

HOW TO OBTAIN A NEW YORK INSURANCE PRODUCER LICENSE

1. Complete the prelicensing course.

- Life Only – 20 hours
- Accident & Health Only – 20 hours
- Life, Accident and Health – 40 hours
- Property and Casualty – 90 hours
- Personal lines - 40 hours

Course requirements:

- This is a forced progression (locked) state that requires the student to review each lesson and pass each of the chapter quiz before moving onto the next section/chapter.
- Assessments on key topics throughout the course and must be successfully passed with a minimum score of 70% before moving onto the next chapter.
- Completion of this course satisfies the prelicensing education requirement.

Certificate Information:

To eligible for a Certificate of completion, you must follow several steps:

- Completion of the course, practice final exam and the Certification Exam.
- Submit an electronic affidavit acknowledging you were actively engaged in one hundred percent of the course and your participation during the periods of perceived inactivity.
- Download and Print certificate through the “Transcript” tile on the user dashboard.
- The Certificate must be submitted to the Department with your license application and retained in your records.
- Course completion rosters are reported to the state weekly.
- Certificates are valid for a lifetime.

2. Schedule the New York State examination.

- Registration must be completed online on PSI website: <https://home.psiexams.com/#/home>
- Exam fee - \$33
- Spanish exams are available

Online proctored exams:

- You must check the compatibility of your computer before registering for the exam. <https://syscheck.bridge.psiexams.com>
- If your computer is not compatible with the online software, you will need to schedule your examination at PSI test center.

Limitation on repeat examinations:

- There are no limitations on retaking the exam.

3. Pass your state exam

- Take advantage of the cram courses (Prep Review and Exam Simulator) within your prelicensing course during the waiting period.
 - Prep Review Course: This part of the training features content “boiled down to the essence” of the state exam. Chapters have only a few pages of material, but the content must be mastered to pass. Instructionally designed to teach individuals how to pass, most study effort should be invested here. Chapter exams are substantially larger (50+ questions), providing exposure to the types of questions seen on the state exam.
 - Exam Simulator: These special exams are designed to gauge content retention levels. Important: Only take the Exam Simulators after the Prep Review Course has been successfully completed. It ensures these questions will be “fresh in the mind”.
 - **On the day of testing**, you must present one form of identification bearing your signature, one of which must be a valid government issued photo id

4. Apply for license

- After passing the examination you must submit your license application to the Department https://www.dfs.ny.gov/apps_and_licensing/agents_and_brokers/home
- Application fees: All licensing fees are non-refundable. A full fee is charged when a license is issued for a licensing period of more than one year; a half fee is charged when a license is issued for a period of one year or less.
 - For New York residents the full fee is \$80, half fee is \$40.

PSI Exam Outlines

DESCRIPTION	Question Count			% of Exam Questions		
	Life	Health	Life and Health	Life	Health	Life and Health
Life Insurance						
Insurance Regulations	10	8	10	10%	8%	7%
General Insurance	10	6	6	10%	6%	4%
Life Insurance Basics	19	0	12	19%	0%	8%
Life Insurance Policies	20	0	12	20%	0%	8%
Life Insurance Policy, Provisions, Options, and Riders	20	0	15	20%	0%	10%
Annuities	10	0	10	10%	0%	7%
Federal Tax Considerations for Life Insurance and Annuities	5	0	3	5%	0%	2%
Qualified Plans	4	0	3	4%	0%	2%
Life Settlement	2	0	5	2%	0%	3%
Health Insurance						
Accident and Health Insurance Basics	0	12	7	0%	12%	5%
Individual Health Insurance Policy General Provisions	0	10	6	0%	10%	4%
Disability Income	0	10	9	0%	10%	6%
Medical Plans	0	15	9	0%	15%	6%
Federal Patient Protection and Affordable Care Act	0	10	9	0%	10%	6%
Long-Term Care (LTC) Insurance	0	5	9	0%	5%	6%
Group Health and Blanket Insurance	0	10	8	0%	10%	5%
Government Insurance Plans	0	9	8	0%	9%	5%
Private Insurance for Senior Citizens and Special Needs Individuals	0	5	9	0%	5%	6%
Total for all parts						
Total Scored Questions on Exam	100	100	150	100%	100%	100%
Maximum Time allowed to complete exam in minutes	120	120	150	120	120	120
Passing Score	70	70	70	70	70	70
DESCRIPTION	Question Count		% of Exam Questions			
	Property and Casualty		Property and Casualty			
Property and Casualty Insurance						
Insurance Regulations	14		9%			
General Insurance	14		9%			
Property and Casualty Basics	20		13%			
Dwelling Policy	9		6%			
Homeowners Policy	21		14%			
Auto Insurance	16		11%			
Commercial Package Policy	16		11%			
Businessowners Policy	12		8%			
Workers' Compensation Policy	12		8%			
Other Coverages and Options	10		7%			
Accident and Health Insurance	6		4%			
Total for all parts						
Total Scored Questions on Exam	150		100%			
Maximum Time allowed to complete exam in minutes	150		150			
Passing Score	70		70			

Producer Licensing Checklist:

Task:	Date Completed
1. Complete prelicensing course	
2. Register for exam	
3. Pass exam	
4. Apply for License	

Governing Agency

Name: New York State

Department of Financial Services

Phone: 518-474-6630

Website: <https://www.dfs.ny.gov/>

Address: One Commerce Plaza, Suite 2003
Albany, NY 12257