

Louisiana Life, Health & Accident Insurance Producer Examination Content Outlines Series 103	Taxonomy Cross Reference to NextGen Class Notes
Effective February 10, 2016	
<p><b><u>Please note: It is very important that you refer to the Updates/Errata icon on your course dashboard located under Study Tools. Any updated study material for your state insurance exam is located in the Updates/Errata icon</u></b></p>	
150 Questions - 160-minute time limit - Passing score is 70%	
<b>CONTENT OUTLINE</b>	
<b>Louisiana Insurance Regulation 23%</b>	
<b>Licensing</b>	
Requirements (22:1543)	State Supplement
Types of licenses (22:1547, 1962(F))	State Supplement
Individual producer (22:1542(6), 1546(A))	State Supplement
Business entity (22:1542(2), 1546(B))	State Supplement
Resident versus nonresident (22:1546, 1548, 1560)	State Supplement
Temporary (22:1553)	State Supplement
Maintenance and duration	State Supplement
Expiration (22:1547(B))	State Supplement
Renewal (22:1547(C); 22:1142; 22:887)	State Supplement
Change of name, address, telephone number (22:1547(G))	State Supplement
Assumed names (22:1552)	State Supplement
Reporting of actions (22:1563)	State Supplement
Continuing education requirements including exemptions and penalties (37:XI:10.703, .705 & Rule 10.711)	State Supplement
Inactivity due to extenuating circumstances	State Supplement
Inactivity due to military service	State Supplement
Disciplinary actions	State Supplement
Hearings (22:1968, 2191, 2193-2195, 2197, 2198,2204-2208)	State Supplement
Cease and desist order	State Supplement

(22:1969)	
License probation, suspension, revocation, or refusal to issue or renew	State Supplement
(22:1554)	
Penalties with or without suspension of license	State Supplement
(22:1969, 1970)	
<b>State regulation</b>	State Supplement
Commissioner's general duties and powers	State Supplement
(22:2, 1967)	
Company regulation	State Supplement
Certificate of authority	State Supplement
(22:65, 66)	
Unfair claims settlement practices	State Supplement
(22:1964(14))	
Appointment	State Supplement
(22:1558)	
Termination of appointment	State Supplement
(22:1559)	
State of domicile	State Supplement
Producer regulation	State Supplement
Controlled business	State Supplement
(22:1544(C))	
Shared commissions	State Supplement
(22:1557)	
Payment to unlicensed entities	State Supplement
(22:1562)	
Commissions, compensations, fees	State Supplement
((22:1542(3); 22:1557)	
Appointments	State Supplement
(22:1547)	
Advertising	State Supplement
(Reg 37:XIII.4101-.4123)	
Life and Health Guaranty Association prohibited advertising and disclaimer	State Supplement
(22:2098, Reg 37:XIII.901-.909)	
Illustrations	State Supplement
(Reg 37:XIII.3301-3323)	
Replacement	State Supplement
(Reg 37:XIII.8901-.8925)	
Unfair trade practices	State Supplement
(22:1964)	
Misrepresentation	State Supplement
(22:1964(1, 18))	
False advertising	State Supplement
(22:1964(2))	
Defamation	State Supplement
(22:1964(3))	

