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**SALES REPRESENTATIVE
LICENSING (LIFE)
EXAMINATION DATES**

2026

**ORDINARY LONG TERM INSURANCE
BUSINESS
&**



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 Insurance Business
- Equity Linked Insurance Business

**COST OF
ORDINARY LONG -TERM EXAM**

J\$ 8,350.00

**COST OF
EQUITY LINKED EXAM**

J\$ 9,050. 00

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

EXAMINATION DATES	CLOSING DATES FOR SUBMISSION OF EXAMINATION APPLICATION FORM(S) ALONG WITH PAYMENT(S)
FRIDAY, JANUARY 30, 2026	FRIDAY, JANUARY 23, 2026
FRIDAY, FEBRUARY 27, 2026	FRIDAY, FEBRUARY 20, 2026
FRIDAY, MARCH 27, 2026	FRIDAY, MARCH 20, 2026
FRIDAY, APRIL 24, 2026	FRIDAY, APRIL 17, 2026
FRIDAY, MAY 22, 2026	FRIDAY, MAY 15, 2026
FRIDAY, JUNE 26, 2026	FRIDAY, JUNE 19, 2026
FRIDAY, JULY 24, 2026	FRIDAY, JULY 17, 2026
FRIDAY, AUGUST 28, 2026	FRIDAY, AUGUST 21, 2026
FRIDAY, SEPTEMBER 25, 2026	FRIDAY, SEPTEMBER 18, 2026
FRIDAY, OCTOBER 23, 2026	FRIDAY, OCTOBER 16, 2026
FRIDAY, NOVEMBER 27, 2026	FRIDAY, NOVEMBER 20, 2026
FRIDAY, DECEMBER 18, 2026	FRIDAY, DECEMBER 11, 2026

EXAMINATION COST(S)

- ORDINARY LONG TERM INSURANCE BUSINESS – J\$8,350.00
- EQUITY LINKED INSURANCE BUSINESS – J\$9,050.00

ORDINARY LONG TERM AND EQUITY LINKED INSURANCE
JS16,800.00 (both exams written on the same date)

VENUES:

1. The College of Insurance & Professional Studies
3-3a Richmond Avenue, Kingston 10
Tel: (876)929-3340, (876)929-6149, (876)929-6159
Digiline: (876)383-2411
Fax: (876)929-6117
Email: info@cipsonline.edu.jm
Website: www.cipsonline.edu.jm
Visit us on facebook: <http://www.facebook.com/College of Insurance and Professional Studies>
2. Montego Bay (*venue to be confirmed*)

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

TERMS AND CONDITIONS FOR SALES REPRESENTATIVE LICENSING (LIFE) EXAM NATIONS

1. Registration for Courses is **SEPARATE** from registration for examination.
2. Examination fees are **NON-REFUNDABLE**.
3. **ALL** Application forms **MUST** complete an Examination Registration Form and submit with the relevant examination fee by the deadline date. Application forms without the requisite fees will not be accepted.
4. **ALL** application forms **MUST** include Manager's name, signature, date of examination and contact number. The company stamp. **MUST** also be affixed.
5. 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 correspondence 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**

6. Applicants **MUST** submit a **VALID FORM OF GOVERNMENT ISSUED 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.

TERMS AND CONDITIONS FOR. SALES REPRESENTATIVE LICENSING (LIFE) EXAMINATIONS

Cont'd

7. 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
8. 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.
9. Deferral from an examination **MUST** be submitted in writing within three (3) working days **BEFORE** the commencements of the examinations. The deferral will be for the next examination sitting **ONLY**.

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LATE ENTRY FEE

DEADLINE – WEDNESDAY AFTER CLOSING DATE

- ORDINARY LONG-TERM INSURANCE – J\$4,175.00
- EQUITY LINKED INSURANCE – J\$4,525.00

DISCOUNTS DO NOT APPLY TO LATE APPLICATION(S)

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 examination(s)
- Training Managers from each company are to assume the responsibility of forwarding the results to their Candidates

**CANDIDATES WITHOUT A VALID GOVERNMENT-ISSUED
IDENTIFICATION WILL NOT BE ALLOWED TO SIT THE
EXAMINATION(S)**

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