

The examination pursuant to Regulation 37 of the Insurance Regulations for Sales Representatives engaged in Life Insurance Business under the new syllabus.

The examination will cover the Life Classes of Insurance Business, that is, **Ordinary Long Term and Equity Linked.**

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**COST OF  
ORDINARY LONG TERM  
EXAM: J\$6,900.00**

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**COST OF  
EQUITY LINKED EXAM:  
J\$7,500.00**

### LATE ENTRY FEE

**DEADLINE – WEDNESDAY AFTER CLOSING DATE**  
ORDINARY LONG TERM INSURANCE OLT - \$3,450.00  
EQUITY LINKED - \$3,750.00

**DISCOUNTS DO NOT APPLY TO LATE APPLICATION**

### EXAMINATION TIMES

ORDINARY LONG TERM (OLT) INSURANCE BUSINESS  
9:00 A.M. – 11:30 A.M.

EQUITY LINKED BUSINESS  
1:00 P.M. – 3:30 P.M.

### EXAM FORMAT & PASS MARK

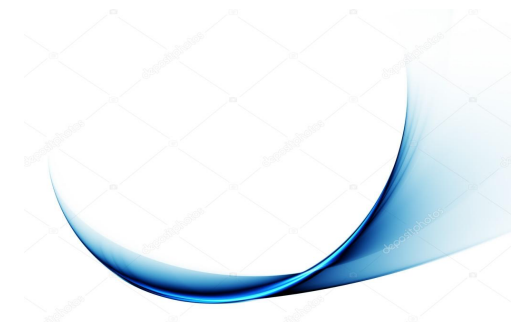
- 100 objective type questions (multiple choice, true/false)
- to be written in 2 ½ hours
- actual marks will be submitted to Training Managers for submission to Candidates/Unit/Branch Managers
- pass mark is 65%

### EXAM RESULTS

- to be submitted to companies within five (5) working days from the date of the exam(s).
- Training Managers from each company are to assume the responsibility of sending results out to their candidates.

**CANDIDATES WITHOUT A VALID  
FORM OF GOVERNMENT ISSUED  
IDENTIFICATION WILL NOT BE  
ALLOWED TO SIT THE EXAM(S)**

# SALES REPRESENTATIVE LICENSING (LIFE) EXAMINATION DATES 2023



## ORDINARY LONG TERM INSURANCE BUSINESS & EQUITY LINKED BUSINESS

Day(s) and Date(s) are subject to change

**PLEASE NOTE EXAMINATION DATES AND CLOSING DATES  
FOR SUBMISSION OF COMPLETED APPLICATION FORMS, PAYMENT AND  
COVER LETTER**

<b>EXAMINATION DATES</b>	<b>CLOSING DATES FOR SUBMISSION OF EXAMINATION APPLICATION FORM(S) ALONG WITH PAYMENT(S)</b>
<b>JANUARY 27</b>	JANUARY 20, 2023
<b>FEBRUARY 24</b>	FEBRUARY 17, 2023
<b>MARCH 24</b>	MARCH 17, 2023
<b>APRIL 28</b>	APRIL 21, 2023
<b>MAY 26</b>	MAY 19, 2023
<b>JUNE 30</b>	JUNE 23, 2023
<b>JULY 28</b>	JULY 21, 2023
<b>AUGUST 25</b>	AUGUST 18, 2022
<b>SEPTEMBER 29</b>	SEPTEMBER 22, 2023
<b>OCTOBER 27</b>	OCTOBER 20, 2023
<b>NOVEMBER 24</b>	NOVEMBER 17, 2023
<b>DECEMBER 15</b>	DECEMBER 8, 2023

**EXAMINATION COST(S)**

ORDINARY LONG-TERM INSURANCE -\$6,900.00  
EQUITY LINKED INSURANCE -\$7,500.00

ORDINARY LONG TERM & EQUITY LINKED INSURANCE \$14,000.00 *(both exams written are on the same date)*

**Venue:**

**College of Insurance & Professional Studies**

3-3a Richmond Avenue, Kingston 10

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Digiline: 383-2411

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Website: [www.cipsonline.edu.jm](http://www.cipsonline.edu.jm)

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**TERMS AND CONDITIONS FOR  
SALES REPRESENTATIVE LICENSING EXAMINATIONS**

- Registration for Course is **SEPARATE** from Registration for Examination.
- Examination fees are **NON-REFUNDABLE**.
- ALL** Applicants **MUST** complete an Examination Registration Form and submit with the relevant examination fee. Application forms without the requisite fees will not be accepted.
- ALL** application forms **MUST** include Manager's Name, Signature, date of examination and contact number. The Company stamp **MUST** also be affixed.
- Complete Application Form(s) **MUST** be accompanied by a cover letter signed by the Manager indicating the name(s) of candidate(s) and the particular examinations. Application forms submitted without the corresponding letter will **NOT** be accepted.  
  
**A CANDIDATE IS REGISTERED WHEN THE COMPLETED APPLICATION FORM, REQUISITE PAYMENT AND COVER LETTER ARE SUBMITTED BEFORE OR ON THE DUE DATE.**
- Applicants **MUST** submit a **VALID FORM OF IDENTIFICATION** on the date of the examination in order to be allowed to write the examination. Failure to present a valid form of identification will result in the candidate not being allowed to sit the particular examination.
- Applicants should be informed that **ALL ELECTRONIC DEVICES MUST BE TURNED OFF BEFORE ENTERING THE EXAMINATION ROOM**. Failure to comply will result in an automatic ejection from the particular examination.
- A Candidate who has substantial medical reason for missing an examination should submit this in writing within two (2) working days from the date of the missed examination.
- Deferral from an examination **MUST** be submitted in writing within five (5) working days **BEFORE** the commencements of the exams. The deferral will be for the next exam **sitting ONLY**.

**College of Insurance & Professional Studies 3-3a Richmond Avenue, Kingston 10. Visit [www.cipsonline.edu.jm](http://www.cipsonline.edu.jm) for more information.**