Boycott, coercion and intimidation (22:1964(4))	State Supplement
False financial statements (22:1964(5))	State Supplement
Unfair discrimination (22:1964(7); 22:34)	State Supplement
Rebating (22:1964(8))	State Supplement
Refusing to insure (22:1964(7)(f))	State Supplement
Examination of books and records (22:1967, 1981, 1990)	State Supplement
<b>Federal regulation</b>	State Supplement
Insurance fraud (22:1964(13), 1921–1929)	State Supplement
Privacy of Consumer Financial Information (37:XIII.9903–.9953)	State Supplement
Other federal regulations (e.g. Do Not Call List) ( <a href="https://www.donotcall.gov">https://www.donotcall.gov</a> )	State Supplement
<b>Licensing and Regulation 1%</b>	
<b>Federal Regulation</b>	
Fair Credit Reporting Act	2.7.1,
Fraud and False Statements (18 USC Sections 1033 and 1034)	State Supplement
Privacy (Gramm Leach Bliley)	State Supplement
National Do Not Call List	State Supplement
Affordable Care Act	13.3
<b>General Insurance Concepts 7%</b>	
Risk	1.4
Methods of Handling Risk (e.g., Avoidance, Retention, Sharing, Reduction, Transfer)	1.4
Elements of Insurable Risks	1.5.2
Definitions (e.g., Risk, Hazard, Peril, Loss)	1.3
Classifications of Insurers	1.6
Mutual, Stock	1.6.1, 1.6.2
Admitted, Non-Admitted	1.7.3
Foreign, Domestic, Alien	1.7.2
Elements of a Contract	1.10.1
Consideration	1.10.1.3
Competent Parties	1.10.1.4
Legal Purpose	1.10.1.1
Offer	1.10.1.2
Acceptance	1.10.1.2
Authority and Powers of Producers	1.9

Express	1.9.1
Implied	1.9.1
Apparent	1.9.1
The Law of Agency	1.9
Legal Interpretations Affecting Contracts	1.10.2.1
Reasonable Expectations	1.10.2.3
Indemnity	1.10.2.7
Good Faith	1.10.2.3
Fraud	1.10.2.10
Warranties, Representations, Misrepresentations, and Concealment	1.10.2.8, 1.10.2.9
<b>Life, Health, and Accident Insurance Basics 14%</b>	
Insurable Interest	State Supplement
(22:852, 856, 901,902)	
Personal Uses of Life Insurance	
Survivor Protection	3.4.2.1
Estate Creation	3.4.2.3
Liquidity	3.4.2.5
Estate Conservation	3.4.2.4
Determining Amount of Personal Life Insurance	3.5
Human Life Value Approach	3.5.1
Needs Approach	3.5.2
Business Uses of Life Insurance	3.5.3,
Buy-Sell Funding	3.5.3
Key Person	3.5.3.2
Executive Bonuses	3.5.3.3
Factors in Premium Determination	3.7.1
Mortality	3.7.1
Interest	3.7.1
Expense	3.7.1
Premium Frequency	3.7.3
Field Underwriting	2.3
Application Procedures	2.4, 2.4.1, 2.4.2, 2.4.2.1, 2.4.3
Warranties and Representations	1.10.2.8
Policy Delivery	2.6
Effective Date of Coverage	2.6.4
Policy Review	2.6.2
Premium Collection	2.4.7
Statement of Good Health	2.6.3
Company Underwriting	2.5
Sources of Information	2.5.1,
Classifications of Risk (Preferred, Standard, Substandard, Declined)	2.5.2, 2.5.2.1, 2.5.2.2, 2.5.2.3
Definitions of Perils	
Accidental Injury	12.3
Sickness	12.3
Types of Losses and Benefits	12.4

Loss of Income from Disability (Short-Term/Long-Term Disability)	12.4
Medical Expense	12.7.7, 16.4.1
Long-Term Care Expense	12.4
Prescriptions	12.7.6
Limited Health Insurance Policies	12.6
Accidental Death and Dismemberment	12.7.1
Hospital Indemnity	12.7.3
Critical Illness/Dread Disease	12.7.2
Vision Care	12.7.7
Hearing	12.7.8
Dental	12.4
Credit Disability	12.7.4
Classification of Risks	2.5.2
Preferred	2.5.2.2
Standard	2.5.2.1
Substandard	2.5.2.3
<b>Types of Life Insurance Policies 8%</b>	
Term Life Insurance	4.4
Level	4.4.2.1
Decreasing	4.4.2.2
Increasing Term	4.4.2.3
<b>Whole (Permanent, Ordinary) Life Insurance</b>	
Single Premium	4.5.2.3
Continuous Premium	4.5.2.1
Limited Payment	4.5.2.2
Adjustable Life	4.6.2.1
Universal Life	4.6.2.2
Index Whole Life	4.6.2.3
<b>Specialized Policies</b>	4.8
Joint Life	4.8.1
Survivorship Life	4.8.2
Juvenile	4.8.3
Return of Premium Term Insurance	4.4.2.4
<b>Group Life Insurance</b>	8.3
Eligible Groups	8.4
Characteristics of Group Life Insurance	8.3
Conversion from Group to Individual	8.1
(22:942)	
Credit Life	8.12
Individual	8.12
Group	8.12

