

Minnesota Life and Accident & Health Insurance Producer Cross Reference Study Guide

This cross reference provides you with the exam outline for your state insurance exam and a reference code where the specific topics can be located in the Kaplan study material. The reference code numbers in the right hand column refer to the unit number and the applicable topic, subtopic, and sub-subtopics within that unit.

EXAMINATION CONTENT OUTLINES

LIFE PRODUCER EXAMINATION Effective February 28, 2015

# of Items	Minimum Passing Score	Time Allowed
75	70%	120 minutes

CONTENT OUTLINE

Life – General Knowledge Product Knowledge, Terms, and Concepts (50 items)

Types of Policies

Traditional Whole Life Products	8.4
Ordinary (straight) Life	8.4.2.1
Limited-Pay and Single-Premium Life	8.4.2.2, 8.4.2.3
Adjustable Life	8.5.2.1
Interest-Sensitive Life Products	8.5.2.5
Universal Life	8.5.2.1
Variable Whole Life	8.5.2.3
Variable Universal Life	8.5.2.4
Term Life	8.8
Level, Decreasing, and Increasing Term	8.3.2.4, 8.3.2.5, 8.3.2.6
Special Features	8.3.2
Renewable	8.3.2.1
Convertible	8.3.2.2
Annuities	12
Single, Level, and Flexible Premium	12.6.1, 12.6.2, 12.6.3
Immediate and Deferred	12.4
Fixed and Variable	12.7, 12.8
Equity Index	12.13
Combination Plans and Variations	8.8
Joint Life	8.8.1.6
Survivorship Life	8.8.1.6

Policy Riders, Provisions, Options, and Exclusions

Policy Riders	10
Waiver of Premium and Waiver of Premium with Disability Income	10.3.2, 10.3.3
Guaranteed Insurability	10.3.5
Payor Benefit	10.3.4
Accidental Death and/or Accidental Death and Dismemberment	10.3.1
Term Riders	10.3.9
Other Insureds (e.g., spouse, children, nonfamily)	10.3.9
Cost of Living	10.3.6
Policy Provisions and Options	
Entire Contract	9.3.2
Insuring Clause	9.3.1
Consideration	9.3.3
Owner's Rights	9.3.5, 9.3.6
Beneficiary Designations	9.3.18
Primary and Contingent	9.3.18.1

Revocable and Irrevocable	9.3.18.1
Changes.....	9.3.18.4
Common Disaster	9.3.18.8.1
Minor Beneficiaries	9.3.18.5.1
Premium Payment	4.6
Modes	4.6.3
Automatic Premium Loan.....	9.3.7.1
Level or Flexible.....	8.5.3, 8.5.4
Reinstatement.....	9.3.8
Policy Loans, Withdrawals, Partial Surrenders	9.3.9, 9.3.9.1
Nonforfeiture Options.....	11.4
Dividends and Dividend Options.....	11.5, 11.7
Incontestability	9.3.10
Assignments	9.3.12
Suicide	9.3.11
Misstatement of Age and Gender	9.3.13
Settlement Options	11.3
Policy Exclusions	9.3.19

Completing the Application, Underwriting, and Delivering the Policy

Completing the Application	4.4
Required Signatures	4.4.5
Changes in the Application	4.4.6
Consequences of Incomplete Applications	4.4.7
Warranties and Representations.....	3.5.2.7, 3.5.2.9
Collecting the Initial Premium and Issuing the Receipt	17.3.4
Replacement.....	7.7
Disclosures at Point of Sale (i.e., HIPAA, HIV consent).....	4.4.3.5, 4.4.3.11
Underwriting.....	4.4
Insurable Interest	1.4.5
Medical Information and Consumer Reports.....	4.4.3.7, 4.4.3.8
Fair Credit Reporting Act.....	2.3.1.5
Risk Classification	4.5
Delivering the Policy	7.5
When Coverage Begins.....	7.5.4
Explaining the Policy and its Provisions, Riders, Exclusions, and Ratings to the Client	7.5.3

