

PRODUCER LICENSING (P/C & L/H) ADVISORY BOARDS

Meeting Minutes

Meeting Date: December 7, 2021

Call to order: A joint meeting of the **Producer Licensing Life & Health Advisory Board** and the **Producer Licensing Property & Casualty Advisory Board** was held at the Maryland Insurance Administration on **December 7, 2021**. The meeting convened at **10:01 am** and was called to order by **Shelley Taylor-Barnes**.

Attendance was taken and MIA staff members were introduced. The covered topics and summaries are listed below.

Life/Health Advisory Board		
Last Name	First Name	Present (Yes/No)
Salamon	Stephen	No
Melcher	Lynette	Yes
Carter	Deedra	Yes
Listori	Licille	Yes
Tegeler	Harvey	Yes
Wilson	Venus	Yes
Moreira	Roy	Yes
Parker	Janet	Yes
Kearney	Stephanie	Yes

Property/Casualty Advisory Board		
Last Name	First Name	Present (Yes/No)
Papa	Michael	Yes
Mattes	Peter	Yes
Micciche	John	No
Cropper	Reese	No
Barker	Blakeley	Yes
Klinger	Robert	Yes
Guttman	Benjamin	Yes
Ertel	Michael	Yes
Zatkowski	Jennifer	Yes
Conner	Sharon	Yes

Maryland Insurance Administration Staff Attendees:

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Kathleen A. Birrane Insurance Commissioner
Gregory Derwart , Assoc Deputy Commissioner
Dawna Kokosinski, Acting Assoc Commissioner of Market Regulation & Professional Licensing
Shelley Taylor- Barnes, Director of Market Regulation & Professional Licensing
Lorelei Brillante, Supervisor of Customer Service / Education Analyst
David Zitterbart Chief Enforcement Officer, Title Unit Director of Market Regulation & Professional Licensing
Jeff Gross, Chief Enforcement Officer
Arica Cole, Licensing Specialist / Producer Advisory Board Liaison

Meeting Topics and Summaries

Opening Remarks
Director of Producer Licensing, Shelley Taylor-Barnes made a motion to approve the March 16, 2021 and June 15, 2021 meeting minutes. The motions were seconded and the motions passed.
Producer Advisory Board Overview

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Shelley Taylor-Barnes provided an overview of the Producer Advisory Board. The Producer Advisory Board is comprised of two boards, the Life and Health and Property and Casualty Boards. Members of the Board are required to attend 75% of the meetings scheduled. Producer Advisory Board meetings are held either remotely or in-person. Producer Advisory Board meets quarterly and meeting information is available on the Administration's website.

The purpose of the Producer Advisory Board member is to assist the Commissioner in matters relating to the education and qualifications of insurance producers.

The Life and Health Advisory Board currently has a total of 9 members. The Property and Casualty Advisory Board currently has a total of 10 members. Eleven new members were appointed in the month of September.

Commissioner Kathleen A. Birrane and Deputy Commissioner Greg Derwart – Introduction

Shelley Taylor- Barnes introduced Commissioner, Kathleen Birrane and Deputy Commissioner, Gregory Derwart.

The Commissioner expressed her appreciation for the Producer Advisory Board members. Commissioner Birrane explained the primary purpose of the members is to ensure the examination and education processes are robust. She acknowledged an extra benefit was to provide the Administration of insight of what issues are going on their prospective fields.

The Commissioner said that the Producer Advisory Board members will be issued a survey in order for the Administration to gage what items are of interest to the Board members and how the Administration can be more proactive to benefit our consumers. She asked Deputy Commissioner Dewart to have a more active role in this area.

Gregory Derwart introduces himself and expressed his eagerness to work with the Producer Advisory Board. Deputy Commissioner Derwart will be used to help utilize the talent and expertise of the Board members.

Introduction of Producer Advisory Board Members

Each Producer Advisory Board member provided a brief introduction including their background and history in the insurance field.

Change to One-Part Examination

Shelley Taylor-Barnes discussed the updates to the one- part examination. The Administration converted from the two-part examination to the one-part examination as of October 21, 2021.

Producer Licensing Model Act- Lines Of Authority Name Change

Shelley Taylor-Barnes, discussed the implementation of three Lines of Authority name changes in order to comply with the Producer Licensing Model Act (PLMA) line of authority names. Effective October 2021 an update was made to the following Lines of Authorities:

1. Variable Life and Variable Annuity Products changes to Variable Life and Variable Annuity
2. Health changes to Accident and Health or Sickness
3. Credit Products changes to Credit.

Exam Statistics presented by Prometric

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Shelley Taylor-Barnes introduced, Prometric staff, Gabriel Green to provide information on the one-part examination. Gabriel Green introduced herself and Prometric staff Alyssa Rulfountain. The Administration is currently one month into the one-part examination. Some of the benefits of the one –part examinations are that it is simpler for candidates to understand the exam results, it is consistent with NAIC guidance, predominant methodology used by most states and it minimizes item exposure.

Alyssa provided the following statistics to the Advisory Board members:

- Since October 2020 a total of 26,501 Maryland exams have been delivered.
 - -68 percent at test centers
 - -32 percent of the exams were provided through ProProctor
- Since October 2021 there have been 1,176 one-part exams delivered.
 - -Exams have been delivered in 97 test Sites across the country not including ProProctor
 - -Pass rates in November 2021 have increased trending upwards towards national pass rate averages but more data must be collected in order to analyze reliable pass rate data

Shelley Taylor-Barnes thanks the Prometric staff for joining and all of their hard work to implement the change of the examination format.

Draft Proposed Regulation – Title CE Separation – COMAR 31.03.02

Shelley Taylor-Barnes reviewed the draft proposal of Title CE Separation – COMAR 31.03.02 and provided a breakdown of the required number of Title Continuing Education credits for individuals who have 25 years of service as of October 2008. The regulation explains what kind of hours are required for individuals who must complete 8 hours of Continuing Education when they have Title and other lines of authority.

Shelley Taylor- Barnes opens the floor for the Producer Advisory Board to add questions and comments.

Tentative Producer Advisory Board Meeting Dates

June 14, September 13, and December 13, 2022.

At 11:05 a.m. a motion was made to adjourn the meeting, seconded and the motion passed. The meeting was adjourned.