



January 11, 2008

HUMANA.
MarketPOINT

- Protect Our Members
- Notify Your Agents
- Be Informed

*“ Humana
MarketPOINT
will require new
Delegated
Agents to have
their full
producer
license in the
State of
Oklahoma..
.prior to
becoming
contracted... ”*

COMPLIANCE –ALERT

MGA NOTIFICATION

New Oklahoma Regulations Change Licensing

New regulations implement recent legislation changes to the Producer Licensing Act by adding a provisional license section, insurance company training program section, and a training program affidavit.

This regulation changes the resident producer licensing requirements and continuing education requirements in Oklahoma. Those who wish to get a resident license in OK must first get a "provisional" license and can only obtain their full license after having participated in a specific 8-hour pre-licensing class or an approved insurance company training program.

Humana will not pursue state approval of the training program we offer, and have elected to establish a **policy that we will not permit provisional licenses to be held by any agent at the time of contracting.** Humana MarketPOINT will require new Delegated Agents to have their full producer license in the State of Oklahoma, thereby making it the agent's responsibility to obtain the full license prior to becoming contracted with Humana to sell Medicare products.

Additionally, agents are responsible for following all state requirements for continuing education to maintain a valid license.

<http://www.oid.state.ok.us/>

Thank you for your attention to this matter.

“Thank you for your cooperation” – Sales Administration & Compliance Team