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To: Helder, Randy <RHelder@naic.org>; Haworth, John <johnhaw@oic.wa.gov>

Subject: Market Analysis Training

The NAIC does a wonderful job at on the MARKET ANALYSIS Course that can be used to gain your PIR designation, through NAIC training. If there is a way to leverage some of the webinars, powerpoint presentations and information contained in this course to apply to the training of new employees for market analysis, that would be most effective and efficient I think. I encourage all of our new Market employees (2 so far ever) to take this course immediately. However, there are some standards that need to be met to take these NAIC courses, such as how long you've been a regulator – I think that would be eliminated for this purpose and it wouldn't need to include all the information there.

Just a thought.



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