

COMMONWEALTH OF VIRGINIA

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July 20, 2020

The Honorable Eileen Filler-Corn
Speaker of the House of Delegates of Virginia
P.O. Box 523082
Springfield, VA 22152

The Honorable L. Louise Lucas
President Pro Tempore, Senate of Virginia
P.O. Box 700
Portsmouth, VA 23705-0700

Re: Annual Life & Annuities Agent Examination Pass Rate Report

Dear Speaker Filler-Corn and Senator Lucas:

This report has been prepared pursuant to subsection A of § 38.2-1815 of the Code of Virginia, which requires the State Corporation Commission ("Commission") to review annually whether the Life & Annuities examination pass rate is consistent with the 2011 National Association of Insurance Commissioners ("NAIC") State Licensing Handbook ("Handbook"), or any successor publication adopted by the NAIC. The Commission's Bureau of Insurance ("Bureau") adheres to the recommended Best Practices developed from the new testing and examination standards adopted by the NAIC in 2013. The Bureau also complies with additional considerations outlined in the 2013 Handbook relating to the development of examinations and the monitoring of their pass rates.

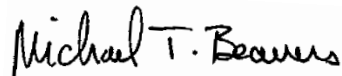
As part of a comprehensive strategy to determine whether the pass rate for the Virginia life and annuities agent examination is consistent with the 2013 Handbook or any successor publication, the Bureau has contracted with Prometric, effective June 1, 2020 to oversee the licensing examination process. The previous administrator was Pearson VUE ("Pearson"). Both Pearson and Prometric manage(d) the day-to-day licensing examination process, including reviewing examination content, providing appropriate test center facilities, and administering licensing examinations. Pre-licensing examinations are reviewed by professional testing experts, including psychometricians, insurance industry representatives, and Bureau Subject Matter Experts ("SME") with a focus on developing a robust

examination that does not exhibit uncharacteristically high or low pass rates and is non-discriminatory, legally defensible and designed for entry level candidates. The Bureau, with the assistance of Prometric, continuously monitors the examination process by reviewing questions verifying that candidates with minimally competent entry level knowledge of life insurance and annuities should be able to pass the exam. Adhering to NAIC Best Practices, the Bureau does not artificially establish passing scores.

In addition, the Bureau annually reviews the Life & Annuities examination as part of its Examination Review Workshop ("ERW") with the licensing exam administrator, insurance industry representatives, and Bureau SMEs. A comprehensive review of the testing process, including a review of selected examination questions, and a review of the exam content outline, is conducted, with an emphasis on assessing the level of knowledge required for minimally competent entry level candidates. By utilizing a comprehensive strategy for developing test items the Bureau ensures measurement of the knowledge, skills and abilities necessary for initial insurance licensees to perform their jobs effectively. The latest annual ERW was held in December 2019.

The Bureau will continue to monitor the examination process to ensure that the pass rate for the Virginia life and annuities agent examination remains consistent with the 2013 Handbook or any successor publication.

Respectfully submitted,

A handwritten signature in black ink that reads "Michael T. Beavers". The signature is written in a cursive style with a clear, legible font.

Michael T. Beavers, CFE, CPCU, CIC, CIE
Deputy Commissioner of Insurance
Agent Regulation Division

cc: Scott A. White, Commissioner of Insurance
Donald C. Beatty, Deputy Commissioner of Insurance