# Department of Licensing and Regulatory Affairs

## Hearing Aid Dealer and Salesperson

## State Licensing Examination

### CANDIDATE INFORMATION BULLETIN

<table>
<thead>
<tr>
<th>Content Outline</th>
</tr>
</thead>
<tbody>
<tr>
<td>Examinations by PSI Services LLC</td>
</tr>
<tr>
<td>Guidelines for Licensing Application/Qualification</td>
</tr>
<tr>
<td>Examination Scheduling</td>
</tr>
<tr>
<td>Internet Scheduling</td>
</tr>
<tr>
<td>Telephone Scheduling</td>
</tr>
<tr>
<td>Canceling an Examination</td>
</tr>
<tr>
<td>Missed Appointment or Late Cancellation</td>
</tr>
<tr>
<td>Exam Accommodations</td>
</tr>
<tr>
<td>Alternative Test Delivery Arrangements</td>
</tr>
<tr>
<td>Emergency Examination Center Closing</td>
</tr>
<tr>
<td>Examination Review</td>
</tr>
<tr>
<td>Examination Site Locations</td>
</tr>
<tr>
<td>Reporting to the Examination Site</td>
</tr>
<tr>
<td>Required Identification at the Examination Site</td>
</tr>
<tr>
<td>Security Procedures</td>
</tr>
<tr>
<td>Important Notice for All Candidates</td>
</tr>
<tr>
<td>Hearing Aid Practical Portion</td>
</tr>
<tr>
<td>Practical Portion Scoring</td>
</tr>
<tr>
<td>Taking the Theory Examination Portion</td>
</tr>
<tr>
<td>Tutorial</td>
</tr>
<tr>
<td>Test Question Screen</td>
</tr>
<tr>
<td>Non-Scored Questions</td>
</tr>
<tr>
<td>Hearing Aid Theory Portions</td>
</tr>
<tr>
<td>Theory Portion Scoring</td>
</tr>
<tr>
<td>Suggested Reference Lists</td>
</tr>
<tr>
<td>Examples of Proper Bracing</td>
</tr>
<tr>
<td>Model Certification and Waiver</td>
</tr>
</tbody>
</table>

Please refer to our website to check for the most updated information at https://test-takers.psiexams.com/miaprlow.

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Updated 8/17/2022
This Candidate Information Bulletin provides you with information about the examination process for obtaining a Hearing Aid license in the State of Michigan.

The Department of Licensing and Regulatory Affairs (referred to as the Department) has contracted with PSI Services LLC (PSI) to conduct the examination program. PSI works closely with the Department to make certain that these examinations meet the State's as well as nationally established technical and professional standards for examination development and administration. PSI provides these examinations through a network of computer and practical examination centers in Michigan.

Following are the licensing examinations offered by PSI:
- Hearing Aid Dealer Theory Examination
- Hearing Aid Salesperson Theory Examination
- Hearing Aid Salesperson Practical Examination: Ear Impression

You do not need to take the Written examination prior to the Practical examination.

***VERY IMPORTANT***

PRIOR TO TESTING

Before applying to PSI to take your licensing examination(s) you must first apply for licensure. The license application is available at the State of Michigan’s website located at www.michigan.gov/hearingaiddealers under “Licensing Applications and Forms”.

Once the Department has approved you for testing, you will receive an authorization to test notification. This notification will also be submitted to PSI allowing the authorized candidate to register, pay for and schedule the required licensure examination. Once you have passed your examination(s), the State of Michigan will be electronically notified by PSI so that your license can be issued and mailed to you. Only the State of Michigan may determine your eligibility for a license.

For information about licensure requirements, please access the State of Michigan Hearing Aid Dealers web page at www.michigan.gov/hearingaiddealers.

All questions concerning the requirements for licensing should be directed to:

Department of Licensing and Regulatory Affairs
Licensing Division - Hearing Aid Dealers
Bureau of Professional Licensing
P.O. Box 30670
Lansing, MI 48909
Phone: 517-241-9288 Fax: 517-373-7179
www.michigan.gov/hearingaiddealers
Email: BPLHelp@michigan.gov

EXAMINATIONS BY PSI

EXAMINATION PAYMENT AND SCHEDULING PROCEDURES

Once you have received your authorization to test notice, you are responsible for contacting PSI to register for, pay your examination fee, and schedule an appointment to take the examination(s). You must pay for the examination(s) at the time you register.