<b>Life Insurance Policy Provisions, Options, and Riders 13%</b>	
Standard Life Insurance Provisions	State Supplement
(22:931)	
Ownership	7.4.3
Assignment	7.4.4
Right to Examine (Free Look)	7.4.1
Payment of Premiums	7.4.8
Grace Period	7.4.9
Misstatement of Age/Sex	7.4.13
Incontestability	7.4.11
Reinstatement	7.4.10
Entire Contract	7.4.5
<b>Beneficiary Designation Options</b>	7.5
Individuals	7.3
Classes	7.4.3
Estates	7.4.4
Minors	7.4.1
Trusts	7.5.1.3
<b>Types of Beneficiaries</b>	7.5
Revocable versus Irrevocable	7.5.4
Primary and Contingent	7.5.3
<b>Beneficiary-Related Clauses</b>	7.5
Common Disaster	7.5.8
Spendthrift	7.5.9
<b>Settlement Options</b>	6.4
Cash Payment (Lump Sum)	6.4
Interest Only	6.4.1
Life Income	6.4.4
Fixed-Period	6.4.2
Fixed-Amount Installments	6.4.3
<b>Nonforfeiture Options</b>	6.7
Cash Surrender Value	6.7
Extended Term	6.7
Reduced Paid-Up Insurance	6.7
Policy Loan and Withdrawal Options	6.5
Loans	6.5.1
Automatic Premium Loans	6.5.1
Withdrawals Partial Surrenders	6.5.2
<b>Dividend Options</b>	
Paid-Up Additions	6.6.2.4

Cash Payment (Lump Sum)	6.6.2.1
One Year Term	6.6.2.6
Reduction of Premium	6.6.2.3
Accumulation at Interest	6.6.2.2
<b>Disability Riders</b>	
Waiver of Premium	5.4.1
Disability Income Benefit	5.4.2
Payor Benefit Life	5.4.3
<b>Riders Covering Additional Insureds</b>	
Spouse	5.6.1
Children	5.6.1
Family	5.6.1
<b>Riders Affecting Death Benefit Amount</b>	
Accidental Death	5.7.3, 5.7.3.1
Guaranteed Insurability	5.7.4
Cost of Living	5.7.5
Return of Premium	5.7.2
Accelerated (Living) Benefit Provision Rider	5.5
Long-Term Care Rider	5.8
<b>Policy Exclusions</b>	
	7.6
<b>Annuities 7%</b>	
Annuity Principles and Concepts	9.3
Accumulation Period versus Annuity Period	9.3.1.1, 9.3.1.2
Owner, Annuitant, and Beneficiary	9.3.2
<b>Immediate versus Deferred Annuities</b>	
	9.4
<b>Annuity (Benefit) Payment Options</b>	
Life Contingency Options	9.5.1
Annuities Certain	9.5.1.2, 9.5.1.3
Pure Life versus Life with Guaranteed Minimum	9.5.1.5
Single Life versus Multiple Life	9.7.2.1
<b>Annuity Products</b>	
Fixed Annuities	9.6.1
Equity Indexed Annuities	9.6.3
<b>Uses of Annuities</b>	
Lump-Sum Settlements	9.5.1.2
Retirement Income	9.7.1.1
Education	9.7.1.4