Taxes, Retirement, and other Insurance Concepts

Third-Party Ownership	5.3
Group Life Insurance	13
Conversion Privilege	13.8
Contributory vs. Noncontributory.....	13.3.1
Retirement Plans	15
Tax-Qualified Plans.....	15.2
Nonqualified Plans	15.2
Business Insurance.....	14.20
Social Security Benefits and Taxes.....	14.11
Tax Treatment of Insurance Premiums, Proceeds, Dividends	14.12.1, 14.12.2, 14.12.3
Individual Life	14.12.1, 14.12.2
Group Life	14.13
Modified Endowment Contracts (MECs)	14.12.1.
Accelerated Death Benefits – Living Benefits	10.3.11, 10.3.12
Endowments	8.8.1
Twisting (replacement to the detriment of the insured)	2.3.2.9.2.3

**Life & Health - Minnesota Specific
State Laws, Rules, and Regulations (25 items)**

Ref: 45; 60A through 79A refer to MN statutes; 2700 through 2795 refer to MN rules

**Minnesota Laws, Rules, and Regulations Common to Life, Health, Property, and Casualty Insurance
– 20 items**

Powers and Duties of the Commissioner **See State Supplement**

Ref: 45; 60A.01-.031; 60K; 72A.02-.44; 62A.02; 61A.02; 79;2795; 72C.01-.02

Broad Powers

Examination of Records

Notice and Hearing

Forms and Rate Review

Definitions

Domestic and Foreign

Ref: 60A.02

Stock and Mutual

Ref: Standard Insurance Definition

Certificate of Authority

Ref: 60A.07; 72A.41

Fraternal

Ref: 64B.01; 64B.05; 64B.19

Licensing and Appointments

Ref: 60K; 45.027; 60A.198; 2795.1200

Educational Requirements

Prelicensing

Continuing Education

Long-Term Care (LTC)

Annuities

Ref: 72A.2033

Types of Licenses

Producer

Temporary

Nonresident

Termination of License

Expiration

Revocation or Suspension

Appointment

Ref: 60K.49-.51

Termination of Appointment

Ref: 60K.51

Maintenance and Duration of License

Trade Practices

Ref: 60K; 72A; 2790; 2795.1200

Prohibited Practices

Unfair Claims Settlement Methods and Practices

Rebating

Misrepresentation

Defamation

Discrimination

Penalties

Misappropriation or Conversion of Funds

Forgery

Suitability

Twisting

Compensation of Licensees

Commissions

Fees for Service

Advertising

Ref: 60A; 72A.20; 2790; 61B.28 subd. 4

Agent Conduct and Insurance Marketing Standards

Ref: 2700; 2790; 2795; 72A, 72C

Required Disclosures

Ref: 60K.46; 60A.08

Guaranty Association

Ref: 61B; 60C

Notice of Policyholder Rights

Minnesota Laws, Rules, and Regulations Pertinent to Life Insurance Only – 5 items

Ref: 61A; 62B; 72A.51-.52

Beneficiaries

Ref: 61A.04; 61A.12

Protection from Creditors

Policyowner Rights

Right to Cancel

Ref: 72A.51-.52

Insured

Insurance Company

Policy Provisions

Grace Period

Ref: 61A.03 subd. 1(b)

Back Dating

Ref: 61A.07(3); 72A.52

Credit Insurance (Life and A&H)