INTERNET SCHEDULING

For the fastest and most convenient test scheduling process, PSI recommends that candidates register for their exams using the Internet. In order to register over the Internet, candidates will need to have a valid credit card (VISA, MasterCard, American Express or Discover). Candidates register online by accessing PSI’s registration website at https://takers.psiexams.com/miaprlow. Internet registration is available 24 hours a day.

Log onto PSI’s website and select Sign in / Create Account. Select Create Account. You are now ready to pay and schedule for the exam. Enter your zip code and a list of the testing sites closest to you will appear. Once you select the desired test site, available dates will appear.

TELEPHONE

To register with a Customer Service Representative, call (855) 579-4635, Monday through Friday between 7:30 am and 10:00 pm, or Saturday-Sunday between 9:00 am and 5:30 pm, Eastern Time. To register by phone, you need a valid VISA, MasterCard, American Express or Discover.

CANCELING AN EXAMINATION APPOINTMENT

You may cancel and reschedule an examination appointment without forfeiting your fee if your cancellation notice is received 2 days prior to the scheduled examination date. For example, for a Monday appointment, the cancellation notice would need to be received on the previous Saturday. You may call PSI at (855) 579-4635 or use the PSI Website.

Note: A voicemail or email message is not an acceptable form of cancellation. Please use the PSI Website or call PSI and speak to a Customer Service Representative.

MISSED APPOINTMENT OR LATE CANCELLATION

If you miss your appointment, you will not be able to take the examination as scheduled, further you will forfeit your examination fee, if:

- You do not cancel your appointment 2 days before the scheduled examination date;
- You do not appear for your examination appointment;
- You arrive after examination start time;
- You do not present proper identification when you arrive for the examination.
EXAM ACCOMMODATIONS

All PSI examination centers are equipped to provide access in accordance with the Americans with Disabilities Act (ADA) of 1990, and exam accommodations will be made in meeting a candidate’s needs. A candidate with a disability or a candidate who would otherwise have difficulty taking the examination should request for alternative arrangements by Clicking Here.

Candidates granted accommodation in accordance with the ADA, MUST schedule their examination by telephone and speak directly with a PSI registrar.

ALTERNATIVE TEST DELIVERY ARRANGEMENTS

The following options are available to all candidates seeking assistance taking the Hearing Aid examination for an additional fee.

Additional Time While Taking the Examination
Candidates may request to take the examination with extra time. The candidate will be given time & 1/2 and there will be an additional fee of $50 per examination.

Request for a Reader along with Additional Time
Candidates may request to have the examination read to them in English with extra time & 1/2 for an additional fee of $50 per examination. PSI will provide the reader.

Candidates applying for alternative test delivery arrangements should request by Clicking Here. Any costs associated with alternative test delivery arrangements must be paid by the candidate.

EXAMINATION SITE LOCATIONS

Dearborn Examination Center
3200 Greenfield Road, Suite 253
Dearborn, MI 48120
From Detroit: Merge onto I-94 W. Take exit 209 (Rotunda Dr.) from I-94 W. Turn left onto Rotunda Dr. Follow Rotunda Dr to Commerce Drive South. Turn left on Commerce Dr. S, then turn right onto Greenfield Rd. Site is on the right.

Holt-Lansing Examination Center
4202 Charlar Drive, Suite 1
Holt, Michigan 48842
Follow I-496 E, which becomes US-127 S. Take the Holt Rd exit 70. Turn right onto Holt Rd. Turn left onto Cedar St. Turn right onto Charlar Dr.

Southfield-Crossroads Examination Center
Crossroads Building
16250 Northland Drive, Suite 361
Southfield, MI 48075
From I-75 North and South, exit West 8 Mile. Northland Drive is West of Greenfield Road. Do not go over the Bridge. Pass the Lodge Fwy (Hwy 10). Turn right on Northland Drive. From Southfield Fwy North and South, exit East 8 Mile. Go east on 8 Mile to Northland Drive. Northland Drive is next to the Northland Shopping Center.

Southfield-Lahser Road Examination Center
26400 Lahser Road, Suite 150
Southfield, Michigan 48033
From I-96 E merge onto I-696 E. Then merge onto M1-10 S. Take the Lahser Road exit. Keep left at the fork in the ramp. Turn left onto Northwestern Hwy. Turn right on Lahser Road.

