

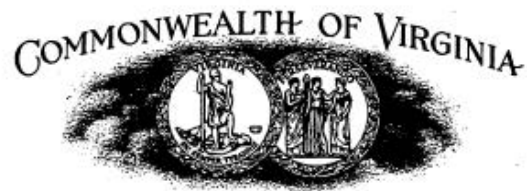
**ABUSE OF TEMPORARY LICENSE PROCEDURES  
FOR LIFE INSURANCE AGENTS**

**REPORTED TO  
THE GOVERNOR  
AND  
GENERAL ASSEMBLY OF VIRGINIA**



**HOUSE DOCUMENT NO. 9**

**COMMONWEALTH OF VIRGINIA  
Department of Purchases and Supply  
Richmond  
1976**



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**STATE CORPORATION COMMISSION**

November 17, 1975

TO: The Honorable Mills E. Godwin, Jr.  
Governor of Virginia

and

The General Assembly of Virginia

The report contained herein is pursuant to House Joint Resolution No. 180, which was passed by the 1975 Session of the General Assembly.

This report comprises the response of the State Corporation Commission to the directive that a study be made on the abuse of temporary license procedures for life insurance agents.

HOUSE JOINT RESOLUTION NO. 180

Directing the State Corporation Commission to make a study and report on the effect of Chapter 500 of the 1974 Acts of Assembly on the abuse of temporary license procedures for life insurance agents.

WHEREAS, the Virginia Advisory Legislative Council's Committee studying certain insurance matters received evidence during the course of its 1973 study that certain insurers were abusing the temporary licensing procedures for life insurance agents by obtaining temporary licenses for individuals who had no intention of becoming licensed insurance agents; and

WHEREAS, relying on this evidence the Virginia Advisory Legislative Council's Committee studying certain insurance matters recommended extensive revision of the temporary licensing law to the 1974 Session of the General Assembly; and

WHEREAS, the proposed revisions were substantially amended during the legislative process and as a result Chapter 500 of the 1974 Acts of Assembly was enacted; and

WHEREAS, the Virginia Advisory Legislative Council's present Committee studying certain insurance matters feels that the effect of the enactment of Chapter 500 of the 1974 Acts of Assembly should be studied to determine the necessity for further revision of the temporary insurance agent licensing law; now, therefore, be it

RESOLVED by the House of Delegates, the Senate concurring, that the State Corporation Commission is hereby directed to make a study and report on the effect of Chapter 500 of the 1975 Acts of Assembly in curbing the abuse of the temporary licensing procedures for life insurance agents.

The State Corporation Commission shall complete its study and make its report to the Governor and the General Assembly not later than November one, nineteen hundred seventy-five.

Over the years many have become rightfully concerned regarding the issuance of a temporary license to untrained individuals authorizing them to sell life insurance and annuities and accident and sickness insurance. At the same time, it has been recognized that there is a need for this type of agent because of the way certain insurance companies market and service certain types of insurance policies. Accordingly, efforts have been made to (1) minimize abuses surrounding the use of these licenses; and (2) to assure that temporary licensees receive on the job training and are subject to more stringent supervision by qualified agents.

Section 38.1-301.4 of the Code of Virginia strikes a balance between these competing considerations. This provision of the Code authorizes, among other things, the issuance of a temporary license to (1) any agent of a company writing life insurance and annuities and accident and sickness insurance if the licensee is currently participating in a company's training program approved by the State Corporation Commission; and (2) any person who must regularly or from time to time collect premiums on policies of industrial life or industrial accident and sickness insurance. The training provision was inserted with respect to the first category because these licensees would, in addition to collecting premiums, advise and service potential and existing customers. This was not required for the last category because the primary responsibility of these licensees is the collection of premiums.

In 1974 this section was amended to provide that (1) the licensees operate only under the supervision and direction of a licensed agent; and (2) not less than 75% of the applicants of each company obtaining a temporary license must take the State Corporation Commission's agent's examination prior to the expiration of the temporary license -- which is issued for a six month period.

All of the foregoing procedures were intended to accomplish the following:

- To minimize the often criticized abuse of companies using untrained individuals as agents for a two to three month period only;
- to encourage companies to do a better job of selecting individuals that both intend and actually do make insurance a career; and
- to assure that temporary licensees that sell and service insurance policies receive structured training and supervision while on the job.

In January, 1975, the General Assembly passed House Joint Resolution No. 180 which directed the State Corporation Commission to report on the effectiveness of the 1974 amendments in "curbing the abuse of the

temporary licensing procedures of life insurance agents". This report is divided into three parts. The first will describe what the State Corporation Commission has done to enforce the law. The second will summarize the impact of the 1974 amendments and the degree to which the industry has complied with its mandates. The last section will outline the State Corporation Commission's recommendations.

