

Full-fil Ohio's MANDATORY (if you want to sell LTCI) 8 hour CE Class on Long Term Care Insurance & learn about the NEW Partnership Plans.



Ohio Department of Insurance
 2100 Stella Court, Columbus, OH 43215-1067
 (614) 644-2658 www.ohioinsurance.gov

Ted Strickland, Governor
Mary Jo Hudson, Director

BULLETIN 2008-2

Agent Training – Policies Issued Under Qualified State Long-Term Care Insurance Partnership (“Qualified Partnership”)

Effective Date:
 February 1, 2008

Agent Training

Ohio Revised Code section 3923.443, effective September 10, 2007, prohibits an individual from selling, soliciting or negotiating long-term care insurance on or after September 1, 2008, unless the individual is authorized as an insurance agent for accident and health or life in accordance with Revised Code section 3905.02, and has completed a one-time training course. Agents are also required to complete ongoing training every 24-month continuing education compliance period thereafter.

Pursuant to Ohio Revised Code section 3923.443, the initial training required shall be no less than an eight-hour course, and the ongoing training required shall be no less than a four-hour course. Section 3923.443 also requires that the training consist of combined topics related to long-term care insurance, long-term care services and qualified state long-term care insurance Partnership programs, including, but

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**We make this class interesting and the venue enjoyable.**  
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Join us at the luxurious Creekside Conference Event Center, 136 Mill Street, Gahanna, OH 43230 (underground parking at Mill & Walnut Streets). The \$100 cost includes snacks and water. Enjoy lunch at any of the nearby restaurants or bring a lunch and enjoy the park and plaza.

Time: 8 AM to 5 PM

SEATING LIMITED - REGISTER TODAY, CLICK LINKS BELOW

May 29th: [CLICK HERE](#)

June 24th: [CLICK HERE](#)

June 26th: [CLICK HERE](#)

If you want to be certified in multiple states the course fee is \$150. If you have questions about the online enrollment call Scott Rice at AHIP: 202-861-6386. To register offline call Insurance Advisors at 800-471-7191.

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**Instructor: L. Nicholas Hogan, LTCP, LUTCF, Certified Partnership Trainer**  
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Nick brings a wealth of knowledge, experience and creativity to the sale of Long Term Care Insurance. His creative ideas have been published in *Broker World* and *Life Insurance Selling*. He has developed tools to make selling LTCI much easier including "Lighting in a Bottle" -- a process that opens up a multi-life case 100% of the time; "Top 10 Benefits of Owning LTCI -- Even If you Never File a Claim"; and a process of deterring "Buyers" from "Non-buyers" in 2 minutes. Nick brings real life examples to this class rather than just reading from the course outline.

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