Lee (Board Chair): Lee-Curtis, a Bankers Insurance Company

Donnie Knowlson (Vice Chair): VP of Sales and Marketing for FBAlliance Insurance

Wallace (Bo) Harris (Executive Director)

Pearson VUE

Andrea Radwanski: Program Manager

Liz Tracy: Manager, Continuing Education

Virginia Bureau of Insurance

Richard Tozer: Manager, Agent Regulation Division

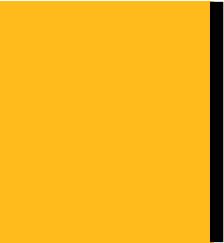
Mike Beavers: Deputy Commissioner, Agent Regulation Division

Vertafore

Teresa Harris: Government Account Director

Lesli Leakey: Government Account Manager

Connie Osters: Product Support Analyst



General housekeeping

- We will be recording this presentation in its entirety.
- All attendees will be muted during the presentation.
- Please do not put yourself on hold at any time.
- There will be a Q&A session at the conclusion of the presentation. Please use the Chat feature in Zoom to submit your questions.
- We will send a PDF of the presentation and a link to the recording a few days following this presentation.

A man and a woman are sitting at a wooden table in a modern office or cafe, looking at a laptop. The man is wearing glasses and a grey blazer, and the woman is wearing a grey hoodie. They are both looking intently at the screen. The background shows a window with green plants and a hanging light fixture.

New License Renewal Cycle

New license renewal cycle

- Effective January 1, 2021, the CE compliance deadline is now aligned with the licensee's renewal date. The license for an agent born in an even-numbered year shall expire at the end of the agent's birth month in even-numbered years. The license for an agent born in an odd-numbered year shall expire at the end of the agent's birth month in odd-numbered years. Examples:
 - An agent with a birth month of February and born in an **even** year will have a CE and their license renewal due by the license expiration date of February 28, 2022.
 - An agent with a birth month of February and born in an **odd** year will have a CE and their license renewal due by the license expiration date of February 28, 2023.
- The first license renewal will be due February 28, 2022.

New license renewal cycle

Please refer to the license renewal cycle table below for currently licensed individual agents.

BIRTH MONTH	2021	2022 (EVEN)	2023 (ODD)	2024 (EVEN)
January	No Renewals	No Renewals	Renew by Jan 31	Renew by Jan 31
February	No Renewals	Renew by Feb 28	Renew by Feb 28	
March	No Renewals	Renew by Mar 31	Renew by Mar 31	
April	No Renewals	Renew by Apr 30	Renew by Apr 30	
May	No Renewals	Renew by May 31	Renew by May 31	
June	No Renewals	Renew by Jun 30	Renew by Jun 30	
July	No Renewals	Renew by Jul 31	Renew by Jul 31	
August	No Renewals	Renew by Aug 31	Renew by Aug 31	
September	No Renewals	Renew by Sep 30	Renew by Sep 30	
October	No Renewals	Renew by Oct 31	Renew by Oct 31	
November	No Renewals	Renew by Nov 30	Renew by Nov 30	
December	No Renewals	Renew by Dec 31	Renew by Dec 31	

New license renewal cycle

- Resident agents may receive two (2) communications (e-mail and US postal mail) from the Virginia Insurance Continuing Education Board:
 - One-time notice – March 2021: **all** resident agents received a letter confirming their CE compliance/license renewal date. This notice will not be continued in future renewal cycles.
 - Six months before the license renewal date: **noncompliant** resident agents will be sent a status report confirming all CE requirements have not been met. This notice will not be continued in future renewal cycles.
- Resident agents may receive two (2) communications (e-mail and US postal mail) from the Bureau of Insurance:
 - A 90-day renewal notice
 - A 30-day renewal notice
- There is no longer a continuance fee; however, agents will pay a \$10 renewal fee (per line of authority) to the Bureau of Insurance.

Other important information

- Providers **must** report CE course completions within 10 calendar days. Providers are encouraged to report CE as soon as possible, especially at the end of the month as it could be detrimental to resident agents if filed after the 10 day “reporting period” following license expiration because on the 11th day the system puts resident agents (with a timely renewal) into reinstatement.
 - Resident agents without a timely renewal will be put into reinstatement first day after license expiration regardless of CE status.
- Providers should report the earliest completed courses first to prevent courses completed after the license expiration date from putting the agent into reinstatement.
- We encourage providers to follow up with students who have purchased courses and not completed/taken the exam.
- Effective immediately, student affidavits are no longer required.

