

**Producer Certification**  
**Key Information**

1. CE Course must be completed by 12-31-02 to continue receiving standard commission beginning 1-1-03.

<b><u>STD Commission</u></b>		<b><u>Not Certified</u></b>
FAIR	15%	5%
Beach	13%	5%
Crime (FAIR or Beach)	10%	5%

2. Number of Producer staff to be certified
  - a. Writing less than 50 policies as of 1-1-02 – 1 person minimum
  - b. Writing 50 or more policies as of 1-1-02 – 2 person minimum
3. Interim Certification (Agencies not certified by 12-31-02)  
In order to be certified for the January 1, 2003 date courses will need to be completed by December 31, 2002. After that date agencies may obtain Interim Certification by completing the required course(s) according to the following schedule:

<b>Complete Course</b>	<b>Interim Certification Date</b>
03-31-03	07-01-03
06-30-03	10-01-03
09-30-03	01-01-04
12-31-03	04-01-04
03-31-04	07-01-04
06-30-04	10-01-04
09-30-04	01-01-05
12-31-04	04-01-05
03-31-05	07-01-05
06-30-05	10-01-05
09-30-05	01-01-06

- ❖ The Producer Certification Course is being offered by the North Carolina Independent Agent's Association and we are working with requesting Direct Writing Companies to provide the course to their Producers. It is likely that other providers (such as education vendors) will also offer the course. Upon completion of the course the Producer will receive three (3) hours of continuing education credits.
- ❖ Seminars will be offered during 2002 so those agencies can become certified before the January 1, 2003 implementation date. Seminars will continue after the January 1, 2003 implementation date. Commission upgrades will be implemented in the quarter following the interim certification.
- ❖ After the completion of seminars the agency will submit a Certification Application to the Associations. This Application can be a copy of the course certification with the Association's Producer code written on it.
- ❖ Once one (1) or two (2) individuals have attended the seminars and have submitted their applications, the agency will be deemed certified. The certification lasts until the three-year time period expires. Even if the individual leaves the agency, the certified agency status continues. Therefore, if the individual goes to another agency, he/she will need to take a new course before the agency can be certified. Certification is based on an agency sending one (1) or two (2) licensed individuals to a seminar.
- ❖ If any agency has multiple locations, each location is considered a separate agency. Each location/agency should participate in these seminars.
- ❖ In order for an agency to become certified the agency must have completed the certification course within the six (6) months prior to submitting the Application for Certification.