

GLIC07-87
December 14, 2007

Upcoming New Long Term Care Training Requirements for Producers in Florida, Minnesota, Rhode Island and Oregon

Florida:

Effective 12/31/07, Florida is requiring all producers licensed to sell long term care insurance to complete a one-time, 8-hour LTC training course (and a 4-hour LTC training course every 24 months thereafter). This training requirement must be completed by December 31, 2007.

Minnesota:

Effective 1/01/08, Minnesota is requiring all producers licensed to sell long term care insurance to complete a one-time, 8-hour LTC training course (and a 4-hour LTC training course every 24 months thereafter). This requirement must be completed by January 1, 2008.

Rhode Island

Effective 1/1/08, Rhode Island is requiring all producers licensed to sell long term care insurance to complete a one-time, 8-hour LTC training course (and a 4-hour LTC training course every 24 months thereafter).

- New Producers licensed **after** January 1, 2008: You must complete the 8-hour LTC training course prior to being appointed.
- Producers licensed **before** January 1, 2008: The deadline to complete the initial 8-hour LTC training course is **July 1, 2008**.

Oregon

Effective 1/31/08, Oregon is requiring all producers licensed to sell long term care insurance to complete a one-time 8-hour LTC training course (and a 4 hour LTC training course every 24 months thereafter).

For all of the requirements referenced above, proof of the completed training (CE completion certificates) must be faxed to Genworth Producer Services at 434 948.5928. Failure to complete training by the deadline may result in sales disruption.

Continuing Education Websites:

Training and CE can be obtained from many independent CE providers. Genworth has worked with several to offer you discounts on their services. Please see page two to know who those providers are. Costs and services vary by provider. Please check the websites carefully.

If you have any questions, please contact your Genworth LTCI Sales Team.

This training requirement applies to both individual long term care insurance and our linked benefit products (such as Total Living Coverage®).

Long Term Care Insurance underwritten by:

Genworth Life Insurance Company

Genworth Life Insurance Company of New York Administrative Offices: Richmond, Virginia

Genworth Life Insurance Company To Provide CE Solution Options

The long term care (LTC) insurance industry is currently under the spotlight. The advent of the LTC Partnership program and state "Own Your Future" campaigns have resulted in greater awareness about the need for LTC insurance. Concurrently, many states have started adopting the NAIC model training regulations to ensure that producers selling, soliciting or negotiating long term care insurance are adequately trained.

We recognize that you are busy taking care of your clients' needs, and we also know that you must meet the state's training requirements. Once states begin to impose deadlines for the completion of specific NAIC or Partnership training, you may not be able to continue selling long term care insurance unless you have completed the requirements.

As your long term care insurance provider of choice, we have partnered with several premier Continuing Education (CE) providers to help make meeting your training needs simple, easy and inexpensive.

Below you will find the provider names, negotiated pricing, and links to their sites so that you can quickly fulfill your state's requirements. All of the providers offer a variety of courses, from the complete 8-hour NAIC required content to individual state requirements.

Sandi Kruike, Inc

Pricing: \$20 per course (additional state filing fees may apply; please see website)
www.kruike.com/genworth

Corporation for Long Term Care Certification (CLTC)

Pricing: \$50 per course
www.ltcpartnershiptraining.com (Discount code: OLTGEN)
You must use the code above to receive the \$50 price

WebCE

Pricing: Varies; Several courses less than \$9.95
www.genworth.webce.com

LTC Consultants

Pricing: Varies; several courses less than \$31.00
www.ltcitraining.com (Discount code: GENWORTH)

Please note: All providers are independent of Genworth Life Insurance Company. You are welcome to use any CE Provider, all Genworth Life Insurance Company requires is that you submit a certificate of completion for the course taken to our Producer Services Department

For questions or concerns regarding content or site performance, please contact the individual provider.

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