

CHAPTER 20:06:18

PRODUCER LICENSING

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Appendix A Midwest Zone Declaration Regarding Continuing Education Course Approval, Including Midwest Zone Standard Continuing Education Filing Form, repealed, 31 SDR 67, effective November 14, 2004.

Appendix B Application for Course Approval and Instructor Qualification Form, repealed, 31 SDR 67, effective November 14, 2004.

20:06:18:07. Unapproved course subject matter. The director will not approve the following course subject matter for continuing education credit:

- ~~(1) Prospecting;~~
- ~~— (2) Motivation;~~
- ~~— (3) Sales techniques;~~
- ~~— (4) Psychology;~~
- ~~— (5) Recruiting;~~
- ~~— (6) Prelicensure training;~~
- ~~— (7) Communication skills;~~
- ~~— (8) Personnel management;~~
- ~~— (9) Subjects not related to technical insurance knowledge;~~
- ~~— (10) Personal improvement;~~
- ~~— (11) Time management;~~
- ~~— (12) Supportive office skills; and~~
- ~~— (13) Any course that fails to meet the standards for course approval identified in SDCL 58-30-118.~~

- (1) Automation;
- (2) Clerical functions;
- (3) Computer science;
- (4) Courses or presentations on computer skills or software;
- (5) Compliance courses from the Financial Industry Regulatory Authority, U.S. Securities and Exchange Commission, or National Association of Securities Dealers on investments including stocks, bonds, and mutual funds;
- (6) Courses that are primarily intended to impart knowledge of specific products of specific insurers;

- (7) Customer service;
- (8) General management training;
- (9) Goal-setting;
- (10) Health, stress, or exercise management;
- (11) Marketing or telemarketing;
- (12) Motivational training;
- (13) Company and vendor-specific product launches;
- (14) Office skills or equipment or procedures;
- (15) Organizational procedures and internal policies of an individual insurer;
- (16) Personal improvement;
- (17) Prospecting;
- (18) Psychology;
- (19) Relationship building;
- (20) Restoration courses promoting products or services;
- (21) Sales training;
- (22) Service standards or service vendors;
- (23) Time management; and
- (24) Other topics or courses not related to insurance knowledge or the competence of the licensee.

The list under this section does not limit the director's authority to disapprove any application which fails to meet the standards in this chapter for course approval.

Source: 12 SDR 106, effective December 30, 1985; 12 SDR 151, 12 SDR 155, effective July 1, 1986; 16 SDR 208, effective June 3, 1990; 25 SDR 13, effective August 9, 1998.

General Authority: SDCL 58-30-117.

Law Implemented: SDCL 58-30-117, 58-30-118.

20:06:18:08. ~~Courses specifically approved~~ Approved course subject matter. The following courses, ~~except those parts of courses containing subject matter as described in § 20:06:08:07,~~ are approved for the credit hours stated:

- ~~(1) Any registered program of the Certified Financial Planner Board of Standards, Inc. that fulfills the educational requirement leading to the CERTIFIED FINANCIAL PLANNER™ certification awarded by the Certified Financial Planner Board of Standards, Inc., 12 CEC hours;~~
- ~~— (2) The Certified Insurance Counselor (CIC) program, no more than 20 CEC hours;~~
- ~~— (3) The Chartered Financial Consultant (ChFC) program, 12 CEC hours;~~
- ~~— (4) The Chartered Life Underwriters (CLU) program, 12 CEC hours;~~
- ~~— (5) The Chartered Property Casualty Underwriters (CPCU) program, 12 CEC hours;~~
- ~~— (6) The Fellow Life Management Institute (FLMI) program, 12 CEC hours;~~
- ~~— (7) The Fraternal Insurance Counselors (FIC) program, 12 CEC hours;~~
- ~~— (8) The Insurance Institute of American (IIA) program, 12 CEC hours;~~
- ~~— (9) The Life Underwriters Training Course (LUTC) program, 12 CEC hours;~~
- ~~— (10) The National Association of Security Dealers (NASD) Series 6, 7, 24, 26, 63, 65, and 66 program, 12 CEC hours;~~
- ~~— (11) The Registered Health Underwriters (RHU) program, 12 CEC hours;~~
- ~~— (12) Insurance-related courses offered by an accredited college or university whether taken by correspondence or class attendance, for the number of CEC hours assigned by the director;~~
- ~~— (13) Any graduate courses of the programs listed in this section, 12 CEC hours.~~