Ref: 62B.02-.04

Group Life

Ref: 61A.092; 62B.03

Continuation of Coverage

Ref: 61A.092

Conversion of Coverage

Ref: 61A.092

Insurable Interest Act

Ref: 60A.078-.0789

Replacement Insurance

Ref: 61A.53-.60

**EXAMINATION CONTENT
OUTLINES**

ACCIDENT & HEALTH PRODUCER EXAMINATION
Effective February 28, 2015

# of Items	Minimum Passing Score	Time Allowed
80	70%	120 minutes

CONTENT OUTLINE

**Accident & Health - General Knowledge
Product Knowledge, Terms, and Concepts (50 items)**

Types of Policies – 14 items

Disability Income.....	19
Individual Disability Income Policy	19
Business Overhead Expense Policy	19.8.1
Business Disability Buyout Policy	19.8.3
Group Disability Income Policy	22.3
Key Employee/Partner Policies.....	19.8.2
Accidental Death and Dismemberment.....	16.3.2
Medical Expense Insurance.....	16.3.3
Basic Hospital, Indemnity, Medical, and Surgical Policies	20.3.1, 20.3.3, 20.3.4
Major Medical Policies	20.4
Comprehensive Major Medical Policies	20.4.1
Health Maintenance Organizations (HMOs).....	16.5.3
Preferred Provider Organizations (PPOs).....	16.6
Non-profit Health Service Plan (Blue Plans)	16.5.2
Point of Service (POS) Plans.....	16.7
Medical Savings Accounts (MSAs)	16.8.5
Flexible Spending Accounts (FSAs).....	16.8.6
Health Reimbursement Accounts (HRAs).....	16.8.9
High Deductible Health Plans (HDHPs) and Related Health Savings Accounts (HSAs).....	16.8.7, 16.8.8
Health Savings Accounts (HSAs).....	16.8.8
Medicare Supplement Policies.....	23.5
Group Insurance	22
Group Conversion.....	22.4.1
Differences between Individual and Group Contracts	22.6, 22.3
General Concepts	22.4
COBRA	22.5.2
HIPAA	22.5.1
Long-Term Care (LTC)	24
Individual LTC Contracts.....	24.9, 24.10
Group/Voluntary LTC Contracts.....	24.10
Elimination Period	24.9.16
Cancer (for specified diseases) Plans.....	16.3.6, 21.4.1
Critical Illness Plans.....	21.4.3
Worksite (employer-sponsored) Plans	16.8

Policy Provisions, Clauses, and Riders – 20 items

Mandatory Provisions	18.3
Entire Contract.....	18.3.1
Time Limit on Certain Defenses (incontestable)	18.3.2

Reinstatement.....	18.3.4
Notice of Claim.....	18.3.5
Claim Forms.....	18.3.6
Proof of Loss.....	18.3.7
Time of Payment of Claims.....	18.3.8
Payment of Claims.....	18.3.9
Physical Examination and Autopsy.....	18.3.10
Legal Actions.....	18.3.11
Change of Beneficiary.....	18.3.12
Optional Provisions.....	18.4
Change of Occupation.....	18.4.1
Misstatement of Age.....	18.4.2
Illegal Occupation.....	18.4.9
Other Provisions and Clauses.....	18.5
Insuring Clause.....	18.5.2
Consideration Clause.....	18.5.4
Probationary Period.....	19.3.1
Elimination Period.....	19.3.2
Waiver of Premium.....	18.5.11
Exclusions.....	18.5.7
Pre-existing Conditions.....	18.5.8
Recurrent Disability.....	19.3.8
Coinsurance.....	20.4.1.2
Deductibles.....	20.4.1.1
Eligible Expenses.....	20.4.2.2
Copayments.....	20.4.1.2
Pre-Authorizations and Prior Approval Requirements.....	16.5.3.7.1, 18.5.10
Usual, Reasonable, and Customary (URC) Charges.....	20.3.2.2
Lifetime, Annual, or per Cause Maximum Benefit Limits.....	20.4.3.1
Riders	
Impairment Rider (Disability).....	19.7.9
Guaranteed Insurability Rider.....	19.7.2
Multiple Indemnity Rider (double, triple).....	10.3.1
Long-Term Care Rider.....	14.12.1.4, 24.14
Rights of Renewability.....	18.5.5
Noncancelable.....	18.5.5.4
Cancelable.....	18.5.5.2
Guaranteed Renewable.....	18.5.5.3
Conditionally Renewable.....	18.5.5.1
Optionally Renewable.....	18.5.5.1
Period of Time for Renewal.....	18.5.5
Social Insurance – 3 items	
Medicare.....	23.3
Primary, Secondary Payor.....	23.8
Medicare Parts A, B, C, D.....	23.4.2, 23.4.4, 23.6, 23.7
Medical Assistance.....	23.9
Social Security Benefits.....	23.10
Other Insurance Concepts – 4 items	
Total, Partial, and Residual Disability.....	19.3.4, 19.3.7
Owner's Rights.....	19.3.5
Dependent Children Benefits.....	22.4.2
Primary and Contingent Beneficiaries.....	9.3.18.3
Nonduplication and Coordination of Benefits (e.g., primary vs. excess).....	22.4.3
Occupational vs. Nonoccupational.....	19.3.4.5
Tax Treatment of Premiums and Proceeds of Insurance Contracts (e.g., disability income and medical expenses, etc.).....	25.3
Contracts (e.g., disability income and medical expenses, etc.).....	16.3
Managed Care.....	16.5.3, 16.6, 16.7
Workers' Compensation Exclusion.....	16.12
Subrogation.....	22.43
Twisting (replacement to the detriment of the insured).....	2.3.2.9.2.3