Grand Rapids Examination Center
4595 Broadmoor Ave SE, Suite 201
Grand Rapids, MI 49512
From I-96, exit East Beltline Avenue and proceed South approximately 4 miles. Once you pass 28th Street, Beltline becomes Broadmoor. Continue South an additional 2 miles. 4595 Broadmoor is just South of 44th Street on the right. Use the North Entrance. Room 201 is at the top of the stairs.

From US-131, take exit 77 (M6 the new highway) East toward Lansing. Take exit 15 (M37/Broadmoor), head North (left) on Broadmoor. 4595 Broadmoor is just North of Barden street, South of 44th Street on the left. Use the North Entrance to the second floor. Room 201 is at the top of the stairs.

Gaylord Examination Center
440 W. Main St., Suite D
Gaylord, MI 49735
From I-75 take exit # 282 / M-32 toward Alpena / Gaylord. From the exit ramp, turn east onto W Main (M-32) and go about half a mile. 440 W Main is at the northeast corner of Main and Indiana, halfway between KFC and Subway. Suite D opens off the parking lot.

Marquette Examination Center
Mid Towne Office Complex
1229 W. Washington
Marquette, MI 49855
Complex is across the street from Shopko. Enter the building on the left, and go up the stairs. Go left at the top of the stairs; suite is at the end of the hall on the right.

EXAMINATION SITE CLOSING FOR AN EMERGENCY

In the event that severe weather or another emergency forces the closure of an examination site on a scheduled examination date, your examination will be rescheduled. PSI personnel will attempt to contact you in this situation. However, you may check the status of your examination schedule by calling (855) 579-4635. Every effort will be made to reschedule your examination at a convenient time as soon as possible. You will be rescheduled at no additional charge.

EXAMINATION REVIEW

PSI, in cooperation with the Department, will be continually evaluating the examinations being administered to ensure that the examinations accurately measure competency in the required knowledge areas. Comments may be entered during the theory examination by clicking the Comments link on the function bar of the test question screen. Your comments regarding the questions and the examinations are welcomed. Comments will be analyzed by PSI examination development staff. While PSI does not respond to individuals regarding these comments, all substantive comments are reviewed. If a discrepancy is found during the comment review, PSI and the Department may re-evaluate candidates’ results and adjust them accordingly. This is the only review of the examination available to candidates.
PRACTICAL EXAMINATION SCHEDULE

<table>
<thead>
<tr>
<th>Date</th>
<th>Location</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 20, 2023</td>
<td>Southfield-Crossroads</td>
</tr>
<tr>
<td>February 23, 2024</td>
<td>Southfield-Crossroads</td>
</tr>
<tr>
<td>April 19, 2024</td>
<td>Grand Rapids</td>
</tr>
<tr>
<td>July 19, 2024</td>
<td>Gaylord</td>
</tr>
</tbody>
</table>

Scheduling for practical examinations becomes available approximately 4 weeks prior to the examination date.

REPORTING TO THE EXAMINATION SITE

On the day of the examination, you should arrive at least 30 minutes prior to your scheduled appointment time. This allows time for sign-in and identification verification. If you arrive late, you may not be admitted to the examination site and you will forfeit your examination registration fee.

REQUIRED IDENTIFICATION AT EXAMINATION SITE

You must provide 2 forms of identification. One must be a valid form of government issued identification (driver's license, state ID, passport), which bears your signature and has your photograph. The second ID must have your signature and preprinted legal name. All identification provided must match the name the Board has provided to PSI.

PRIMARY IDENTIFICATION (with photo) - Choose One

- State issued driver's license
- State issued identification card
- US Government Issued Passport
- US Government Issued Military Identification Card
- US Government Issued Alien Registration Card
- Canadian Government Issued ID

NOTE: ID must contain candidate’s photo, be valid and unexpired.

SECONDARY IDENTIFICATION - Choose One

- Credit Card (must be signed)
- Social Security Card

If you cannot provide the required identification, you must contact PSI at least two (2) weeks prior to your scheduled examination appointment to arrange a way to meet this security requirement. Failure to provide the required identification at the examination center will result in your not being admitted to the examination and forfeiture of your examination fee. You will be required to re-register and pay another examination fee.

