



COMMONWEALTH OF PENNSYLVANIA  
INSURANCE DEPARTMENT

STRAWBERRY SQUARE  
HARRISBURG, PA. 17120

EXECUTIVE OFFICES

September 5, 2007

**NOTICE TO ALL INTERESTED PARTIES ON TRAINING REQUIREMENTS FOR  
INSURANCE PRODUCERS THAT SELL, SOLICIT OR NEGOTIATE LONG TERM CARE  
PARTNERSHIP INSURANCE PLANS IN PENNSYLVANIA.**

This notice is to clarify the intent of the July 20, 2007 Notice to Continuing Education Providers issued by Prometric regarding training for insurance producers ("producers") that will sell, solicit or negotiate ("market") Long Term Care Partnership ("LTCP") plans in Pennsylvania. The federal Deficit Reduction Act of 2006 imposes a requirement that all producers that market LTCP plans "receive training and demonstrate evidence of an understanding of such policies and how they relate to other public and private coverage of long-term care." The Insurance Department must assure the Department of Public Welfare (DPW), the agency responsible for administering the Medicaid program in Pennsylvania, that all producers that market LTCP plans in Pennsylvania (whether resident or non-resident) have such training and understanding.

Act 40 of 2007 ("Act 40"), enacted into law on July 17, 2007, establishes a long term care partnership program in Pennsylvania. In accordance with Act 40, DPW will file the required "State Plan Amendment" that will outline training requirements, including a one hour course specific to Pennsylvania. A one hour course on Pennsylvania Medicaid Long Term Care Services has been developed to satisfy this requirement. For those who want to receive continuing education credit for taking the course, the Insurance Department has approved this course for one hour of credit. Any approved education provider may file to sponsor this training course.

While this one hour Pennsylvania-specific training requirement is required only of those producers that will market LTCP plans, the Insurance Department encourages all producers with "Accident and Health" authority to complete this course so they may discuss the benefits of LTCP with consumers who may be seeking information on long term care insurance in general.

For course availability, please visit [www.sircon.com/pennsylvania](http://www.sircon.com/pennsylvania). Click the links for "look up education courses" on the left of the page.

A handwritten signature in black ink, appearing to read "Ronald A. Gallagher Jr." with a long horizontal flourish extending to the right.

Ronald A. Gallagher Jr., PE.  
Deputy Insurance Commissioner  
Office of Consumer and Producer Services  
Pennsylvania Insurance Department