A. Enforcement of the Temporary Licensing Law:

In July, 1974 the State Corporation Commission sent a detailed memorandum to every life insurance company and fraternal benefit society then authorized to obtain temporary licenses for trainee agents outlining the requirements of Section 38.1-301.4 of the Virginia Code and the means by which the State Corporation Commission procedures designed to eliminate the abuses Section 38.1-301.4 was designed to cure. This memorandum is attached as Appendix A. This July memorandum, among other things, outlines the subject matter that must be covered in the training course and requires, as a condition to temporary license authority, that the company agree that temporary licensees that service or sell insurance complete the training course and that at least 75% of these licensees take the State Corporation Commission's examination after the completion of the training course. It also provided that each company must complete a TC-3 form acknowledging that the licensee has completed the required training course before the licensee could take the State Corporation Commission's examination. The memorandum also required each company wishing to avail itself of temporary licenses to acknowledge and agree to these conditions in writing.

Temporary licenses have not been and will not be issued to any company that has not submitted the required acknowledgment and agreement.

B. Compliance with the 1974 Amendments

As previously pointed out the 1974 amendments required that (1) a temporary licensee be supervised by a licensed agent; and (2) that at least 75% of those issued a temporary license take the State Corporation Commission's license examination.

The State Corporation Commission has attempted to evaluate the effectiveness of the training programs by comparing the pass-fail rate of temporary licensees with that of other individuals taking the State Corporation Commission's examination. The following table summarizes the pass-fail rate for the first three months of 1975:

PASS-FAIL RATE OF  
TEMPORARY LICENSEES

<u>Month Issued</u>	<u>Number of Licensees Taking Examination</u>	<u>Number Passed</u>	<u>Percent</u>
<u>1975</u>			
January	183	126	69
February	177	134	76
March	154	124	81
Total	514	384	75%

PASS-FAIL RATE OF OTHERS  
TAKING THE STATE CORPORATION  
COMMISSION'S EXAM

<u>Month</u>	<u>Number of Individuals Taking Examination</u>	<u>Number Passed</u>	<u>Percent Passed</u>
<u>1975</u>			
January	125	98	78
February	105	80	76
March	136	117	86
Total	366	295	81%

While it appears that the passing rate of temporary licensees is high, it is lower than that of other applicants taking the State Corporation Commission's examination. Obviously, improvement is both possible and desirable. The State Corporation Commission plans to institute a field-check of licensee supervision. It will also undertake a review of the training courses that have been given and will work with the industry to upgrade these programs. In addition, the State Corporation Commission has already found some apparent irregularities in at least one of the training courses offered by one of the companies. It is now in the process of investigating these matters and the results of this investigation will be the subject of a supplementary report.

With respect to the 75% requirement, the overall industry performance has been poor. Since July, 1974 -- the effective date of the 1974 amendments -- the State Corporation Commission has issued 2,623 temporary licenses. Only 1,429 of these licensees or 54% have taken the examination. A month-by-month breakdown is as follows:

<u>Month Issued</u>	Number of Temporary Licenses Issued	Number of Licensees Taking Examination	Percent Taking Exam
July	317	147	46
August	261	142	54
September	305	179	59
October	323	178	55
November	320	182	57
December	204	103	50
January	272	135	50
February	336	191	57
March	278	172	62
Total	2,623	1,429	54%

Statistics after March, 1975 are not yet available since under the 1974 amendment a licensee must take the examination within six months from the date of issuance. In other words, the State Corporation Commission is not able to tell whether or not companies have met this requirement until six months after the temporary license has been issued. Accordingly, the results for licenses issued in April could not be computed until October and the results for June, 1975 will not be computed until December, 1975.

It is obvious from the above table that the aggregate participation rate has fallen far below the requirements of the law. This, however, is somewhat misleading since a number of insurance companies have met and even exceeded the requirements of the law. Accordingly, it is important to review the experience of each company separately in order to determine which has or has not met the 75% requirement. Attached as Appendix B is a listing of companies in alphabetical order showing the number of temporary licenses issued between July, 1974 and March of 1975 to each company and the number of temporary licensees that have taken the State Corporation Commission's examination. This review will indicate that Virginia's two largest domestic companies have met the 75% requirement, i.e., Life Insurance Company of Virginia and Home Beneficial Life Insurance Company. Other companies, both domestic and foreign have not, such as Bankers Life and Casualty Company, Combined Insurance Company of America, First Commonwealth Life Insurance Company, and Reserve Life Insurance Company.