The director may approve the following insurance-related course subject matter for continuing education credit:

- (1) Actuarial mathematics, statistics, and probability;
- (2) Assigned risk;

- (3) Claims adjusting;
- (4) Courses leading to and maintaining insurance designations;
- (5) Employee benefit plans;
- (6) Errors and omissions;
- (7) Estate planning or taxation;
- (8) Ethics;
- (9) Fundamentals or principles of annuity contracts, crop and hail, life, accident and health, or property and casualty insurance;
- (10) Insurance accounting or actuarial considerations;
- (11) Insurance contract or policy comparison and analysis;
- (12) Insurance fraud;
- (13) Insurance laws, rules, regulations, and regulatory updates;
- (14) Insurance policy provisions;
- (15) Insurance product-specific knowledge;
- (16) Insurance rating, underwriting, or claims;
- (17) Insurance tax laws;
- (18) Legal principles;
- (19) Long-term care/partnership;
- (20) Loss prevention, control, and mitigation;
- (21) Managed care;
- (22) Principles of risk management;
- (23) Proper uses of insurance products;
- (24) Real Estate Settlement Procedures Act;
- (25) Restoration courses regarding claims, loss control issues, and mitigation;
- (26) Retirement planning;

(27) Securities;

(28) Suitability in insurance products;

(29) Surety bail bond;

(30) Underwriting principles; and

(31) Viatical or life settlements.

The director may approve other topics that contribute substantive knowledge relating to the field of insurance and expands the competence of the licensee. Courses that meet the subject matter criteria as required by this section include the following:

(1) Any registered program of the Certified Financial Planner Board of Standards, Inc. that fulfills the educational requirement leading to the CERTIFIED FINANCIAL PLANNERTM certification awarded by the Certified Financial Planner Board of Standards, Inc.;

(2) The Certified Insurance Counselor (CIC) program;

(3) The Chartered Financial Consultant (ChFC) program;

(4) The Chartered Life Underwriters (CLU) program;

(5) The Chartered Property Casualty Underwriters (CPCU) program;

(6) The Fellow Life Management Institute (FLMI) program;

(7) The Fraternal Insurance Counselors (FIC) program;

(8) The Insurance Institute of American (IIA) program;

(9) The Life Underwriters Training Course (LUTC) program;

(10) The National Association of Security Dealers (NASD) Series 6, 7, 24, 26, 63, 65, and 66 program;

(11) The Registered Health Underwriters (RHU) program;

(12) Insurance related courses offered by an accredited college or university whether taken by correspondence or class attendance, for the number of CEC hours assigned by the director;

(13) Any graduate courses of the programs listed in this section.

A licensee who studies independently for any part of the courses listed in this section shall receive credit whether or not a passing grade is received. If the ~~course is failed~~ licensee fails the course, credits for that part of the course may not again be awarded until the licensee receives a passing score.

~~Courses listed in subdivisions (1), (2), (3), (4), (6), (7), (9), (10), and (11) qualify for life/health CEC hours. Courses listed in subdivisions (2), (5), and (8) qualify for property/casualty CEC hours.~~

Source: 12 SDR 106, effective December 30, 1985; 12 SDR 151, 12 SDR 155, effective July 1, 1986; 15 SDR 143, effective March 29, 1989; 19 SDR 160, effective April 27, 1993; 25 SDR 13, effective August 9, 1998; 31 SDR 67, effective November 14, 2004; 32 SDR 128, effective January 29, 2006.

General Authority: SDCL 58-30-117.

Law Implemented: SDCL 58-30-117, 58-30-118.