SECURITY PROCEDURES

The following security procedures will apply during the examination:

- Candidates may take only approved items into the examination room.
- All personal belongings of candidates should be placed in the secure storage provided at each site prior to entering the examination room. Personal belongings include, but are not limited to, the following items:
  - Electronic devices of any type, including cellular / mobile phones, recording devices, electronic watches, cameras, pagers, laptop computers, tablet computers (e.g., iPads), music players (e.g., iPods), smart watches, radios, or electronic games.
  - Bulky or loose clothing or coats that could be used to conceal recording devices or notes. For security purposes outerwear such as, but not limited to: open sweaters, cardigans, shawls, scarves, hoodies, vests, jackets and coats are not permitted in the testing room. In the event you are asked to remove the outerwear, appropriate attire, such as a shirt or blouse should be worn underneath.
  - Hats or headgear not worn for religious reasons or as religious apparel, including hats, baseball caps, or visors.
  - Other personal items, including purses, notebooks, reference or reading material, briefcases, backpacks, wallets, pens, pencils, other writing devices, food, drinks, and good luck items.
    - Person(s) accompanying an examination candidate may not wait in the examination center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.
    - No smoking, eating, or drinking is allowed in the examination center.
    - During the check in process, all candidates will be asked if they possess any prohibited items. Candidates may also be asked to empty their pockets and turn them out for the proctor to ensure they are empty. The proctor may also ask candidates to lift up the ends of their sleeves and the bottoms of their pant legs to ensure that notes or recording devices are not being hidden there.
    - Proctors will also carefully inspect eyeglass frames, ties, tacks, or any other apparel that could be used to harbor a recording device. Proctors will ask to inspect any such items in candidates’ pockets.
    - If prohibited items are found during check-in, candidates shall put them in the provided secure storage or return these items to their vehicle. PSI will not be responsible for the security of any personal belongings or prohibited items.
    - Any candidate possessing prohibited items in the examination room shall immediately have his or her test results invalidated, and PSI shall notify the examination sponsor of the occurrence.
    - Any candidate seen giving or receiving assistance on an examination, found with unauthorized materials, or who violates any security regulations will be asked to surrender all examination materials and to leave the examination center. All such instances will be reported to the examination sponsor.
    - Copying or communicating examination content is violation of a candidate’s contract with PSI, and federal and state law. Either may result in the disqualification of examination results and may lead to legal action.
    - Once candidates have been seated and the examination begins, they may leave the examination room only to use the restroom, and only after obtaining permission from the proctor. Candidate will not receive extra time to complete the examination.

IMPORTANT NOTICE FOR ALL CANDIDATES

Due to many complaints from the buildings’ tenants, PSI (and the properties which house the PSI test centers) cannot
accommodate any individual other than the person who is being tested and their model (when applicable).

PSI understands that test candidates are often comforted by having guests accompany them to their exams. It may also be necessary for a guest to drive the candidate to the test center. However, incidents from previous guests have prompted warnings from Property Management. For this reason, PSI has adopted the following policy concerning guests.

“Person(s) accompanying a test candidate may not wait in the test center, inside the building or on the building's property. This applies to guests of any nature, including drivers, children, friends, family, colleagues or instructors.”

There are facilities nearby such as shopping malls, stores or restaurants where guests may go while the candidate takes a test. Please take the time to visit those locations instead of waiting in or around the building.

Also of note, many candidates have been arriving hours before their scheduled exam time. This is not necessary. Please plan to arrive no earlier than 30 minutes before the start-time of your exam. This will provide plenty of time for check-in.

Thank you for your understanding and for your cooperation.

### PRACTICAL EXAMINATION

The candidate is responsible for providing all materials required to complete an ear impression. Candidate must also provide a box for the retention of the final ear impression for the examination file.

### EAR IMPRESSION

<table>
<thead>
<tr>
<th>Examination</th>
<th>Passing % Score</th>
<th>Time Allowed</th>
</tr>
</thead>
<tbody>
<tr>
<td>Salesperson</td>
<td>80%</td>
<td>60 minutes</td>
</tr>
</tbody>
</table>

This is a practical demonstration of the making of an ear impression, using a live model. The candidate will be allowed to take only ONE impression. Candidates MUST bring their own model for this part of the exam. See model requirements below. NOTE: Due to the nature of this part of the test, an examiner may stop the demonstration in the event that improper procedures, materials, or equipment may cause injury or discomfort to a model. An ear infection, occlusion of the ear canal, or other condition may also cause the examiner to stop the procedure.

