State Training Requirements to Sell Products through Genworth

X's represent hours needed

Product	CTC	CTR	Can Operational sales happened		Hazmat Or Non Haz Training in Series 6000
	Pre-Licensed	Renewal	Local	Remote	Training in Life Hazmat (XX)
Texas					
100	X	X			
200	X	X			
300	X	X			
400	X	X			No website Hour data on CTC Training
500	X	X			Prerequisite Hours: Prerequisite Training is a separate product. Note Hours CE Is Refresh Hrs or Qualifying Hrs product. If Licensed only, will only need Hr. Never completed Basic training and year for the first four years of license. Renewal Hours are for Basic Life training. Life Hazmat Hours are for Life Hazmat Initial Training and Life Hazmat Refresher Training.
600	X	X	X	X	Prerequisite Hours: Prerequisite Training is a separate product. Refresh Hours are for Refresher Training. Life Hazmat Hours are for Life Hazmat Initial Training.
700	X	X			Prerequisite Hours: Prerequisite Training is a separate product. Refresh Hours are for Refresher Training. Life Hazmat Hours are for Life Hazmat Initial Training. Training Hours are for Initial Training. Training Hours are for Refresher Training. Training Hours are for Life Hazmat Initial Training. Training Hours are for Life Hazmat Refresher Training. Training is required for both outside and non-outside employees on sale and/or negotiate mortgage loans.
117			X		Note: Non-Resident is added to the state of Kansas(Kansas)
118					
119	X	X			Pre-Licensing Required for Residents only. Not Reciprocal
120	X	X			Texas State Specific CE Training required if Training was not 5 Hrs
121					
122	X	X			No website Hour data on CTC Training
123	X	X			
124	X	X			No website Hour data on CTC Training
125	X	X			Prerequisite Hours: Prerequisite Training is a separate product. Pre-Licensing Required for Residents only. Not Reciprocal. Refresher Hours are for Refresher Training. Training is required for Residents only. Also Renewal is for Residents.
126	X	X			
127	X	X			
128	X	X			Pre-Licensure specific training is included if training not taken in 1000
129	X	X			
130	X	X			
131					Effective 1-1-16 TX, Initial Pre-Lic Training is required for new producers. Existing producers licensed prior to 12/31/15 must complete Pre-Lic Training by 12/31/17. After Renewal required every 2 year continuing education cycle. Lapsed after the completion of Initial training.
132	X	X			
133	X	X			Texas State Specific CE Training required for Non-Resident. If training was not taken in
134	X	X			
135	X	X			
136	X	X			
137					Pre-Licensure requirements have been lifted effective 1-1-16 TX. Training effective 1-1-16 TX. Current licensing provisions of Section 4054.051 of the Texas Insurance Code. After Initial Training, Newly licensed producers are to offer the 5 Hrs CE Refresher course in the 2 years following the date of initial licensing. Non-Resident
138	X	X			
139	X	X			
140	X	X			
141	X	X			
142	X	X			Prerequisite Hours: Prerequisite Training is a separate product. Not CE requirements. Online Live
143	X	X			No website Hour data on CTC Training
144	X	X			
145	X	X			
146	X	X			
147	X	X			
148	X	X			
149	X	X			Pre-Licensure Specific Training Required if training not taken in
150	X	X			Producers that are continuously licensed for accident, health or sickness, or life Lines + 1 + 1 (1984 as a special Line) on Renewal Training. No website Hour data. Non-Resident Training. Pre-Licensure does not apply to other states training.
151	X	X			Pre-Licensure Specific Training required if training not taken
152					Pre-Training Required for Residents only. Initial and Renewal Hours are approximate hours taken in other states as the use varies. Not Reciprocal
153	X	X			Texas State Specific CE Training required if training not taken in 1000
154	X	X			Texas State Specific CE Training Required. If training not taken in
155	X	X			
156	X	X			Texas State Specific Training Required for Non-Residents. If training not taken in 1 in State Specific Training Hrs per year.
157					No website Hour data on CTC Training
158					
159					
Total	29	29	0	0	
Percentage	29%	29%	0%	0%	