

Producer Licensing

A Commitment to Uniformity & Reciprocity

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NCOIL

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OUR MISSION



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NIPR is a not-for-profit technology company that provides cost-effective, streamlined, and uniform licensing and data compliance services for insurance professionals.

Together with the NAIC and the insurance industry, we protect and serve insurance consumers.

A group of people are gathered around a table in a meeting room. In the foreground, a man is looking at a laptop screen. Other people are visible in the background, some looking at documents or devices. The room has a modern, minimalist design with white walls and a large window.

“Be it also resolved that **NCOIL** urges state legislators and regulators to **WORK TOGETHER** to review existing producer licensing statutes and regulations and to eliminate any unnecessary resident and nonresident licensing barriers.”

- NCOIL 2012 Insurance Producer Resolution Urging Producer Licensing Modernization

A Federal Threat and the Move Toward Uniformity & Reciprocity





Graham Leach Bliley 1999



Why so complicated?

The Problem

1

Separate licenses required to sell different types of insurance

2

Producers must be licensed in every state where selling

3

Different laws and regulations

4

Paper intensive process in states and insurance companies

1

TECHNOLOGY streamlines complex processes

2

Integrated with **54** states and territories

3

ONE place to apply or renew licenses for any state

4

Insurance companies can manage producer compliance in **ONE** place

**NIPR is the
Solution**

Delivering on our Mission in 2024

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138.5^M

Annual
Transactions

▲ 33.6%

8.9+^M

Producer
Records

▲ 2.4%

\$1.37^B

State Fees
Processed

▲ 7%



307^K

Customer Service Inquiries,
Serving the Largest Number of
Producers in NIPR's History

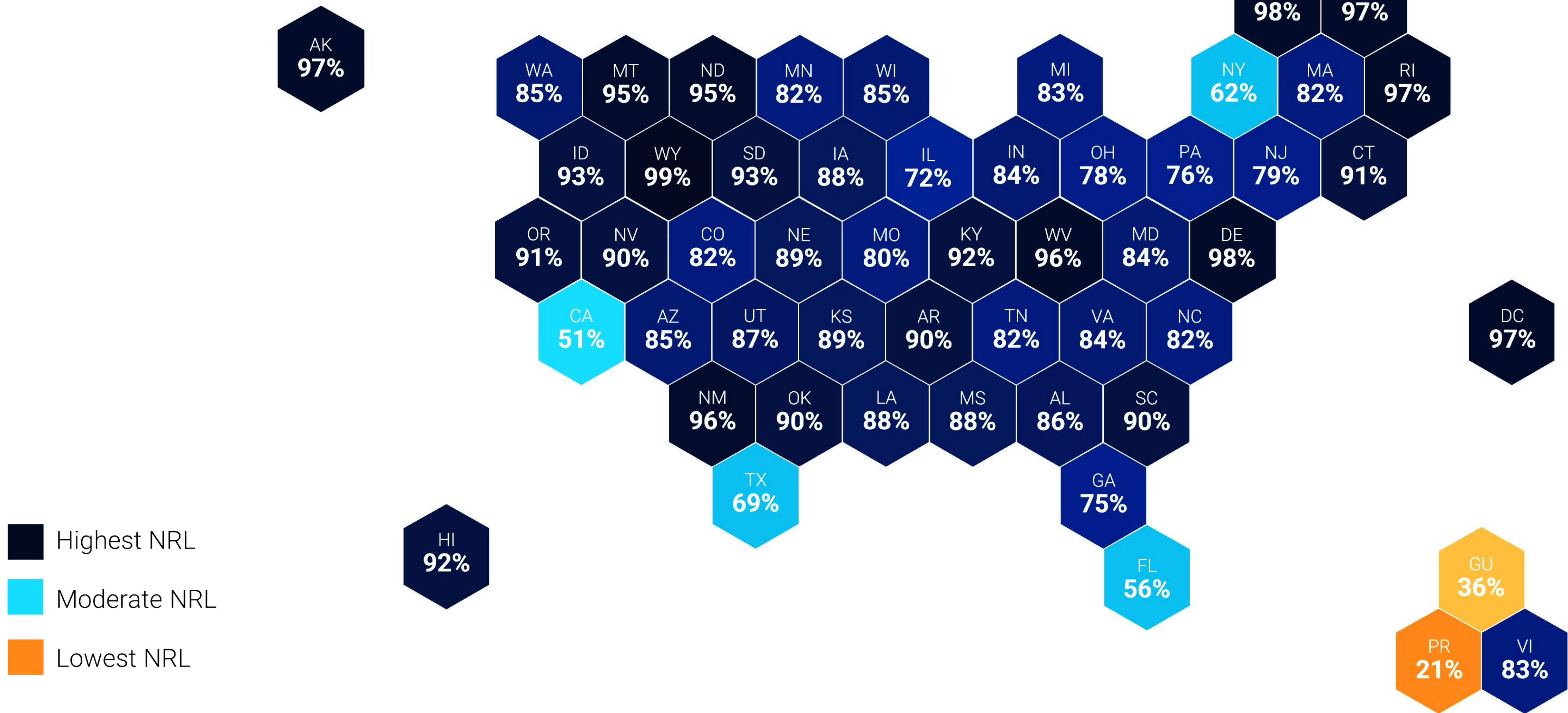


10

Producers holding Non-Resident
Licenses have, on average, licenses in
10 different states.

Non-resident licenses drive revenue

Most states >75% ratio of NRL vs. RL





Hurdles for Producers Result in Issues for Business and Consumers

Only 65% of States use same names for license classes and lines of authority

Only 61% of States offer fees by license type

Growing Number of State Specific Questions

The background image is a photograph of a modern office space, overlaid with a semi-transparent orange filter. In the foreground, a group of about seven people are seated around a long, dark wooden table, engaged in a meeting. In the background, a man stands near a large window, holding a tablet and looking out. The office has large windows with a grid pattern, and modern pendant lights hang from the ceiling.

CALL TO ACTION

Support State Regulation
Through a Commitment To
Uniformity & Reciprocity