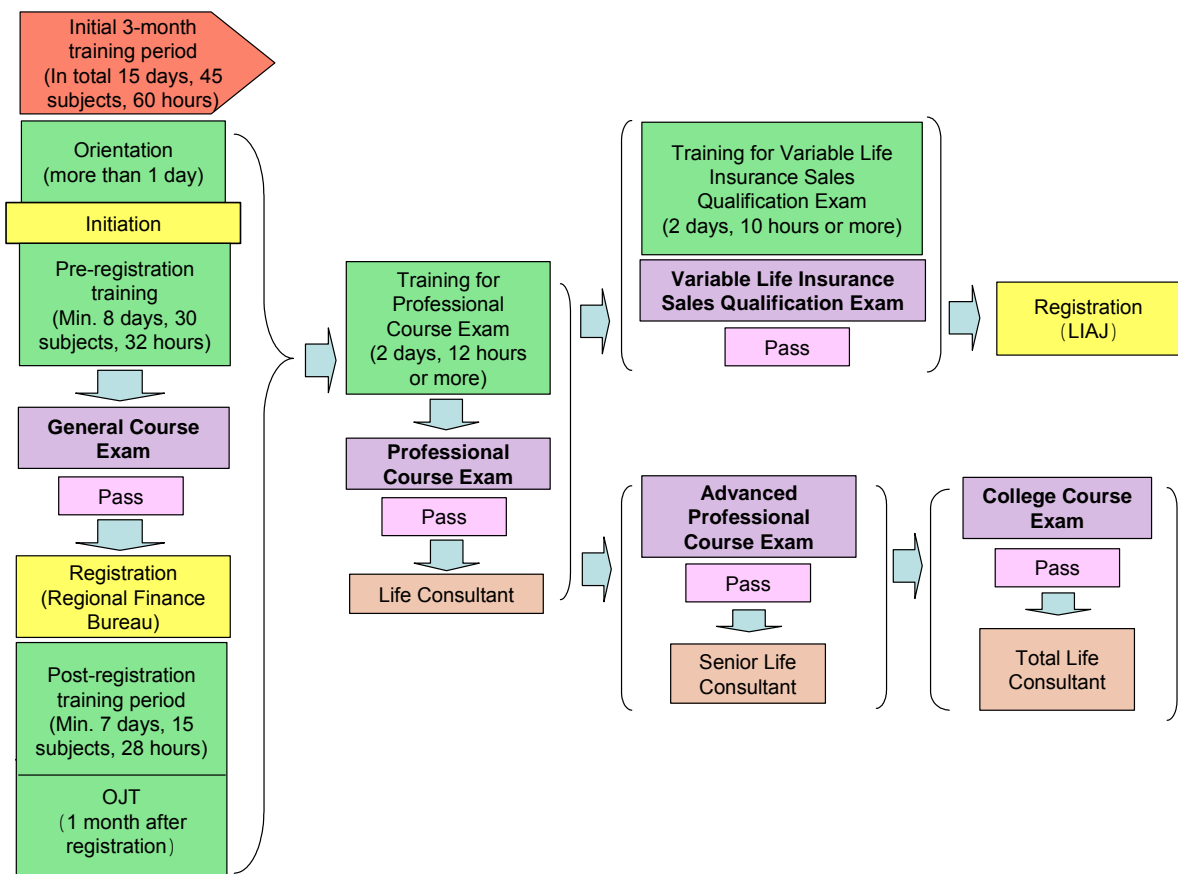


**b) Educational System**

1) Examination for Life Insurance Solicitors

Under the laws and regulations, tied sales agents and sales representatives at agencies need to be registered with the FSA to sell life insurance products as life insurance solicitors. The LIAJ administers the General Course Exam to check the knowledge, quality and capacity of examinees required for their registration. The LIAJ also operates the examination system for the “Professional Course”, “Advanced Professional Course” and “College Course” in order to better meet policyholders’ needs. In addition, the LIAJ administers the Variable Life Insurance Sales Qualification Course Exam for insurance solicitors to sell variable life insurance/annuities.

➤ Chart of Common-to-industry Educational System



➤ Purpose and Description of Each Course

Course	Purpose	Description	Number of successful candidates (FY 2008)
General Course	To gain a basic knowledge on life insurance required by a tied sales agent/sales rep at an agency.	<ul style="list-style-type: none"> <li>• Compliance at the time of soliciting insurance</li> <li>• Importance of maintenance and services after sales</li> </ul>	206,862
Professional Course	To acquire more extensive expertise and related knowledge on insurance solicitation based on the core knowledge gained in the General Course.	<ul style="list-style-type: none"> <li>• Knowledge about other financial sectors</li> <li>• Social security and corporate benefit system</li> </ul>	120,610
Advanced Professional Course	To acquire applicable and practical knowledge essential for financial planning services	<ul style="list-style-type: none"> <li>• Categories of tax and its calculation</li> <li>• Public pension program</li> </ul>	33,064
College Course	To acquire further expertise on life insurance and related knowledge at a professional level. This course is the highest course in the common-to-industry educational system.	<ul style="list-style-type: none"> <li>• Financial planning</li> <li>• Study on corporate insurance products</li> </ul>	51,019
Variable Life Insurance Sales Qualification Course	To acquire knowledge on the characteristics and mechanism of variable products.	<ul style="list-style-type: none"> <li>• Types of variable life insurance and its mechanism</li> <li>• Prohibited matters and issues in variable products solicitation</li> </ul>	81,904

## 2) Continuing Educational System

The LIAJ established a new mechanism in April 2009 to educate all life insurance solicitors repeatedly and continuously once a year in principle, centering on “compliance”, “accountability” and “services after the sales such as claims payment.” This system was established as the roles of insurance solicitors have become more important in explanation of insurance products and their services after the sales including procedures on insurance claims, reflecting the mounting consciousness to protect consumers and the revised related laws and regulations in the recent years.

## 3) Others

### (a) Life Insurance Course

This course is for staff who are engaged in the life insurance business. The purpose is to acquire the basic knowledge required as a worker in the life insurance industry. The course consists of eight subjects: “Introduction to Life Insurance”, “Life Insurance Actuarial Science”, “Risk Selection”, “Contractual Provision and Law”, “Life Insurance Product and Sales”, “Life Insurance Accounting”, “Asset Management” and “Life Insurance and Tax Law”. The LIAJ publishes the text and operates the exam for each subject.

### (b) Examination for Life Insurance Interviewers

When an applicant applies for a contract, the conclusion of the contract is judged by the declaration form or a doctor’s assessment. As a way of judging contracts, the life insurance interviewer interviews the insured and checks their health. The LIAJ administers its approved examination.

### (c) Examination for Life Insurance Claims Assessors

The LIAJ has been conducting the “Exam for Life Insurance Claims Assessors” since fiscal 2007. This exam encourages applicants to acquire basic knowledge and good judgment, which is necessary for the person in charge of examining claims at life insurers. This exam helps to foster these persons as human resources and to maintain and improve their abilities. There were 3,860 successful applicants in fiscal 2008.