

Industry Day

May 5, 2022





License Count

May 2022

Resident Producers: 34,862

- Accident & Health 22,511
- Life 24,747
- Property 15,204
- Casualty 15,197
- Personal Lines P & C 233
- Var. Life/Var. Annuity 8,036

Nonresident Producers: 167,209

Public Adjusters: 137

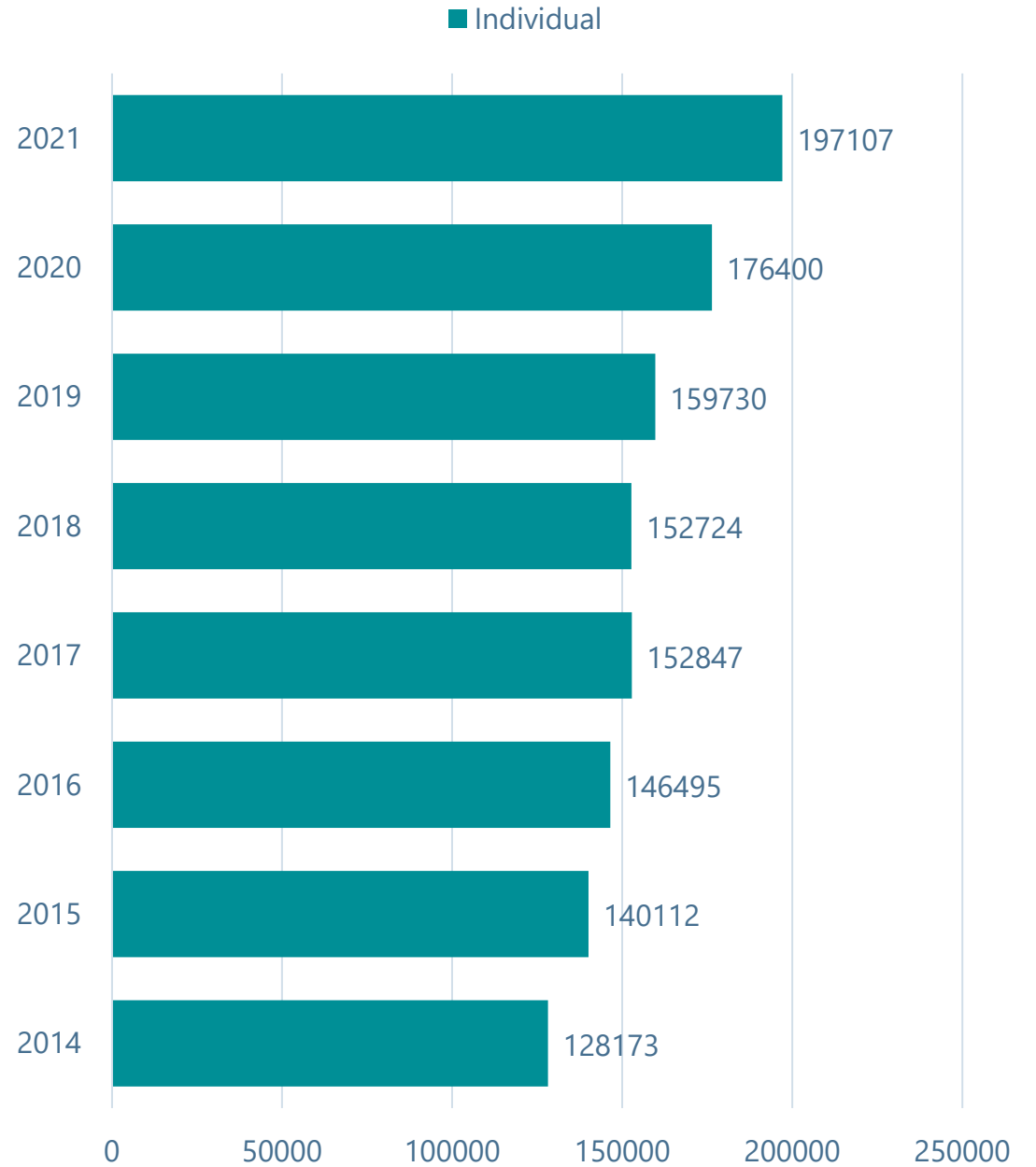
Total Licensees in WI: 213,072

- Individual 204,503
- Entity 8,569



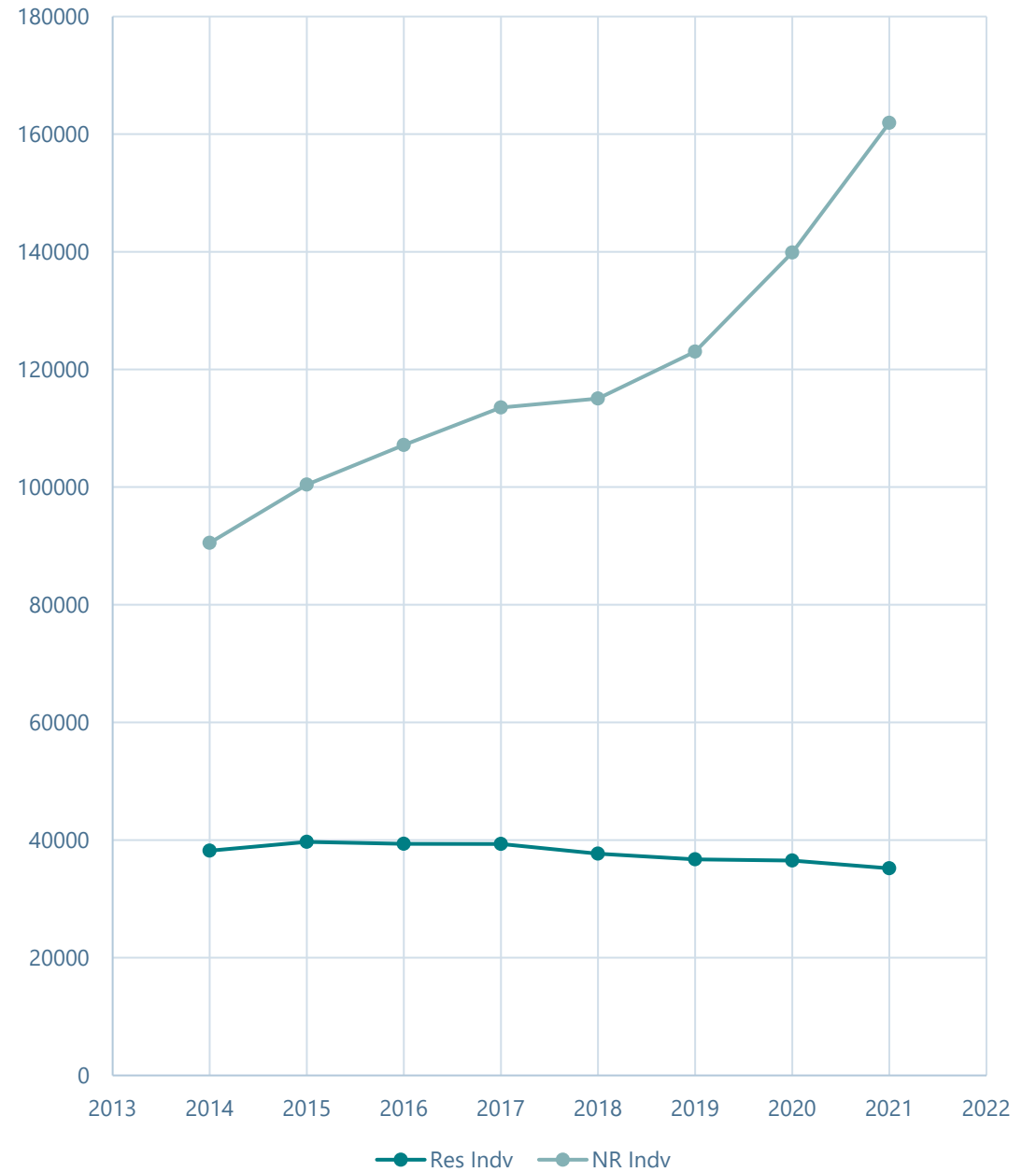


Individuals Actively Licensed



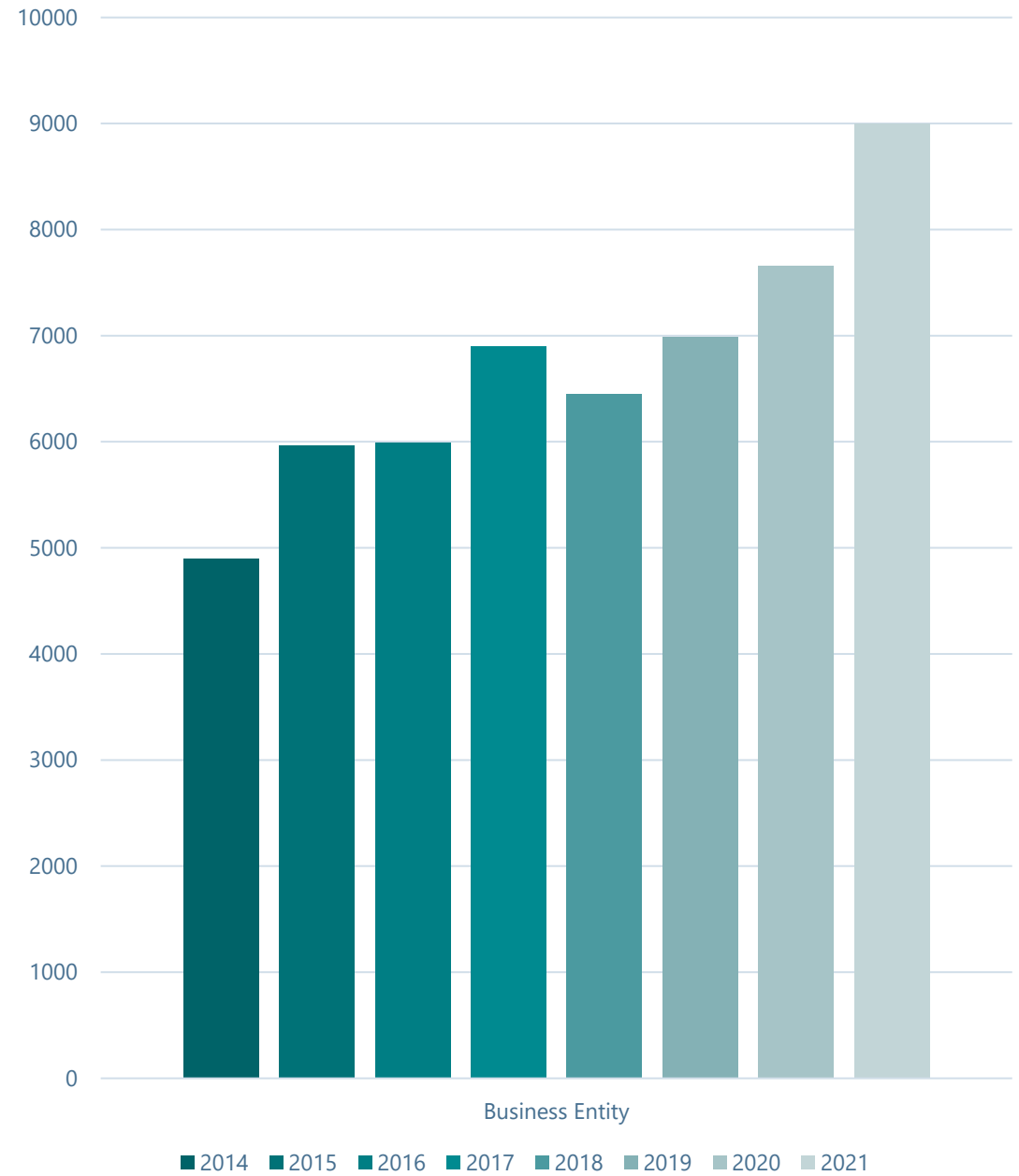


Resident vs Nonresident Individuals



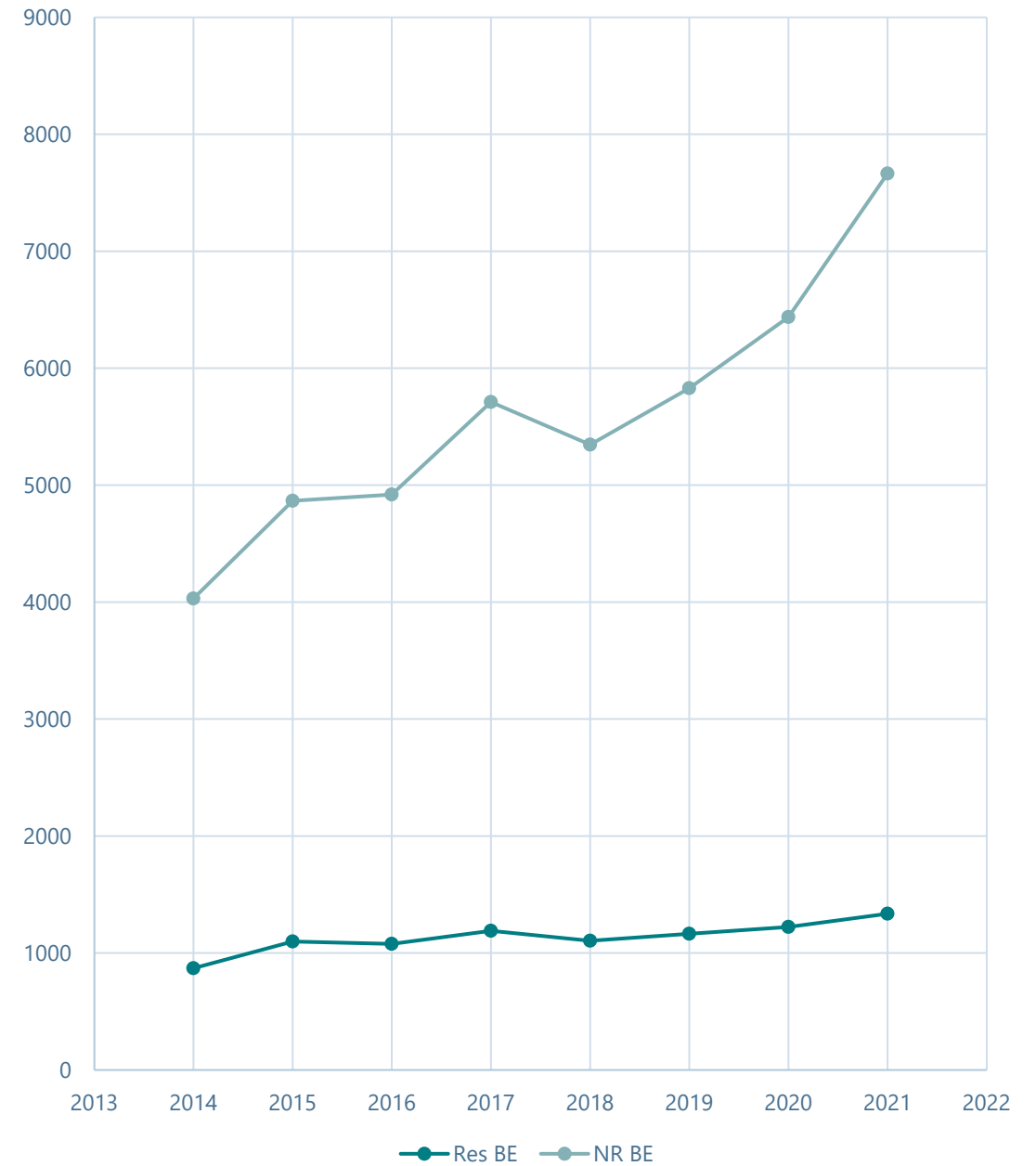