### MODEL REQUIREMENTS

Models are required for the Ear Impression portion of the Hearing Aid Dealers and Salespersons examinations. See Model Certification and Waiver at the end of the Candidate Information Bulletin for complete details. Bring the Model Certification and Waiver form to the test site on the day of the examination. The models’ licensure status will be verified by PSI following the examination administration. If it is determined that the model is or has been recently licensed (within the past 3 years), the examination will be invalidated.

### PROPER BRACING

The examiner will be looking for bracing that is executed in the following manner. The hand that is bracing the model’s head, must also be in contact with the piece of equipment being inserted into the ear.

### Ear Impression - Test Specifications

<table>
<thead>
<tr>
<th>A. Set-Up</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanitizes hands</td>
<td></td>
</tr>
<tr>
<td>Sanitizes equipment</td>
<td></td>
</tr>
<tr>
<td>Are all items accounted for and in working order</td>
<td></td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>B. Otoscopic Examination</th>
</tr>
</thead>
<tbody>
<tr>
<td>Uses otoscope with proper positioning and handling</td>
</tr>
<tr>
<td>Uses proper bracing</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>C. Indicate characteristics to look for during otoscopic exam.</th>
</tr>
</thead>
<tbody>
<tr>
<td>Properly mixes impression material</td>
</tr>
<tr>
<td>Demonstrates proper insertion of impression material</td>
</tr>
<tr>
<td>Demonstrates proper bracing</td>
</tr>
<tr>
<td>Allows for proper set-up time</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>D. Indicate things that would prevent the taking an impression</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sanitizes hands</td>
</tr>
<tr>
<td>Removes impression in a safe manner</td>
</tr>
<tr>
<td>Safely examines ear with otoscope after removal of ear impression (includes proper bracing)</td>
</tr>
</tbody>
</table>

<table>
<thead>
<tr>
<th>E. Indicate things that determine a good outcome of an impression</th>
</tr>
</thead>
<tbody>
<tr>
<td>Canal is adequately filled beyond the second bend</td>
</tr>
<tr>
<td>No blow-by</td>
</tr>
<tr>
<td>Helix and anti-helix areas are well filled</td>
</tr>
<tr>
<td>Tragus, anti-tragus and bowl areas are well defined</td>
</tr>
</tbody>
</table>

### PRACTICAL PORTION SCORE REPORTING

A written result report will be mailed to you by PSI within 7 business days following the examination. Candidates passing the exam will receive ONLY a score indication of PASS. The actual numerical scores on the exam are NOT available to the passing candidate. Candidates who do not pass will receive a diagnostic score report that details an individual score for each of the major categories in the Test Specifications and the overall numeric score. Please DO NOT call the Department or PSI, as results cannot be released over the telephone.

### TAKING THE THEORY EXAMINATION

The examination will be administered via computer. You will be using a mouse and computer keyboard.

#### TUTORIAL

Before you start your examination, an introductory tutorial is provided on the computer screen. The time you spend on this tutorial, up to 15 minutes, DOES NOT count as part of your examination time. Sample questions are included following the tutorial so that you may practice answering questions, and reviewing your answers.
TEST QUESTION SCREEN

One question appears on the screen at a time. During the examination, minutes remaining will be displayed at the top of the screen and updated as you record your answers.

IMPORTANT: After you have entered your responses, you will later be able to return to any question(s) and change your response, provided the examination time has not run out.

NON-SCORED QUESTIONS

In addition to the number of examination items specified in the “Examination Content Outlines”, a small number (5 to 10) of experimental questions may be administered to candidates during the examinations. These questions will not be scored and the time taken to answer them will not count against examination time.

THEORY EXAMINATION PORTIONS

DEALER THEORY PORTION

MI Hearing Aid Dealer Theory
65 Scored Questions; 5-10 Non-Scored Questions
Passing Score - 70%
90 Minutes

CONTENT OUTLINE

<table>
<thead>
<tr>
<th>Topic</th>
<th># of Questions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Michigan Regulatory &amp; Statutory Requirements</td>
<td>15</td>
</tr>
<tr>
<td>Audiometric Assessment of Hearing and Hearing Modification</td>
<td>34</td>
</tr>
<tr>
<td>Contracts</td>
<td>4</td>
</tr>
<tr>
<td>Liability Insurance</td>
<td>2</td>
</tr>
<tr>
<td>Federal Regulation of the Hearing Aid Industry</td>
<td>10</td>
</tr>
</tbody>
</table>