Under the law the State Corporation Commission is authorized to refuse to issue temporary licenses for any company where after twelve months of experience a company has failed to meet the requirements of the law without

good cause. Twelve months of experience will be available at the end of December, 1975. As previously pointed out, this is so because the six months period for licenses issued in June, 1975 will not expire until the end of 1975. At that time, the State Corporation Commission will direct each company which has fallen below the 75% mark requesting it to demonstrate to the State Corporation Commission why the State Corporation Commission should not cease issuing temporary licenses to applicants from that company. If, after an appropriate hearing, it is determined that the company's failure to comply was not justified, the State Corporation Commission will no longer issue temporary licenses to that company.

In its enforcement of this sanction, the State Corporation Commission will interpret the term "good cause" in a manner designed to further the intent of the legislature. In those instances where a company is on the borderline, or where circumstances dictate, the State Corporation Commission may, in its discretion, place a company on probation for a definite period of time. If at the end of that period the situation has not improved, the State Corporation Commission will institute proceedings to discontinue temporary licenses.

Whenever the State Corporation Commission determines that the issuance of temporary licenses for any company should be suspended, the State Corporation Commission will cease to issue such licenses for an appropriate period of time which in no event shall be less than one year. At the end of the suspension period, the State Corporation Commission will entertain a request for reinstatement of the authority to request temporary licenses. In making its decision, the State Corporation Commission will consider all relevant circumstances. It may also impose any safeguards it deems appropriate regarding the issuance of future licenses.

#### C. Recommendations

While the statistics demonstrate that temporary licensees viewed in the aggregate have failed to even come close to the requirements of the law, the State Corporation Commission believes that this is caused by a number of companies that may not have taken their obligations seriously. At the same time, the State Corporation Commission does not believe that non-compliance by some companies should inure to the detriment of those insurance companies which have made a diligent and responsible effort to comply with the law. Accordingly, the State Corporation Commission recommends that the present law remain intact and that the State Corporation Commission stringently enforce its provisions. To this end, the State Corporation Commission will in January, 1976 cease issuing temporary licenses to those companies which have failed to meet the requirements of the law without good cause -- which should eliminate most of the abuses of concern to the legislature.

The State Corporation Commission also feels that much more could be done to strengthen the training of temporary licensees. The State



- 6 -

Corporation Commission will be meeting shortly with representatives of the industry to review how the training courses have been given and what can be done to improve their effectiveness. With respect to companies that have conducted the training course in an irresponsible manner, the State Corporation Commission will consider appropriate disciplinary action.

We believe that the existing law, if properly and stringently enforced, strikes an appropriate balance between the need to educate and supervise individuals so that they operate in a manner consistent with the public interest while at the same time permitting some flexibility in our licensing procedures.



A

EVERETTE S. FRANCIS  
COMMISSIONER OF INSURANCE

C. WILLIAM WAECHTER, JR.  
EXECUTIVE DIRECTOR

ASSISTANT COMMISSIONERS:  
JOHN H. PARKER - EXAMINATIONS  
WILLIAM G. FLOURNOY - CONSUMER  
SERVICES & MARKETING  
GARLAND L. HAZELWOOD, JR.  
RATE REGULATION

STATE CORPORATION COMMISSION  
BUREAU OF INSURANCE  
BOX 1157  
RICHMOND 23209

PLEASE ADDRESS  
REPLY TO:

MEMORANDUM NO. 74-1

DATE: JULY 1, 1974

TO : LIFE INSURANCE COMPANIES AND FRATERNAL BENEFIT SOCIETIES  
NOW AUTHORIZED TO APPOINT TEMPORARY LICENSEES IN VIRGINIA

SUBJECT: REVISED TEMPORARY LICENSING PROCEDURE - TRAINEE AGENTS

GENERAL

During its 1974 Session, the General Assembly of Virginia enacted changes in Section 38.1-301.4 of the Code of Virginia which authorizes issuance of temporary licenses to trainee agents of life insurance companies and fraternal benefit societies which conduct agents' training courses acceptable to the State Corporation Commission.

An acceptable course is one deemed adequate to assure that participants will "learn the laws and regulations relating to the insurance business in Virginia; ethical sales techniques and any other matters to enable them to operate in the insurance business without harm or detriment to the public \*\*".

Further, the State Corporation Commission is authorized, in its discretion, to withdraw permission of using the temporary license procedure from any company or society when, during the preceding twelve (12) months, more than twenty-five percent (25%) of its temporary licensees have repeatedly and without good cause failed to appear and take the required State-conducted written examination.

Further, each temporary licensee shall be under the supervision, direction and responsibility of a licensed agent.

IMPLEMENTATION

Following are the rules and procedures to be followed:

1 - COMPANY OR SOCIETY ACTION FOR AUTHORITY TO REQUEST TEMPORARY LICENSES

Virginia Form TC-1 must be completed IN DUPLICATE with both copies being sent to the Bureau of Insurance personally signed by an Executive Officer of the company or society.