Firms Actively Licensed



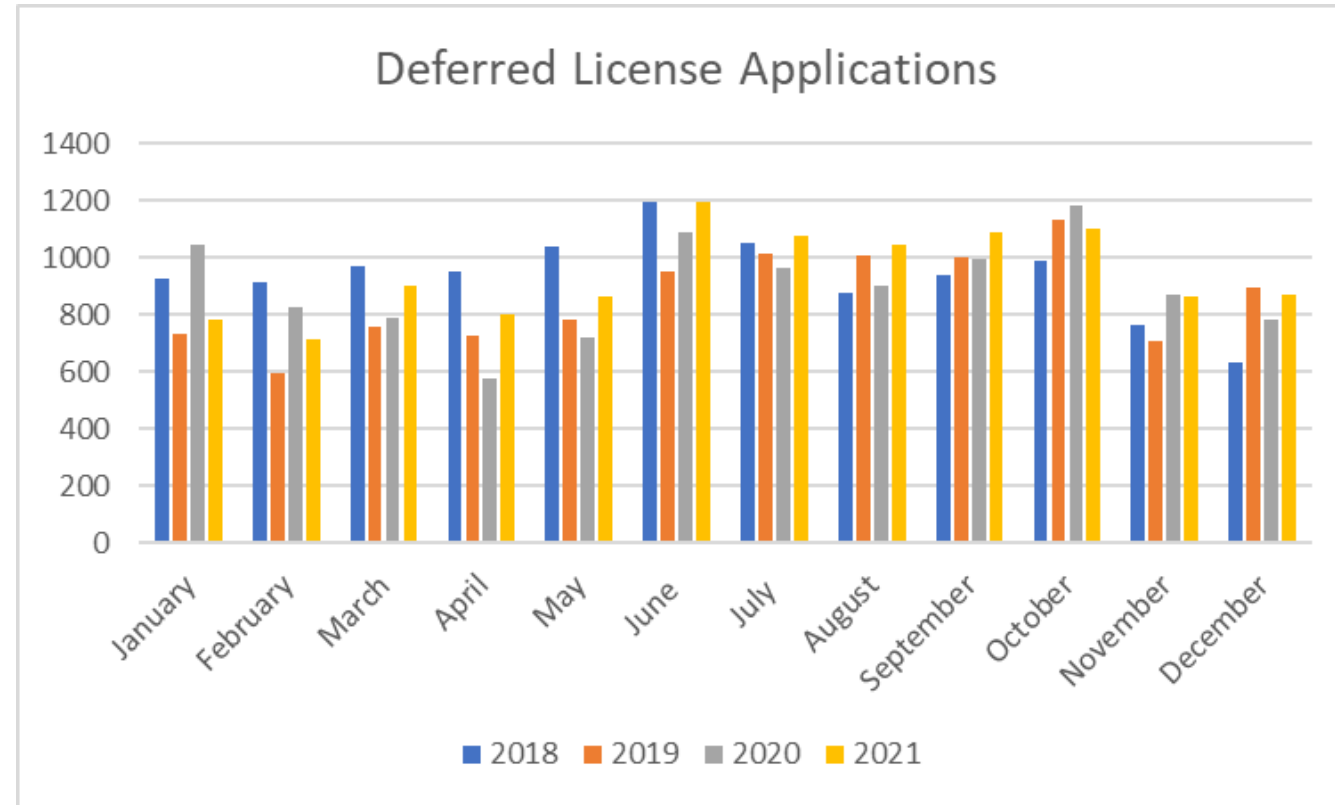


Resident vs Nonresident Firms





Applications Manually Processed by State





Active Providers

Prelicensing – 18

WI Technical Schools - 8

Continuing Education – 304

WI Technical Schools - 15





PRE-LICENSING EDUCATION COURSES

- Accident and Health: 21
- Life: 24
- Property: 21
- Casualty: 21
- Personal Lines P&C: 3





CONTINUING EDUCATION COURSES

- Accident and Health: 832
- Annuity Training: 44
- Ethics: 1037
- Flood (NFP Approved): 50
- General: 1360
- Life: 1834