Other important information

- Reminder! Please encourage agents to check their CE transcript.
- Effective July 1, 2021, the Public Adjuster CE program has been moved to the CE Board. Pearson Vue will continue to administer the program.

Additional resources

- Please review the Virginia Insurance Continuing Education Board [website](#) for additional information, including (but not limited to):
 - News & Updates to the Virginia Insurance CE program (this section is updated regularly as changes occur)
 - [Virginia Insurance Continuing Education Handbook](#)
 - [Provider FAQs](#)
 - [Virginia Insurance Continuing Education Requirements](#)
 - [Course Introduction Statement](#)
 - Contact information

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Virginia Insurance Continuing Education Board

NEWS AND UPDATES

State regulations require Producers with the Life and Annuities and/or the Variable Contracts license complete Annuity Suitability training prior to selling annuities. Agents licensed prior to September 1, 2021, who have completed an approved one-time four-credit annuity suitability training course prior to September 1, 2021 must complete by March 1, 2022 a one-time one-credit training course that includes the Best Interest standard approved by the Board. Individuals who are licensed on or after September 1, 2021, may not engage in the sale of annuities until the one-time four-credit annuity suitability training course that includes the Best Interest standard, approved by the Board, has been completed. Annuity Suitability courses that include the Best Interest standard will be available starting September 1, 2021. Licensees can lookup available courses at www.sircon.com/virginia. For additional information, please review the [Annuity Suitability Best Interest Training FAQs](#).

Please view the applicable section of the [2021 Continuing Education Handbook](#) - a document outlining CE requirements for both Agents and Providers. For information regarding Virginia Insurance licensing/renewals, license testing, and address/name changes, please visit [SCC website](#).

Agent CE Services	Provider CE Services
<p>Visit Vertafore Siron solutions for the following inquiries:</p> <ul style="list-style-type: none">• Review my CE Transcript• Find Available Courses• Approved Courses Inquiry <p>Visit Vertafore Siron solutions under the Services menu to use the following services:</p> <ul style="list-style-type: none">• Instructor Application• Instructor Renewal (renewals available in even years mid-October - December 31) <p>Resources</p> <ul style="list-style-type: none">• Agent FAQs• Mandatory Training Requirements• Waiver Application	<p>Log in to your account at Vertafore Siron solutions for Provider services. If you are currently not a subscriber to Compliance Express, please find more information and sign up.</p> <p>Note: If you are currently not an approved provider in Virginia, your application may be submitted via the Provider Application service after logging into your Compliance Express subscriber account.</p> <p>Resources</p> <ul style="list-style-type: none">• Provider FAQs• Sample Course Completion Certificate• Sample Introduction Statement• Provider Webinar• Provider Certification• Student Certification• Sample Acceptable Course Outline• Sample Unacceptable Course Outline• Sample Resume for Instructor Approval• Sample Sign-In/Sign-Out Sheet

Pearson VUE, in partnership with Vertafore Siron solutions, administers all facets of the continuing education program for the [Virginia Insurance Continuing Education Board](#) (pdf). In conjunction with license renewal, resident agents and consultants must be in compliance with Virginia CE statutes to maintain their license(s). [View requirements information \(pdf\)](#) and [statutory requirements beginning with §38-2-186](#).

Issues or questions?

LET'S CHAT! Get help fast! Just click to quickly reach customer service.

If the chat team is temporarily offline, please click on your region below to see alternate contact methods and hours of operation.

- Office hours: Monday-Friday, 8:00 a.m.-6:00 p.m. Eastern time; closed on local holidays.
- Phone: 877-234-6093
- Email: VirginiaInsuranceCE@pearson.com

Questions?

Important Contact Information

Virginia Insurance Continuing Education Board website

www.VirginiaInsuranceCE.com

Pearson VUE Support for Providers

877.234.6092

VirginiaInsuranceCE@pearson.com

Vertafore Technical Support

877.876.4330

sirconsupport@vertafore.com

Thank You