SUBJECT:        REVISED TEMPORARY LICENSING PROCEDURE (cont'd.)        July 1, 1974

2 - TRAINING COURSE

A - STUDY OF PERTINENT INSURANCE LAWS AND REGULATIONS

- (1) The mandatory study is based on the Study Material furnished to the trainee with his temporary license. This may be supplemented by material published by recognized houses such as R & R Service of America, Rough Notes, etc., at the option of the company or society.
- (2) The trainee's progress must be tested by written tests given one per week in accordance with the schedule on the Form TC-1. (Completed test papers are to be kept in file by the company or society for at least one (1) year.)
- (3) Tests are to be supervised by the trainee's supervisor as referred to in Paragraph 2 C below. TESTS ARE NOT TO BE CONDUCTED AS A CORRESPONDENCE COURSE.

B - FIELD ACTIVITIES (Advertising; Solicitations; Sales Interviews)

The trainee's supervisor has responsibility for guidance and assistance to the trainee agent. This includes instructional interviews not less often than weekly, plus review of the applications obtained by the trainee.

C - TRAINEE'S SUPERVISOR

In view of the obvious importance of this activity, no person having less than eighteen (18) months experience as a licensed insurance agent during the two (2) years immediately preceding his appointment as trainee supervisor is acceptable as the supervisor of a trainee agent.

3 - GENERAL INFORMATION

- A - MINIMUM AGE for license as an insurance agent is 18.
- B - MAXIMUM TERM OF A TEMPORARY LICENSE is six (6) months.
- C - CHANGE OF TEMPORARY LICENSE FROM ONE COMPANY OR SOCIETY TO ANOTHER will not be made UNLESS sufficient time remains from the original six (6) months period for completion of the entire training course with the second company or society - nor until the first temporary license has been properly cancelled.
- D - Except as provided in Paragraph 3 C, a second temporary license will not be issued prior to the end of one (1) year from the date the previous temporary license was cancelled or expired.

SUBJECT: REVISED TEMPORARY LICENSING PROCEDURE (cont'd.) July 1, 1974

- E - TEMPORARY LICENSES FOR TWO OR MORE COMPANIES SIMULTANEOUSLY will not be granted except in the case of "companion" companies operating from the same office location in this State.
- 4 - BASES FOR POSSIBLE REVOCATION OF TEMPORARY LICENSE AUTHORITY
  - A - INSUFFICIENT COMPLETION OF TRAINING COURSE BY LICENSEES

The requirement in the third paragraph under "GENERAL" on page 1 of this memorandum stated conversely means that at least seventy-five (75%) percent of a company's or society's licensed trainee agents MUST appear and take the State-conducted written examination within the allotted time, i. e., within six (6) months. If this result is not obtained, it may be the basis for revocation of the temporary license authority.
  - B - OTHER BASIS FOR REVOCATION OF TEMPORARY LICENSE AUTHORITY

Temporary license authority may be revoked whenever the Bureau of Insurance has evidence that the prescribed procedures are not being followed or are being administered in such a manner as to indicate harm or detriment to the public interest.
  - C - IN NO EVENT WILL REVOCATION BE EFFECTED WITHOUT THE COMPANY OR SOCIETY ACCUSED BEING GIVEN AN OPPORTUNITY TO BE HEARD IN ITS DEFENSE.
- 5 - PROCEDURE TO BE FOLLOWED BY PARTICIPATING COMPANIES OR SOCIETIES
  - A - APPLICATION FOR AUTHORITY

Submit Virginia Form TC-1 as set forth in Paragraph 1 above. If approved, original of Virginia Form TC-1 will be returned to company or society - and following will apply.
  - B - REQUEST FOR TEMPORARY LICENSE FOR TRAINEE

Company or society must submit license request (Form 103) with trainee's application (Form 113) with the full name and address of the designated "Trainee's Supervisor" being shown on the license request or in a separate attached letter.
  - C - TRAINEE'S APPEARANCE FOR STATE-CONDUCTED EXAMINATION

When appearing for the State-conducted examination following completion of the mandatory training, the trainee must bring with him a "Certificate" personally signed by his Supervisor and containing information as shown in the attached Encl. 2.

REVISED TEMPORARY LICENSING PROCEDURE (cont'd.) July 1, 1974

6 - EFFECTIVE DATE; TIME LIMIT FOR RE-FILING

The effective date of the changes referred to herein is July 1, 1974. Unless a company or society now using temporary licensing procedure files a revised Virginia Form TC-1 by August 1, 1974, its temporary licensing authority will then cease.

Encls: #1 - Form TC-1 (Rev.)(2)  
#2 - Certificate

N. B. You are authorized and requested to reproduce this memorandum and its enclosures for distribution to the various offices of your company handling agents licensing matters.

