

New		Previous	
Title	Occ Class	Title	Occ Class
Architect		Architect	
With a minimum requirement of a B.A. or B.S.	5A	With degree, license, office duties only	5A
		Registered, not supervising construction	4A
		Supervising construction. See Construction.	
Landscape Architect. See Landscaping.		Landscape Architect. See Landscaping.	
Insurance Producers, Financial Advisors, Financial Planners		Insurance Producers, Financial Advisors, Financial Planners	
CLU, CFP or ChFC and five years of continuous experience in the industry and \$150,000 or more income for each of the prior three years.	5A	-	-
1. CLU, CFP or ChFC, and 2. At least three continuous years of experience in the industry and 3. \$60,000 earned income for each of the last two years or \$50,000 earned income for each of the last three years (documentation required). OR 1. At least three continuous years of experience in the industry and 2. \$75,000 earned income for each of the last three years (documentation required).	4A no change	1. CLU, CFP or ChFC, and 2. At least three continuous years of experience in the industry and 3. \$60,000 earned income for each of the last two years or \$50,000 earned income for each of the last three years (documentation required). OR 1. At least three continuous years of experience in the industry and 2. \$75,000 earned income for each of the last three years (documentation required).	4A
All others	3A	At least 3 continuous years' experience in the industry and \$40,000 earned income for each of the prior 3 years	3A
-	-	All others	2A
Office Worker, Manager, Executive		Office Worker, Office Manager	
Earning more than \$60,000 for each of the last 2 years, 3 years in same occupation	5A	Earning more than \$50,000	4A
Others earning more than \$50,000	4A	Earning more than \$30,000	3A
Others earning more than \$30,000	3A	Others	2A
All others	2A	Executive	
		Executive with 3 years in same occupation, documented earned income \$60,000+ for the prior 2 years. 5 or more full time, year-round employees	5A
		Executive with documented earned income \$50,000+ for the prior 2 years. 5 or more full time, year-round employees	4A
		Executive with documented earned income \$30,000+ for the prior 2 years.	3A
Plumbers	A	Plumbers	B

New		Previous	
Title	Occ Class	Title	Occ Class
Real Estate		Real Estate	
Agent, Appraiser, Developer, Mortgage Broker		Agent, Appraiser, Developer, Mortgage Broker	
In business continuously for the prior 3 years, documented earned income \$200,000+ each of the prior 3 years	4A	-	-
In business continuously for the prior 3 years, documented earned income \$75,000+ each of the prior 3 years	3A no change	In business continuously for the last 3 years, documented earned income \$75,000+ each of last 3 years	3A
Not meeting above requirements	2A	Not meeting above requirements	2A
Sales		Sales - Inside	
Sales Manager, Owner (Office and administration only)		Manager, Owner (office, supervision, administrative only)	
\$100,000 earned income each of prior 3 years	5A	-	-
\$75,000 earned income each of prior 3 years	4A	With full-time sales staff, at least 3 years as management/owner, income \$75,000	4A
Others	3A	With full-time sales staff, at least 3 years as management/owner, income \$50,000	3A
-	-	Office Manager other	2A
Salesperson, no delivery		Salesperson	
Earning \$150,000 or more for each of the past 3 years	5A	-	-
Earning \$85,000 or more for each of the past 3 years	4A	Income \$85,000+ for each of prior 3 years	4A
Earning \$75,000 or more for each of the past 3 years	3A	Income \$75,000+ for each of prior 3 years	3A
Others	2A	Salesperson, Manager, Owner with sales duties, no deliveries, income \$40,000+	2A
Route Sales, Delivery (see Driver, Delivery Person)		Other Manager, Owner, Salesperson (sales duties, no deliveries)	A
Telemarketer, full-time, not working in home or residence	A no change	Telemarketer, full-time, not working in home or residence	A
		Sales - Outside	
		No delivery, income \$85,000 for each of prior 3 years	4A
		No delivery, income \$75,000 for each of prior 3 years	3A
		No delivery, income \$50,000 for each of prior 3 years	2A
		No delivery, other	A
Home demonstration sales	NO	Home demonstration sales	NO