ExamFX

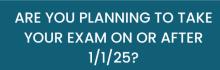
CALIFORNIA

NO

You do not need to take this course.

4H LIFE TRAINING DECISION TREE

ARE YOU LICENSED IN CALIFORNIA AS A LIFE AGENT OR LIFE ACCIDENT & HEALTH AGENT? (EITHER AS A RESIDENT OR NON-RESIDENT)



YES

NO

ARE YOU PLANNING TO SELL **CASH-VALUE LIFE INSURANCE?**

YES

NO

The first thing you should do after you get licensed is take this 4-Hour course so you can start selling cash value life insurance policies

You **do not** need to take this course.

What is non-term cashvalue insurance?

Basically, everything except for term life.

- 1. Whole Life
- 2. Universal Life
- 3. Variable Life
- 4. Variable Universal Life
 - 5. Indexed Life
 - 6. Adjustable Life
- 7. Burial (pre-need funeral)
- 8. Endowment (including

MECs)

9. Modified Life

10. Family Life (WL + Team)

DO YOU EXCLUSIVELY SELL TERM LIFE INSURANCE?



DO YOU SELL CASH-VALUE LIFE CONTRACTS?



WERE YOU LICENSED ON OR AFTER 1/1/24?



You do not need to take this course.



YES

You DO need to take this course by 1/1/25. You can't sell contracts until you complete the course.

WHY WASN'T THIS INCLUDED IN MY PRE-LICENSING TRAINING?

This course is completely separate from pre-licensing training. Once you are licensed, you must receive specific training on this product before you can sell it to consumers.