TEMPORARY LICENSES - TRAINEE "LIFE AGENTS"  
(State Examination Pending)

TO: BUREAU OF INSURANCE, Commonwealth of Virginia, Richmond, Virginia 23209

The \_\_\_\_\_  
(Full Name of Company or Society)

hereby requests authority to apply for TEMPORARY LICENSES for individuals enrolled in its Training Course preparatory to taking the State-conducted qualification examination.

In support of this request, the company or society agrees to comply with the following conditions:

- The Training Course will cover pertinent insurance laws and regulations, and -  
LIFE INSURANCE & ORDINARY ANNUITIES ( ) ACCIDENT & SICKNESS INSURANCE ( )

- 2 - The Study Portion of the Training Course will be based solely on the study material sent to each Temporary Licensee by this Bureau; and will be conducted on the following schedule with the trainee being required to take a written test each week, said tests having been prepared by the company or society:

<u>WEEK</u>	<u>SUBJECTS</u>
	(INSURANCE LAWS & REGULATIONS)
1st	Introduction; Theory of Insurance; Insurance Companies
2nd	Insurance Agents; Licenses
3rd	Conduct of Business by Agents; Conclusion
	(LIFE INSURANCE & ANNUITIES)
4th	Introduction; Ordinary Insurance; Plans and Uses
5th	Premiums; Reserves; Nonforfeiture Values
6th	Policy Provisions
7th	Industrial Life Insurance; Group Life Insurance; Annuities
	(ACCIDENT & SICKNESS INSURANCE)
8th	Scope of Coverages; Classes of Policies; Policy Forms & Premiums
9th	Policy Provisions
10th	Types of Policies by Conditions of Renewal
11 to 15	SUGGESTED: Review of Training; Take State Examination
NOTE:	<u>This schedule is mandatory.</u> If training course covers Accident & Sickness Insurance ONLY, move up in schedule. <u>COMPANY OR SOCIETY MAY INCLUDE ADDITIONAL SUBJECTS AT ITS OPTION.</u>

- 3 - The trainee will conduct his field activities under the supervision, direction and responsibility of an individual who has been duly licensed as an agent of the company or society named below not less than eighteen (18) months out of the preceding two (2) years, and who will conduct an instructional interview with the trainee not less often than weekly.
- 4 - Temporary licenses are issued for a six (6) months term and are not renewable nor extendable. The trainee must complete his training; pass the State-conducted examination; and become the holder of a regular license within that term; otherwise, his authority to act as agent will expire at the end of the term, if not cancelled previously by company or society, or Bureau, action.  
TRAINEE'S RECORDS WILL BE RETAINED BY THE COMPANY OR SOCIETY FOR AT LEAST ONE YEAR; AND WILL BE SUBMITTED TO THE BUREAU OF INSURANCE FOR REVIEW UPON ITS REQUEST.

(Company or Society)

By \_\_\_\_\_ (Signature)

Typed Name & Title \_\_\_\_\_

TEMPORARY LICENSES - TRAINEE "LIFE AGENTS"  
(State Examination Pending)

TO: BUREAU OF INSURANCE, Commonwealth of Virginia, Richmond, Virginia 23209

The \_\_\_\_\_

(Full Name of Company or Society)

hereby requests authority to apply for TEMPORARY LICENSES for individuals enrolled in its Training Course preparatory to taking the State-conducted qualification examination.

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LIFE INSURANCE & ORDINARY ANNUITIES ( ) ACCIDENT & SICKNESS INSURANCE ( )
- 2 - The Study Portion of the Training Course will be based solely on the study material sent to each Temporary Licensee by this Bureau; and will be conducted on the following schedule with the trainee being required to take a written test each week, said tests having been prepared by the company or society:

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	(INSURANCE LAWS & REGULATIONS)
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3rd	Conduct of Business by Agents; Conclusion
	(LIFE INSURANCE & ANNUITIES)
4th	Introduction; Ordinary Insurance; Plans and Uses
5th	Premiums; Reserves; Nonforfeiture Values
6th	Policy Provisions
7th	Industrial Life Insurance; Group Life Insurance; Annuities
	(ACCIDENT & SICKNESS INSURANCE)
8th	Scope of Coverages; Classes of Policies; Policy Forms & Premiums
9th	Policy Provisions
10th	Types of Policies by Conditions of Renewal
11 to 15	SUGGESTED: Review of Training; Take State Examination
NOTE:	<u>This schedule is mandatory. If training course covers Accident &amp; Sickness Insurance ONLY, move up in schedule. COMPANY OR SOCIETY MAY INCLUDE ADDITIONAL SUBJECTS AT ITS OPTION.</u>

- 3 - The trainee will conduct his field activities under the supervision, direction and responsibility of an individual who has been duly licensed as an agent of the company or society named below not less than eighteen (18) months out of the preceding two (2) years, and who will conduct an instructional interview with the trainee not less often than weekly.
- 4 - Temporary licenses are issued for a six (6) months term and are not renewable nor extendable. The trainee must complete his training; pass the State-conducted examination; and become the holder of a regular license within that term; otherwise, his authority to act as agent will expire at the end of the term, if not cancelled previously by company or society, or Bureau, action.  
TRAINEE'S RECORDS WILL BE RETAINED BY THE COMPANY OR SOCIETY FOR AT LEAST ONE YEAR; AND WILL BE SUBMITTED TO THE BUREAU OF INSURANCE FOR REVIEW UPON ITS REQUEST.