SALESPERSON THEORY PORTION

MI Hearing Aid Salesperson Theory
100 Scored Questions; 5-10 Non-Scored Questions
Passing Score - 70%
120 Minutes

CONTENT OUTLINE

<table>
<thead>
<tr>
<th>Topic</th>
<th># of Questions</th>
</tr>
</thead>
<tbody>
<tr>
<td>Client History and Information</td>
<td>7</td>
</tr>
<tr>
<td>Ear Examination</td>
<td>16</td>
</tr>
<tr>
<td>Audiometric Assessment of Hearing</td>
<td>18</td>
</tr>
<tr>
<td>Evaluation of Client/Patient Suitability for Hearing Instruments</td>
<td>11</td>
</tr>
<tr>
<td>Selecting and Evaluating Hearing Instruments</td>
<td>10</td>
</tr>
<tr>
<td>Fitting and Dispensing Hearing Instruments</td>
<td>10</td>
</tr>
<tr>
<td>Orienting and Educating Clients and Follow-Up Care</td>
<td>14</td>
</tr>
<tr>
<td>Repair of Hearing Instruments</td>
<td>6</td>
</tr>
<tr>
<td>Sales and Administrative Regulation</td>
<td>8</td>
</tr>
</tbody>
</table>

THEORY PORTION SCORE REPORTING

THEORY PORTION RESULT REPORTING

A written result report will be provided to you immediately after completing the theory examination. Examination results are confidential and will be given only to you and the Department. Candidates passing the examination will receive ONLY a result indication of PASS. Passing numeric results are not available. Candidates who do not pass will receive a diagnostic score report that details an individual score for each of the major categories in the Content Outline and the overall numeric score. Candidates should use this information to assist them in studying for the re-examination.

You may request a duplicate score report after your examination by emailing scorereport@psionline.com.

VERIFICATION OF FAILED SCORE

If you receive a failing score on the examination, you may request that the examination be re-scored for verification of the score.

Re-scoring of computer based examinations WILL NOT include any verification of the content of an examination, or the content or accuracy of specific items received by the candidate. Re-scoring of computer based examinations also will not include any investigation of comments about items entered by the candidate during administration of the examination.

You can write to PSI to request the re-scoring of your failing examination. Please include your name, social security number, and date of the test.

SUGGESTED REFERENCE LISTS

DEALER AND SALESPERSON


EXAMPLES OF PROPER BRACING

For purposes of the licensing examination for the State of Michigan, the examiner will be looking for bracing that is executed in the following manner.

The hand that is bracing the model’s head must also be in contact with the piece of equipment being inserted into the ear.

Examples of proper bracing follow.
HEARING AID DEALER/SALESPERSON
MODEL CERTIFICATION AND WAIVER

All Hearing Aid Earmold Impression models must agree to and sign the following certification/waiver. The model must present a current, government-issued photo identification, such as a driver’s license, at the exam site. The model’s name on the identification must match the name recorded on this form.

I certify that:

- I am at least 18 years of age.
- I will neither discuss nor divulge the content of the exam or the procedures involved in the exam with anyone.
- I will not assist the candidate in any way during the exam.
- I am not a current licensee in the field, nor a past licensee (within the last 3 years).
- I agree to provide my Social Security number below. (Your SSN will only be used to verify that you are NOT licensed now nor have been licensed in the past 3 years. Your SSN will be held in strict confidence.)
- The candidate has fully explained the procedures to take place during the practical exam.
- I have reviewed the Candidate Information Bulletin concerning the procedures to take place.
- I agree to permit the candidate to perform the procedures outlined in the Candidate Information Bulletin.
- I agree to hold harmless the State of Michigan, and PSI Services, LLC., the contracted vendor for the State of Michigan, in the event that any harm may come to me, due to participation as a model for the Earmold Impression portion of the Hearing Aid practical demonstration examination.

Model’s Signature

Exam Date

Model’s printed name

212

Printed name of candidate for Whom I am acting as the Model

Candidate’s signature

Candidate ID #

Bring the Model Certification and Waiver form to the test site on the day of the examination. The models’ licensure status will be verified by PSI following the examination administration. If it is determined that the model is or has been recently licensed (within the past 3 years), the examination will be invalidated.