

6. Common-to-Industry Educational System

The life insurance industry introduced a general course examination common to the industry in 1963, and further in 1965 set up a professional course in order to contribute to the higher education of agents. In 1977, a common-to-industry educational system was founded on these bases. In 1992, the system was revised drastically, and the outcome is seen in the current series of educational systems: general, professional, advanced professional, college course and variable life insurance sales qualification examination. Compilation of textbooks and examinations for each course are undertaken by the Life Insurance Association of Japan.

(1) Education of Agents

General Course

From 1963, when the General Course was introduced, to 1977, only registered agents were eligible for the examination. In 1977, it was revised and passing the examination is now a prerequisite for candidates to be registered with the government as solicitors. This General Course is regarded as a rule in the life insurance industry for all life insurance companies that belong to the Life Insurance Association of Japan.

Professional Course

The Professional Course is for those who intend to acquire professional and related knowledge of life insurance sales in addition to basic knowledge acquired in the General Course, and to develop their basic ability to respond to clients' needs.

The Association holds qualification examinations for course participants three times a year, and grants the title of Life Consultant, LC to its successful examinees.

Advanced Professional Course

The Advanced Professional Course is for those who further seek practical and applicable knowledge based on the knowledge acquired in Professional Course, with the purpose of obtaining comprehensive knowledge essential for financial planning services for customers.

The Association holds qualification examinations three times a year, and grants the title of Senior Life Consultant, SLC to its successful examinees.

College Course

This course aims at nurturing life insurance financial planners by granting a more professional and pragmatic level of knowledge on life insurance, and other related knowledge needed for financial planning services. Those who are endorsed by the company and accredited by the Life Insurance Association of Japan, besides passing examinations, have conferred upon them the highest title in the industry: Total Life Consultant, TLC.

Variable Life Insurance Sales Qualification

Variable life insurance is quite different from traditional products (fixed-sum policies), as its sum insured reflects the result of fund management (except the guaranteed basic portion of death benefits). The sale of the products, therefore, requires specific knowledge on the part of solicitors. For this reason, the Association holds qualification examinations for selling variable insurance three times a year for solicitors who have passed the professional course examination and taken the specified training course. This examination is considered the same as the

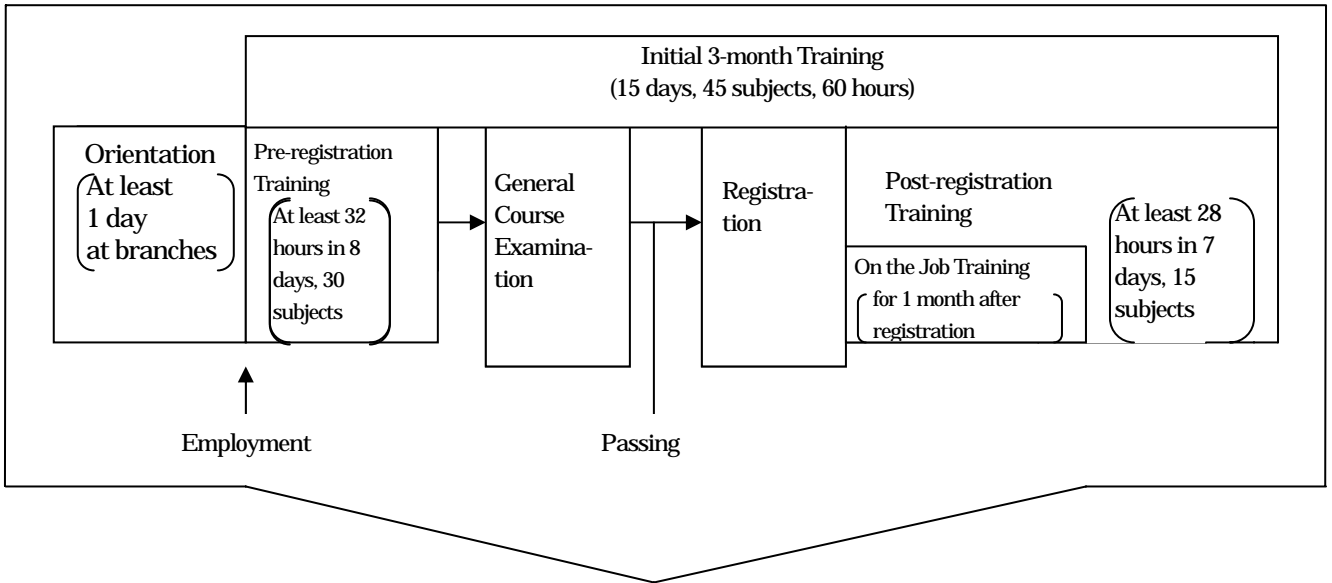
General Course, regarded as a rule in the life insurance industry. A solicitor may sell variable insurance products only after being registered at the Association as having passed this examination.

(2) Education of Clerical Employees

Besides solicitor education, there is a self-study course offered to clerical employees of life insurance companies. The clerical course is comprised of eight subjects, including taxation law, accounting, and risk selection relating to life insurance. The purpose of the clerical course is to have them acquire a wide range of basic knowledge of the life insurance business and to develop their ability to work in different departments of the business.

Employees are expected to study on their own with textbooks provided for the course, and to take examinations held regularly in large cities. Many life insurance companies regard the passing of these examinations as a prerequisite for promotion.

Common-to-Industry Educational System



Training for Professional Course
(More than 2 days, 12 hours)