Field Underwriting Procedures – 9 items

Completing Application and Obtaining Necessary Signatures4.4.3, 4.4.5
Explaining Sources of Insurability Information (e.g., MIB Report, Fair Credit Reporting Act, etc.)4.4.3.8
Initial Premium Payment, Receipt, and Consequences of the Receipts (e.g., medical examination, etc.)... 7.3
Submitting Application (and initial premium if collected) to Company for Underwriting..... 7.4
Assuring Delivery of Policy to Client and Related Documents 17.4
Explaining Policy and its Provisions, Riders, Exclusions, and Ratings to Clients..... 17.4, 7.5
Replacement..... 17.6
Contract Law.....3.4
Requirements of Forming a Contract3.4.1
Insurable Interest 1.4.5
Warranties and Representations.....3.5.2.7
Unique Aspects of the Health Contract
Conditional.....3.5.2.5
Unilateral.....3.5.2.4
Adhesion.....3.5.2.3

**Life & Health – Minnesota Specific
State Laws, Rules, and Regulations (30 items)**

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2700 through 2795 refer to MN rules*

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Forms and Rate Review
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Ref: 60A.02
Stock and Mutual
Ref: Standard Insurance Definition
Certificate of Authority
Ref: 60A.07; 72A.41
Fraternal
Ref: 64B.01; 64B.05; 64B.19
Licensing and Appointments
Ref: 60K; 45.027; 60A.198; 2795.1200
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Types of Licenses
Producer
Temporary
Nonresident
Termination of License
Expiration
Revocation or Suspension
Appointment
Ref: 60K.49-.51
Termination of Appointment
Ref: 60K.51
Maintenance and Duration of License
Trade Practices

Ref: 60K; 72A; 2790; 2795.1200
Prohibited Practices
Unfair Claims Settlement Methods and Practices
Rebating
Misrepresentation
Defamation
Discrimination
Penalties
Misappropriation or Conversion of Funds
Forgery
Suitability
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Compensation of Licensees
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Fees for Service
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Agent Conduct and Insurance Marketing Standards
Ref: 2700; 2790; 2795; 72A; 72C
Required Disclosures
Ref: 60K.46; 60A.08
Guaranty Association
Ref: 61B; 60C
Notice of Policyholder Rights

Minnesota Laws, Rules, and Regulations Pertinent to Health Insurance Only – 10 items

Policy Clauses and Provisions/Mandates
Coverage of Emotionally Disabled Children
Ref: 62A.151
Coverage of Physically Disabled Children
Ref: 62A.14
Coverage of Newborns and Adopted Children
Ref: 62A.27; 62A.042
Continuation/Conversion of Benefits
Ref: 62A.17; 62A.21; 62A.65; 62D.101; 62A.145-62A.148
Disabled Employees
Survivors
Termination of Employment
Divorce
Maternity Benefits
Ref: 62A.041
Right to Cancel
Ref: 72A.51-.52
Insured
Insurance Company
Benefits for Treatment of Mental Health and Chemical Dependency
Ref: 62Q.47
Standard Provisions
Ref: 62A.04
Comprehensive Health Insurance Act (CHIA)
Ref: 62E
Medicare Supplement Plans
Ref: 62A.31-.44
Basic and Extended Basic
High Deductible F, K, L, M, N
Long-Term Care (LTC)
Ref: 60K.365; 62A.46-.56; 62S
Health Maintenance Organizations (HMOs)
Ref: 62D
Nonprofit Health Service Plan Corporations
Ref: 62C

Small Employer Insurance Reform

Ref: 62L

Grace Period

Ref: 62A.04 subd. 2(3)