

JAMES M. THOMSON  
COMMISSIONER OF INSURANCE

THOMAS S. NARDO  
FIRST DEPUTY COMMISSIONER



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STATE CORPORATION COMMISSION  
BUREAU OF INSURANCE

June 30, 1986

ADMINISTRATIVE LETTER 1986-15

**TO:** All Health Maintenance Organizations and Health Services Plans

**RE:** Health Agent Study Course - Administrative Letter 1986-11

Please be advised that Administrative Letter 1986-11 dated June 4, 1986 has been clarified as follows:

1. Individuals licensed as salesmen for prepaid hospitalization plans, prepaid medical and surgical services plans, medical health plans, prepaid hospital, medical and surgical plans and health maintenance organizations (HMOs) on or before June 30, 1986 will not be required to take the twenty-five-hour study course and pass the examination for health agents before they can solicit or procure coverages for an HMO or Health Services plan. Such individuals have previously met the requirements in effect at the time of licensure.

On July 1, 1986, all agents who are licensed and appointed with a company for license types 42-Prepaid Hospitalization, 43-Prepaid Medical & Surgical Services, 44-Health Maintenance, and 80-Medical Health will receive a Health agent license and an appointment card with a license type of 40-Health for each company.

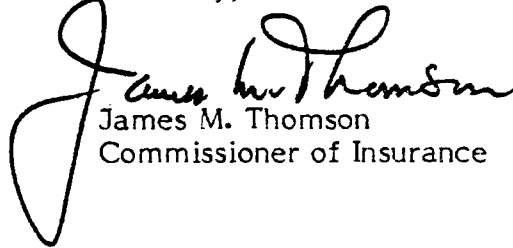
2. Instructors who are approved to teach the twenty-five hour study course must meet the following criteria:
  - a) Submit a current and detailed resume for review by Bureau personnel;
  - b) Have a CLU, FLMI, Master of Insurance Degree or other equivalent insurance education satisfactory to the State Corporation Commission, or, a minimum of three years life and health insurance management or training experience; or
  - c) Be an insurance teacher at an approved educational institution.

It should be noted that the "Agents Insurance Examination Preparation Manual" for Life and Health Insurance and addendum are now available for purchase through the Virginia Association of Life Underwriters, 2807 Parham Road, Suite 303, Richmond, Virginia 23229, (804) 747-6020. Any questions concerning the above-cited

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clarifications should be directed to William B. Walker, Agents' Licensing and Examination Supervisor, The State Corporation Commission's Bureau of Insurance, Post Office Box 1157, Richmond, Virginia 23209.

Sincerely,

A handwritten signature in cursive script, appearing to read "James M. Thomson".

James M. Thomson  
Commissioner of Insurance

JMT:bt