(Company or Society)

By \_\_\_\_\_ (Signature)

Typed Name & Title \_\_\_\_\_

FORM TC-3  
(Va. 6-74)

CERTIFICATION  
of  
COMPLETION OF TRAINING COURSE  
by  
TEMPORARY LICENSEE

This is to certify that \_\_\_\_\_, a Temporary  
Licensee of \_\_\_\_\_  
(Full Name of Company or Society)

has satisfactorily completed the authorized Training Course including both prescribed  
Stu and Written Tests and supervised field activities under my personal supervision  
and direction.

The kinds of insurance in which trained are:

Life Insurance & Ordinary Annuities ( ) Accident & Sickness ( )

Signed \_\_\_\_\_

Name Typed \_\_\_\_\_

Address \_\_\_\_\_

Date \_\_\_\_\_

\*\*\*\*\*

INSTRUCTIONS

To the Company or Society: Please see that the Trainee is notified that he MUST BRING  
the Certificate of Completion of the Training Course when he appears for the  
State-conducted examination.

To the Trainee: You MUST BRING the Certificate of Completion of the Training Course  
and your temporary license when you appear for the State-conducted examination.

N O T E

This procedure pertains ONLY to the initial examination taken following completion of  
the Training Course.

IN THE CASE OF A RE-TAKE OF THE EXAMINATION, the examinee must follow the instructions  
which will be given him if he is unsuccessful on the initial examination.



B

NUMBER TAKING EXAMINATION

BY COMPANY

Between July 1, 1974 and March 31, 1975

	<u>NUMBER OF TEMPORARY LICENSES ISSUED</u>	<u>NUMBER TAKING EXAMINATION</u>	<u>% TAKING</u>
ACACIA MUTUAL LIFE INS. CO.	0	0	0
ACADEMY LIFE INS. CO.	22	3	18
AETNA LIFE INS. CO	8	2	25
AID ASSOCIATION FOR LUTHERANS	6	6	100
ALL AMERICAN LIFE & CASUALTY CO.	14	5	36
AMERICAN BANKERS LIFE ASSURANCE COMPANY OF FLORIDA	44	2	5
AMERICAN CAPITAL LIFE INS. CO.	0	0	0
AMERICAN DEFENDER LIFE INS. CO.	5	2	40
AMERICAN FAMILY LIFE ASSURANCE CO.	24	12	50
AMERICAN FIDELITY LIFE INS. CO.	11	4	36
AMERICAN GENERAL LIFE INSURANCE COMPANY OF DELAWARE	4	2	50
AMERICAN INCOME LIFE INS. CO.		5	21
AMERICAN NATIONAL INS. CO.	11	7	64
ANCHOR NATIONAL LIFE INS. CO.	24	5	21
ARGUS LIFE INSURANCE COMPANY	0	0	0
ATLANTIC NATIONAL LIFE INS. CO.	42	11	26
BANKERS LIFE & CASUALTY COMPANY	114	37	32
	2	0	0
BANKERS NATIONAL LIFE INS. CO.	1	1	100
BENEFICIAL NATIONAL LIFE INS. CO.	1	0	0
BENEFICIAL STANDARD LIFE INS. CO.	0	0	0
BUSINESS MEN'S ASSURANCE COMPANY	0	0	0

NAME	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
THE CAPITOL LIFE INS. CO.	0	0	0
COASTAL STATES LIFE INS. CO.	0	0	0
COLONIAL LIFE & ACCIDENT INS. CO.	13	7	54
COLUMBIA ACCIDENT & HEALTH INS. CO.	8	4	50
COLUMBIAN MUTUAL LIFE INS. CO.	0	0	0
COMBINED INSURANCE COMPANY OF AMERICA	213	125	59
CONNECTICUT GENERAL LIFE INS. CO.	8	6	75
CONNECTICUT MUTUAL LIFE INS. CO.	6	6	100
CONSTITUTION LIFE INSURANCE COMPANY	0	0	0
CONTINENTAL ASSURANCE COMPANY	0	0	0
COUNTRYWIDE LIFE INS. CO.	0	0	0
DURHAM LIFE INSURANCE COMPANY	31	22	71
THE EQUITABLE LIFE ASSURANCE SOCIETY OF THE UNITED STATES	29	16	55
EQUITABLE LIFE INSURANCE COMPANY	8	6	75
EQUITABLE LIFE OF IOWA	7	4	57
ERIE FAMILY LIFE INS. CO.	0	0	0
ESTATE LIFE INS. CO. AMERICA	10	1	10
EXECUTIVE FUND LIFE INS. CO.	25	5	20
FARMERS AND TRADERS LIFE INS. CO.	0	0	0
FIDELITY BANKERS LIFE INS. CO.	0	0	0
FIDELITY MUTUAL LIFE INS. CO.	0	0	0
FIDELITY UNION LIFE INS. CO.	34	10	29
FIRST COMMONWEALTH LIFE INS. CO.	27	6	22
FRANKLIN LIFE INSURANCE COMPANY	25	7	28