<b>Long-Term Care Rider</b>	5.8
<b>Individual Health and Accident Insurance Policy Provisions 7%</b>	
<b>Uniform Required Provisions</b>	
Time Limit on Certain Defenses	14.3.2
Grace Period	14.3.3
Reinstatement	14.3.3
Claim Forms	14.3.6
Proof of Loss	14.3.7
Time of Payment of Claims	14.3.8
Physical Examinations and Autopsy	14.3.10
Legal Actions	14.3.11
Entire Contract	14.3.1
Payment of Claims	14.3.9
Change of Beneficiary	14.3.12
Notice of Claim	14.3.5
<b>Uniform Optional Provisions</b>	
Change of Occupation	14.4.1
Misstatement of Age/Sex	14.4.2
Illegal Occupation	14.4.9
Intoxicants, Narcotics, or Other Controlled Substances	14.4.10
<b>Other General Provisions</b>	
Right to Examine/Free Look	14.5.1
Insuring Clause	14.5.2
Consideration Clause	14.5.3
Renewability Clause	14.5.4
Coinsurance	16.4.2.3
Probationary Period	18.5.2.3
Elimination Period	15.4.1.2, 21.6.3
Exclusions	12.8, 15.4.8, 16.4.2.7, 19.3.2.6, 20.3.2.6, 20.3.5, 21.7
<b>Disability Income and Related Insurance 4%</b>	
<b>Benefits Determination for Disability</b>	15.3
Pure Loss of Income	15.3.2
Indemnity	15.4.1.1
<b>Qualifications of Disability</b>	15.3
Total (Own Occupation, Any Occupation)	15.3.1.1, 15.3.1.2
Partial	15.4.3.1
Permanent	15.4.1
Presumptive	15.3.3
Recurrent	15.4.4



Residual	15.4.3.2
Inability to Perform Duties	15.3.1
Occupational versus Non-Occupational	15.4.2.3
Individual Disability Income Insurance	15.4
Basic Total Disability Plan	15.4.1
Cost of Living Rider	15.4.5.1
Future Increase Option Rider	15.4.5.2
Change of Occupation	14.4.1
Other Cash Benefits	15.4.6
Refund Provisions	15.4.7
Exclusions	15.4.8
Waiver of Premium	15.4.1.4
Probationary Period	18.5.2.3
Elimination Period	15.4.1.2
Benefit Limits	15.4.1.1
<b>Unique Aspects of Individual Disability Underwriting</b>	
Occupational Considerations	15.4.9.1
Benefit Limits	15.4.9.2
Policy Issuance Alternatives	15.4.9.3
<b>Group Disability Income Insurance</b>	
Short-Term Disability	15.5.2
Long-Term Disability	15.5.3
Coordination of Benefits (Workers' Compensation Benefits and Social Insurance)	15.4.2
At-Work Benefits	15.4.3
<b>Business Disability Insurance</b>	
Key Employee Disability Income	15.6.1
Disability Buy-Sell Policy	15.6.3
Business Overhead Expense	15.6.2
<b>Social Security Disability</b>	15.7
Qualification for Disability Benefits	15.7.1
Definition of Disability	15.7.1
Waiting Period	15.7.1
<b>Medical Plans 4%</b>	
<b>Medical Plan Concepts</b>	
Fee-for-Service	16.3.1
Prepaid	16.3.1
Specified Coverage	16.3.2
Comprehensive Coverage	16.3.2
Dependent Coverage	13.3.8, 18.5.2.2
<b>Provisions and Clauses</b>	

