

CONCURRENCE IN SENATE AMENDMENTS

AB 943 (Michelle Rodriguez)

As Amended June 3, 2025

Majority vote

SUMMARY

Eliminates the requirement that certain California Department of Insurance (CDI) license applicants complete 20 hours of pre-licensing coursework, and allows CDI to charge fees for these applicants to complete the remaining 12-hour ethics course certification requirement.

- 1) Removes the requirement that applicants for property broker-agent, casualty broker-agent, limited lines automobile insurance agent, personal lines broker-agent, life agent, and accident and health or sickness agent licenses, complete 20 hours of pre-licensing education coursework.
- 2) States the Insurance Commissioner requires a fee of \$75 for applications for certification, or renewal of certification as a 12-hour ethics course or continuing education provider.
- 3) States the Insurance Commissioner requires a fee of \$75 for applications for certification of a 12-hour ethics course.
- 4) States the Insurance Commissioner requires a fee of \$37 for applications to renew certification of a 12-hour ethics course.

Senate Amendments

- 1) Instituted a fee of \$75 upon applying for the 12-hours ethics course certification.
 - a) Instituted a fee of \$37 upon applying to renew the 12-hours ethics course.

COMMENTS

Existing law requires 20 hours of prelicensing requirements for each specified license. Initially, decades ago, the number of hours was 40 and via legislation was reduced to 20 hours about 15 years ago. This measure does not impact or change the requirement to fulfill 12 hours of ethics training and the California Insurance Code, nor does this measure change any conditions related to continuing education requirements.

In recent months, several states have eliminated their pre-license education requirements -- most recently, Maryland, Alabama, Washington and Louisiana. Currently there are 34 states with no pre-license education requirements.

According to the Author

"Because of the stringent 20-hour insurance line specific requirement, aspiring insurance professionals who are limited by financial or time constraints are unable to complete the prelicensing requirements. By streamlining the prelicensing education, it increases accessibility and produces more insurance professionals in a state with an insurance crisis."

Arguments in Support

According to the Association of California Life and Health Insurance Companies, "AB 943 proposes a more efficient and effective pre-licensing framework by reducing time-based instruction requirements to 12 hours while maintaining rigorous professional and ethical standards through comprehensive testing."

Arguments in Opposition

According to the Consumer Federation of California, "If anything, prelicensing education requirements for newly applying insurance agents in various areas ought to be increased, not eliminated."

FISCAL COMMENTS

According to the Assembly Appropriations Committee, negligible costs to CDI. Although the elimination of course certification fees would result in special fund revenue loss, CDI notes that it received under \$4,000 from those fees in fiscal year 2023-24, and the resultant revenue loss would be offset by a reduction in staff time to process certification applications.

VOTES:**ASM INSURANCE: 17-0-0**

YES: Calderon, Wallis, Addis, Alvarez, Ávila Farías, Berman, Chen, Ellis, Gipson, Hadwick, Harabedian, Krell, Nguyen, Ortega, Petrie-Norris, Michelle Rodriguez, Valencia

ASM APPROPRIATIONS: 14-0-1

YES: Wicks, Sanchez, Arambula, Calderon, Caloza, Dixon, Elhawary, Fong, Mark González, Hart, Pacheco, Solache, Ta, Alanis

ABS, ABST OR NV: Pellerin

ASSEMBLY FLOOR: 74-0-5

YES: Addis, Aguiar-Curry, Ahrens, Alanis, Alvarez, Arambula, Ávila Farías, Bains, Bauer-Kahan, Bennett, Berman, Boerner, Bonta, Bryan, Calderon, Caloza, Carrillo, Castillo, Chen, Connolly, Davies, DeMaio, Dixon, Ellis, Flora, Fong, Gabriel, Gallagher, Garcia, Gipson, Jeff Gonzalez, Mark González, Hadwick, Haney, Harabedian, Hart, Hoover, Irwin, Jackson, Kalra, Krell, Lackey, Lowenthal, Macedo, Muratsuchi, Nguyen, Ortega, Pacheco, Papan, Patel, Patterson, Pellerin, Petrie-Norris, Quirk-Silva, Ramos, Celeste Rodriguez, Michelle Rodriguez, Rogers, Blanca Rubio, Sanchez, Schiavo, Schultz, Sharp-Collins, Solache, Soria, Ta, Tangipa, Valencia, Wallis, Ward, Wicks, Wilson, Zbur, Rivas

ABS, ABST OR NV: Elhawary, Lee, McKinnor, Ransom, Stefani

SENATE FLOOR: 40-0-0

YES: Allen, Alvarado-Gil, Archuleta, Arreguín, Ashby, Becker, Blakespear, Cabaldon, Caballero, Cervantes, Choi, Cortese, Dahle, Durazo, Gonzalez, Grayson, Grove, Hurtado, Jones, Laird, Limón, McGuire, McNeerney, Menjivar, Niello, Ochoa Bogh, Padilla, Pérez, Reyes, Richardson, Rubio, Seyarto, Smallwood-Cuevas, Stern, Strickland, Umberg, Valladares, Wahab, Weber Pierson, Wiener

SENATE FLOOR: 39-0-1

YES: Allen, Alvarado-Gil, Archuleta, Arreguín, Ashby, Becker, Blakespear, Cabaldon, Caballero, Cervantes, Choi, Cortese, Dahle, Durazo, Gonzalez, Grayson, Hurtado, Jones, Laird, Limón, McGuire, McNerney, Menjivar, Niello, Ochoa Bogh, Padilla, Pérez, Reyes, Richardson, Rubio, Seyarto, Smallwood-Cuevas, Stern, Strickland, Umberg, Valladares, Wahab, Weber Pierson, Wiener

ABS, ABST OR NV: Grove

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