



New Insurance License

INSURANCE

Washington



CAREER INFORMATION

What a challenging, rewarding, and lucrative career path to take! Insurance is one of the largest and most important industries in the world. As an insurance professional, you will be responsible for helping satisfy the basic economic needs of individuals and families.

As an agent, you'll help analyze and explain how life insurance, annuities, disability income, and property and casualty insurance can help people meet their own financial needs and those of their loved ones. Your sound advice and practical solutions will show clients how to live in security and with peace of mind.

While an insurance agent does sell insurance, it's far different from selling tangible products, such as cars or refrigerators. Insurance policies offer something that cannot be seen or touched: the promise of security and protection provided.

Characteristics of Successful Insurance Agents

Those who excel in insurance tend to be:

- ◆ At ease with many types of people
- ◆ Skilled negotiators
- ◆ Professional and dedicated to customer service
- ◆ Detail-oriented
- ◆ Computer-savvy
- ◆ Driven by high personal goals
- ◆ Well connected in their communities
- ◆ Independent and self-motivated
- ◆ Comfortable with daily variety

A Day in the Life

As an insurance agent, you're licensed by the state to sell insurance policies, collect premiums, service accounts, and sustain a committed relationship with clients. On a daily basis you will process applications, premiums and other paperwork.

For the client, you will analyze his/her needs, recommend the type and amount of insurance necessary, prepare the application, and send it to the company for review and approval. For the company, you will act as their "field underwriter" by determining if an applicant is acceptable to the insurer.

After your client becomes insured, your ongoing duties will include servicing their changing needs. You will advise them of necessary coverage changes brought on by the addition of children, home remodels, vehicle purchases, or the onset of old age.

Starting Out

Selling insurance offers a lot of choices. You can get licensed in many different "lines" of insurance, such as:

- ◆ Life and health insurance that offer protection from income loss due to the death or disability of a loved one or key employee.
- ◆ Property and casualty insurance that offer protection against loss of property or other losses due to others' liability or criminal activity.

As there are different types of insurance lines, there are different types of insurance agent. You can work as an "independent agent," free to represent many insurance companies, or as a "captive" or "exclusive" agent representing only one. Regardless of what type of agent you become, you will hold a position of trust, honesty, and responsibility.

Unlimited Earning Potential

In today's insurance industry, some positions pay solely salaries, solely commissions, or a mixture of both. Earnings vary according to geographic area, specialization, market conditions, and contacts.

Most importantly, the effort you put in—day in and day out—determines how much you bring home. It's simple: The harder you work, the more you make. The sky's the limit!

"Your materials gave me great confidence. I passed my test with ease. Thanks!"



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Home-study or Online Options

As of July 1, 2009, the State of Washington Office of the Insurance Commissioner (OIC) has changed the laws regarding insurance prelicense education.

A prelicense insurance candidate is no longer required to attend a classroom or lecture prelicensing course and can obtain their required education through an online or home-study option.

This option was previously unavailable unless the candidate could obtain a "distance learning waiver" from the OIC. This waiver is no longer required, and all prelicense students may now study online or at home without any special permission or waiver!

WASHINGTON INSURANCE LICENSE REQUIREMENTS

To obtain an insurance license in Washington, you must satisfy these requirements:

1. You must complete your education at a state-approved school, like ProSchools. Each line of authority will require the following minimum study:
 - ◆ 20 hours Washington Life insurance
 - ◆ 20 hours Washington Disability insurance
 - ◆ 20 hours Washington Property insurance
 - ◆ 20 hours Washington Casualty insurance

Most commonly, students enroll in 40 course hours for a Life & Disability (L&D) license or 40 hours for a Property & Casualty (P&C) license.

Upon finishing the coursework, you'll receive a course completion certificate which is valid for one year.

LIFE & DISABILITY LICENSE REQUIREMENTS

20 Hours	Washington Life
20 Hours	Washington Disability

PROPERTY & CASUALTY LICENSE REQUIREMENTS

20 Hours	Washington Property
20 Hours	Washington Casualty

2. Pass the Washington insurance license exam with a score of 75% or better. Your passing score report is valid for two years.
3. Submit insurance license application to the Washington Office of Insurance Commissioner. Include a completed fingerprint card, at least one Appointment/Affiliation Notice, fingerprint processing fee payable to the Washington State Patrol, original exam score reports, signed education certificates of completion, and appropriate filing and license fees.
4. Reside in the state of Washington.
5. Be at least 18 years of age.

If you are an agent licensed in another state, you need to:

An individual who applies for an insurance producer license in Washington who was previously licensed for the same lines of authority in another state is not required to complete any prelicensing education or examination.

This exemption is only available if the person is currently licensed in that state or if the application is received within ninety days of the cancellation of the applicant's previous license. If the prior state issues a certification that, at the time of cancellation, the applicant was in good standing in that state, the Washington Office of the Insurance Commissioner (OIC) will issue the license.

A person licensed as an insurance producer in another state who moves to Washington must submit an application within ninety days of establishing legal residence in Washington to obtain a resident license under Washington law.

No prelicensing education or examination is required to obtain any line of authority previously held in the prior state unless the commissioner determines otherwise by rule.

COURSE OPTIONS

Title/Description	Hrs	Price
Life/Disability, Property/Casualty	80	\$285
Life/Disability	40	\$145
Property/Casualty	40	\$145
Disability	20	\$99
Life	20	\$99