- Life Settlement Training: 10
- Long Term Care Training: 84
- Property and Casualty: 2770
- Public Adjuster Training: 2





Remote Exams vs Physical Test Sites Exams

- Last year **9,959** individuals took a Wisconsin insurance exam.
- Of those, **4,845** individuals took the remotely proctored exam and **5,114** took the exam in-person at a physical test site.
- The proctoring method or location continue to not affect pass rates as the overall pass rate for remote exams was **56.10%** and the pass rate for in-person exams was **54.79%**.





Electronic Banking of PLE Directly to PSI



- Providers will upload candidate information through a secure website provided by PSI.
- Individuals will no longer need to show a paper or electronic copy of the prelicensing certificate of completion prior to taking the exam.
- Information collected by provider:
 - First & Last Name
 - SNN
 - Address
 - Phone
 - Email
 - DOB
 - School Code
 - Exam Code
 - Completion Date



Spanish and Hmong Exams

- OCI is working with PSI on having all WI examinations translated into Spanish and Hmong.
- Exams are being built, programmed and tested in the system now.
- Expected to go live summer 2022.





Annuity Best Interest Training

- **WI Act 260**
- Producers who have already completed the existing required annuity suitability training must either take a four-credit training course or an additional **one-hour** supplemental training course.
- Signed **4/15/2022**
- Bulletin will be issued soon with guidance and effective date. Subscribe to our mailing lists.
<https://oci.wi.gov/Pages/AboutOCI/ListServe.aspx>



Wisconsin Office of the
COMMISSIONER
OF INSURANCE

Thank You

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