

## INSURANCE PRODUCER (AGENT)

**Licensing Authority** Jannae Lutter  
Division of Insurance  
Iowa Department of Commerce  
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Des Moines IA 50319-0065  
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**Legal Authority** Code of Iowa, Section 522B; Iowa Administrative Code 191, 10 and 11

**Job Description** Insurance producers assist individuals or companies in selecting insurance coverage to meet their needs; compile lists of prospective clients to provide leads for additional business; contact prospects and explain features and merits of policies offered; calculate and quote premium rates for policies; and, call on policyholders to deliver and explain policies and to suggest additions and/or changes. Depending upon the arrangement with an insurance company, they may collect premiums from policyholders to remit to the company and maintain a record of payments.

Producers usually sell one or more of the three basic types of insurance: life, property/casualty, or health. An increasing number of insurance producers are also licensed to sell mutual funds, annuities, and other securities.

**Education & Experience Required** Applicants must be at least 18 years of age and pass one or more of the appropriate examinations listed below. Non-residents can obtain an Iowa license but must first be licensed in their home state. For additional information on obtaining a non-resident license, contact the Iowa Division of Insurance.

**Continuing Education** All insurance producers must meet a continuing education requirement of 36 hours per category every three years, to be completed December 31, just prior to their license expiration date.

**Examination** The Iowa Insurance Division currently has a contract with Experior [(800) 873-7321 or <http://www.experioronline.com>] to conduct the exam and application program.

Information and exam applications are contained in the Licensing Information Bulletin, which may be obtained from the test provider. Twelve different exams are given in West Des Moines, Cedar Rapids, and Sioux City. They include: Life; Accident & Health; Personal Lines; Commercial Lines; Crop; Credit Life & Credit Accident & Health; Surety; Excess & Surplus Lines; Life, Accident & Health; Property; Casualty; and Property & Casualty.

After passing the appropriate exam, the candidate is eligible to receive an insurance producer license. Applications can be filled out prior to or after the exam. Applicants for a resident insurance license must make application to Experior no later than 90 days of passing the exam.

Producers need not be sponsored by an insurance company to take the exam or to apply for a license; however, a commission can only be paid to a producer if the producer is properly appointed by an insurance company with the Insurance Division. The insurance companies handle the appointment process.

**Fees** Application: \$50  
Duration: Three years  
Renewal: \$50  
Exam: \$79 – Per exam  
\$96 – for Life/Accident/Health combined  
Other: \$30 – Continuing Education Reporting Fee due with renewal

**SOC Code, Title, & Avg. Hourly Wage** 41-3021 – Insurance Sales Agents (\$19.99)

**Number of Licenses Issued** Total number of licenses active as of December 31,  
2001: 60,609  
2000: 49,795

**For Additional Information** Experior  
1360 Energy Park Dr  
St Paul MN 55108-5252  
Phone: (800) 873-7321  
TDD: (800) 790-3926  
<http://www.experioronline.com>