

**STATE OF NEW MEXICO**  
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**Long Term Care (LTC) Training Requirements:**  
**11/13/2014**

59A-23A-13. Licensed producers; qualified state long-term care partnership program; disclosures

A. A licensed producer that sells or offers for sale an insurance plan, insurance policy, certificate of insurance or rider that is intended to qualify as qualified state long-term care partnership program insurance shall disclose the availability of qualified state long-term care insurance partnership program insurance and outline the requirements and benefits of participation in the qualified state long-term care insurance partnership program.

B. As used in this section:

(1) "licensed producer" means an agent, broker or reinsurance intermediary licensed pursuant to the applicable provisions of the Insurance Code; and

(2) "rider" means a long-term care coverage provision added to any type of insurance plan, insurance policy or certificate of insurance.

Persons holding a Life and/or Accident & Health line of authority who plan to sell, solicit or negotiate long-term care insurance must complete an initial 8-hour LTC course approved by the superintendent. In order to be able to continue selling, soliciting or negotiating long-term care insurance the agent must also complete a 4-hour LTC refresher course approved by the superintendent every 24 months. The initial and on-going LTC course credits count towards the agents CE requirement.

Agents must complete the initial training prior to selling, soliciting or negotiating long-term care insurance. Failing to complete the initial training or on-going training may jeopardize the agent's authority to sell long term care insurance.

A resident agent may complete these training requirements in any state provided the Office of Superintendent has approved the course for long term care credit prior to the agent taking the course. The satisfaction of the training requirements in any state will satisfy the training requirements in this state for non-resident agents.

Insurers providing long-term care insurance shall obtain verification that the producer received such training, maintain records and make that verification available to the Office of Superintendent of Insurance upon request.