

PRODUCER LICENSING (P/C & L/H) ADVISORY BOARDS

Meeting Minutes

Meeting Date: January 10, 2023

Call to order: A joint meeting of the **Producer Licensing Life & Health Advisory Board** and the **Producer Licensing Property & Casualty Advisory Board** was held at the Maryland Insurance Administration on **January 10, 2023**. The meeting convened at **10:03 am** and was called to order by **Mary Kwei**.

Attendance was taken and MIA staff members were introduced. The covered topics and summaries are listed below.

Life/Health Advisory Board		
Last Name	First Name	Present (Yes/No)
Salamon	Stephen	Yes
Melcher	Lynette	No
Carter	Deedra	Yes
Listori	Lucille	No
Tegeler	Harvey	Yes
Wilson	Venus	No
Moreira	Roy	No
Parker	Janet	Yes
Kearney	Stephanie	Yes
Cabrera	Vanessa	Yes

Property/Casualty Advisory Board		
Last Name	First Name	Present (Yes/No)
Papa	Michael	Yes
Mattes	Peter	Yes
Micciche	John	Yes
Cropper	Reese	No
Barker	Blakeley	No
Klinger	Robert	Yes
Guttman	Benjamin	Yes
Ertel	Michael	No
Zatkowski	Jennifer	No
Conner	Sharon	Yes

Maryland Insurance Administration Staff Attendees:

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Mary Kwei, Associate Commissioner of Market Regulation & Professional Licensing
Shelley Taylor-Barnes, Director of Producer Licensing
Lorelei Brillante, Supervisor of Customer Service / Education Analyst
Jeff Gross, Chief Enforcement Officer
Arica Cole, Licensing Specialist / Producer Advisory Board Liaison

Meeting Topics and Summaries

Opening Remarks
Mary Kwei, Associate Commissioner of Market Regulation & Professional Licensing made a motion to approve the September 13, 2022 meeting minutes. The motion was seconded and the motion passed.
Introduction to new Producer Advisory Board Member- Vanessa Cabrera
Kwei introduced the newly appointed Producer Advisory Board member, Vanessa Cabrera. Cabrera provided a brief introduction of her background in the insurance industry.
Announcement :Licensing exams will soon be available in Spanish
Kwei informed the Board that the education vendor, Prometric, is currently in the process of translating the licensing exam questions to Spanish.

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Assisting the MIA with translations into additional languages

Kwei solicited the Board members to ascertain whether there are any members who are fluent in Spanish and/or other languages to possibly assist with the review of the translated exam questions, and possibly translate currently posted information on our website to other languages.

Discussion: Ways to increase producers in currently underserved communities

Kwei, opened the floor to the Board members to share their ideas on ways to provide better resources and outreach to underserved community for life insurance.

PAB members offered some of the following ideas:

- Proposing State law that makes life insurance mandatory and offer subsidized life insurance programs for certain Maryland residents
- Create insurance awareness campaigns
- Increase of new insurance producers by visiting colleges and high schools to educate on career path development
- Expansion of financial literacy programs

Upcoming Producer Advisory Board Meeting Dates

March 14, June 13, September 12, December 12, 2023

At 10:47 a.m. a motion was made to adjourn the meeting, seconded and the motion passed. The meeting was adjourned.