NAME	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
GENERAL AMERICAN LIFE INS. CO.	0	0	0
GENERAL SERVICES LIFE INS. CO.	1	1	100
GEORGE WASHINGTON LIFE INS. CO.	9	3	33
GLOBE LIFE AND ACCIDENT INS. CO.	39	13	33
GLOBE LIFE INSURANCE COMPANY	0	0	0
GOVERNMENT EMPLOYEES LIFE INS. CO. OF WASHINGTON, D. C.	0	0	0
GOVERNMENT PERSONNEL MUTUAL LIFE INSURANCE COMPANY	1	1	100
GUARANTEE TRUST LIFE INS. CO.	0	0	0
GUARDIAN LIFE INS. CO. OF AMERICA	3	2	67
HARTFORD LIFE AND ACCIDENT INS. CO.	0	0	0
HARTFORD LIFE INSURANCE COMPANY	0	0	0
HERALD LIFE INSURANCE COMPANY	3	2	66
HOME BENEFICIAL LIFE INS. CO.	75	63	84
HOME LIFE INSURANCE COMPANY	2	1	50
IDS LIFE INSURANCE COMPANY	11	8	73
INDEPENDENT LIBERTY LIFE INS. CO.	1	1	100
THE INDEPENDENT ORDER OF FORESTERS	63	16	25
INTEGON LIFE INSURANCE CORPORATION	9	6	67
INTERSTATE LIFE & ACCIDENT INS. CO.	42	32	76
JEFFERSON NATIONAL LIFE INS. CO.	4	2	50
JEFFERSON STANDARD LIFE INS. CO.	20	14	70
JOHN HANCOCK MUTUAL LIFE INS. CO.	65	43	66
KANSAS CITY LIFE INS. CO.	3	0	0
KENTUCKY CENTRAL LIFE INS. CO.	20	5	25

NAME	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
LIBERTY LIFE INSURANCE COMPANY	0	0	0
LIFE & CASUALTY INS. CO. OF TENNESSEE	35	17	49
LIFE INSURANCE COMPANY OF GEORGIA	26	17	65
LIFE INSURANCE COMPANY OF NORTH AMERICA	11	3	27
THE LIFE INSURANCE COMPANY OF VIRGINIA	63	48	76
THE LINCOLN NATIONAL LIFE INS. CO.	49	32	65
LONE STAR LIFE INSURANCE	0	0	0
THE MANHATTAN LIFE INS. CO.	0	0	0
THE MANUFACTURERS LIFE INS. CO.	0	0	0
MASSACHUSETTS INDEMNITY & LIFE INSURANCE COMPANY	1	0	0
MASSACHUSETTS MUTUAL LIFE INS. CO.	13	9	69
METROPOLITAN LIFE INS. CO.	102	75	74
MIDLAND NATIONAL LIFE INS. CO.	2	0	0
MIDWESTERN UNITED LIFE INS. CO.	1	0	0
MINNESOTA MUTUAL LIFE INS. CO.	2	1	50
MODERN WOODMEN OF AMERICA	14	10	71
MONARCH LIFE INSURANCE COMPANY	5	4	80
MONUMENTAL LIFE INS. CO.	3	3	100
MUTUAL BENEFIT LIFE INS. CO.	8	3	38
MUTUAL LIFE INSURANCE COMPANY OF NEW YORK, THE	23	13	57
MUTUAL OF OMAHA INS. CO.	33	19	58
MUTUAL SECURITY LIFE INS. CO.	3	1	33
MUTUAL TRUST LIFE INS. CO.	2	0	0