Deductibles	16.4.2.2
Stop-Loss Provision	16.4.2.4
Impairment Rider	15.4.9.3
<b>Types of Medical Plans</b>	16.4
Basic Plans	16.4.1
Major Medical Insurance	16.4.2
Health Maintenance Organizations (HMOs)	17.3
Preferred Provider Organizations (PPOs)	17.4
Point-of-Service (POS) Plans	17.5
<b>Cost Containment in Health Care Delivery</b>	
Managed Care	17.7
Preventive Care	17.7.1.1
Outpatient Benefits	17.7.1.2
Utilization Management	17.7.2
Preauthorization	17.7.1.2
Gatekeeper	17.3.1.4
<b>Health Insurance Portability and Accountability Act (HIPAA)</b>	18.9.1
Eligibility Requirements	18.9.1
Terms	18.9.1
Privacy	18.9.1
Portability	18.9.1
<b>Group Health Insurance 3%</b>	
<b>Characteristics of Group Health Insurance</b>	18.3
Group Contract	18.3.1
Certificate of Coverage	18.3.2
Eligible Groups	18.4
Contributory versus Non-Contributory	18.5.1
<b>Employer Group Health Insurance</b>	18.5
Underwriting Criteria	18.5.1
Eligibility for Insurance	18.5.2
Conversion of Coverage	98, 104
Open Enrollment	18.5.2.4
Probation Period	18.5.2.3
Coordination of Benefits	18.5.3
<b>COBRA</b>	18.7.5,
Eligibility	18.7.5.1
Duration of Coverage	18.7.5.1
Premium	18.7.5.4
Health Insurance for Senior Citizens and Special Needs	20.3

<b>Individuals 7%</b>	
<b>Medicare</b>	20.1
Administration	20.3.1
Eligibility	20.3.1
Part A	20.3.2
Part B	20.3.3
Part C	20.3.6, 20.3.6.2
Part D	20.3.7
Medicare Select	20.4.6
<b>Medicare Supplement Insurance</b>	20.4
Open Enrollment	20.4
Types of Plans	20.4.1
Standardized Plan Benefits	20.4.1
<b>Other options for individuals with Medicare</b>	
Employer Group Health Plans	20.3.8
Medicaid	20.5
<b>Long-Term Care Policies</b>	21.1
Eligibility for Benefits	21.4.1, 21.4.2
Benefit Periods and Amounts	21.6.1, 21.6.2
Exclusions	21.7
Guaranteed Insurability Rider	21.6.4
Cost of Living Rider	21.6.4
<b>Levels of Long-Term Care</b>	21.5
Skilled	21.5
Intermediate	21.5
Custodial	21.5
<b>Types of Long-Term Care</b>	21.5
Home Health	21.5
Adult Daycare	21.5
Respite Care	21.5
<b>Federal Tax Considerations for Life and Health Insurance 2%</b>	
<b>Requirements of Life Insurance Qualified Plans</b>	11.3, 11.3.1, 11.3.2, 11.3.5
<b>Federal Tax Considerations for Qualified Plans</b>	11.4.1
Withdrawals	10.3.1.4, 11.3.3, 11.3.5
Rollovers versus Transfers	11.3.4
<b>Qualified Plan Types, Characteristics, and Purchasers</b>	11.4.4.1, 11.4.2.2, 11.4.4.3
Individual Retirement Accounts (IRAs; Traditional versus Roth)	11.3.8
401k	11.4.4.4

403b	11.4.4.5
SEP	11.4.4.6
SIMPLE	11.4.4.7
<b>Taxation of Personal Life Insurance</b>	
Premiums	10.3.1.1
Dividends	10.3.1.6
Settlements	10.3.1.7, 10.3.1.8
<b>Modified Endowment Contracts (MECs)</b>	10.3.4
<b>Health Insurance Premiums and Benefits</b>	22.3
Individual	22.3
Group	22.3
Disability Income	22.3
Business Disability Insurance	22.5
Medical Expense	22.3
Long-Term Care	22.3
<b>Consumer-Driven Health Plans</b>	
Health Savings Accounts (HSAs)	22.6
Health Reimbursement Accounts (HRAs)	22.7
Flexible Spending Accounts (FSAs)	22.8