



Travel Retailer Training and Certification

Effective March 16, 2018, you have two options if you wish to continue selling RoundTrip Economy, RoundTrip Choice, and RoundTrip Elite and receive commission on them:

1. Obtain the required license in every state where you sell trip protection plans. The requirements vary by state and can include various license types. If you choose this option, contact your account representative to learn how to submit your license information.
2. If you do not hold the required license in every state, you can complete the training and certification to join the Seven Corners Travel Retailer Registry List. Visit [here](#) to take the training and submit the form. This must be completed by March 16, 2018. We will not pay commissions after this date, and we cannot issue retroactive payments.
 - The Travel Retailer Training and Certification will allow you to sell trip protection plans and receive commissions in the 48 states adhering to the National Conference of Insurance Legislators (NCOIL) rules and regulations.
 - You cannot sell trip protection plans and receive commissions in the non-NCOIL states (New York, Pennsylvania, Hawaii, Florida and Ohio – Ohio will join NCOIL in March 2018) unless you submit proof of all required licenses for each state by March 16, 2018.

Why is there a change in commission payments?

In recent years, the “Market Action Work Group” (MAWG), part of the National Association of Insurance Commissioners, has implemented new regulations affecting how trip protection insurance is disseminated and sold and how commissions are paid. The new regulations impact all carriers, managing general underwriters, agents and travel retailers in the market. In addition, carriers may implement different procedures based on their processes and interpretation of the regulations. The steps listed above explain how Seven Corners is addressing the MAWG requirements.

If you have questions, please contact your account representative, call the sales department at 877-444-5012 or email sales@sevenscorners.com.