	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
NATIONAL AMERICAN LIFE INS. CO.	3	2	67
NATIONAL CASUALTY COMPANY	1	0	0
NATIONAL HOME LIFE ASSURANCE CO.	11	0	0
THE NATIONAL LIFE & ACCIDENT INS. CO.	16	10	63
NATIONAL LIFE INS. CO. OF VERMONT	1	0	0
NATIONAL OLD LINE INS. CO.	0	0	0
NATIONAL SAVINGS LIFE INS. CO.	21	6	29
NATIONWIDE LIFE INS. CO.	38	32	84
NATIONWIDE MUTUAL INS. CO.	535	29	83
NEW ENGLAND MUTUAL LIFE INS. CO.	8	8	100
NEW YORK LIFE INS. CO.	65	50	77
NORTH AMERICAN ASSURANCE SOCIETY OF VIRGINIA, INC.	7	2	29
NORTH CAROLINA MUTUAL LIFE INS. CO.	39	19	49
NORTHWESTERN MUTUAL LIFE INS. CO.	17	13	76
NORTHWESTERN NATIONAL LIFE INS. CO.	0	0	0
NORTHWESTERN SECURITY LIFE INS. CO.	2	2	100
OCCIDENTAL LIFE INS. CO. OF CALIFORNIA	1	1	100
OHIO NATIONAL LIFE INS. CO., THE	0	0	0
THE OLD LINE LIFE INS.CO.	1	0	0
PACIFIC MUTUAL LIFE INS. CO.	0	0	0
THE PAUL REVERE LIFE INS. CO.	2	0	0
PENNSYLVANIA LIFE INS. CO.	47	15	32
PENSION LIFE INS. CO. OF AMERICA	0	0	0
PEOPLES-HOME LIFE INS. CO. OF INDIANA	0	0	0
PEOPLES LIFE INS. CO., WASHINGTON,DC	103	72	70

NAME	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
PILOT LIFE INSURANCE COMPANY	37	20	54
PROTECTIVE LIFE INS. CO. OF ALABAMA	1	0	0
PROVIDENT INDEMNITY LIFE INS. CO.	1	1	100
PROVIDENT LIFE & ACCIDENT INS. CO.	1	0	0
PROVIDENT MUTUAL LIFE INSURANCE COMPANY OF PHILADELPHIA	13	8	62
PRUDENTIAL INS. CO. OF AMERICA	88	66	75
PURITAN LIFE INSURANCE COMPANY	0	0	0
REPUBLIC NATIONAL LIFE INS. CO.	0	0	0
RESERVE LIFE INSURANCE COMPANY	79	23	29
SECURITY BENEFIT LIFE INS. CO.	0	0	0
SHENANDOAH LIFE INSURANCE COMPANY	5	5	100
SOUTHERN AID LIFE INS. CO., INC.	22	6	27
SOUTHERN FARM BUREAU LIFE INS. CO.	8	4	50
SOUTHERN LIFE INSURANCE COMPANY	8	5	63
SOUTHLAND LIFE INSURANCE COMPANY	50	33	66
SOUTHWESTERN GENERAL LIFE INS. CO.	83	54	65
SOUTHWESTERN LIFE INS. CO.	80	51	64
STANDARD LIFE & ACCIDENT INSURANCE COMPANY OF CALIFORNIA	2	1	50
STATE FARM LIFE INS. CO.	7	7	100
STATE LIFE INSURANCE COMPANY	4	2	50
STATE MUTUAL LIFE ASSURANCE COMPANY OF AMERICA	1	1	100
STURDIVANT LIFE INS. CO.	0	0	0
SUN LIFE INS. CO. OF AMERICA	3	3	100
SUN LIFE ASSURANCE CO. OF CANADA	1	1	100

	NUMBER OF TEMPORARY LICENSES ISSUED	NUMBER TAKING EXAMINATION	% TAKING
TEACHERS PROTECTIVE MUTUAL LIFE INSURANCE COMPANY	0	0	0
TRAVELERS INSURANCE COMPANY	18	14	78
UNION BANKERS INS. CO.	25	6	24
UNION MUTUAL LIFE INS. CO.	0	0	0
UNIONMUTUAL STOCK LIFE INSURANCE COMPANY OF AMERICA	1	0	0
UNITED BENEFIT LIFE INS. CO.	32	18	56
UNITED COMPANIES LIFE INSURANCE COMPANY OF OHIO	7	3	43
UNITED FAMILY LIFE INS. CO.	6	2	33
UNIVERSAL LIFE INS. CO.	17	15	88
UNIVERSITY LIFE INSURANCE COMPANY OF AMERICA	3	0	0
VIRGINIA MUTUAL BENEFIT LIFE INSURANCE COMPANY, INC.	5	1	20
VOYAGER LIFE INSURANCE COMPANY	1	0	0
WASHINGTON NATIONAL INS. CO.	0	0	0
WESTERN AND SOUTHERN LIFE INS. CO.	15	13	87
WOODMEN OF THE WORLD LIFE INS. SOCIETY	9	7	78
WORLD INSURANCE COMPANY	4	1	25
WORLD SERVICE LIFE INS. CO.	0	0	0
TOTAL	2,623	1,429	54

