

ARKANSAS LIFE PRODUCER CONTENT OUTLINE 100 scoreable questions plus 10 pretest questions 150 minutes - 70% Minimum Passing	
LIFE ARKANSAS SPECIFIC CONTENT OUTLINE 30 scoreable questions plus 5 pretest questions 60 minutes - 70% Minimum Passing	
ARKANSAS STATUTES, RULES, AND REGULATIONS COMMON TO LIFE AND HEALTH INSURANCE	
The Insurance Commissioner (Ref: 23-60-108; 23-61-102, 103, 108, 110, 201, 202, 301-307)	
Appointment	
General duties and powers	
Examination of records	
Hearings/notice of hearings/orders	
Penalties	
Definitions (Ref: 23-60-102; 23-63-201, 202; 23-69-102; 23-74-105)	
Authorized and unauthorized companies	
Domestic, foreign, and alien companies	
Fraternals	
Stock and mutual companies	
Certificate of authority	
Insurance transaction	
Licensing (Ref: 23-64-102, 202, 203, 210, 214- 218, 220, 223, 301, 302-305, 507; 23-66-209)	
Persons required to be licensed	
Producer	
Consultant	
Resident/nonresident	
Temporary license	
Producer appointment/termination of contract	
Exemptions/exceptions	
Maintaining a license	
Continuing education	
Change of Contact Information	
Administrative fees	
Renewal, suspension, or revocation of license	
Producer Responsibilities (Ref: 23-64-223, 224, 23-65-101)	
Fiduciary capacity	
Commissions	
Fraud reporting	
Life and Health Insurance Guaranty Association Act (Ref: 23-96-101, 102, 104, 106, 111, 112)	
Marketing Practices (Ref: 23-66-206, 210, 211, 306; Rule and Reg. 43: 7-9)	
Unfair claims practices	

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Unfair methods of competition	
Rebating	
Misrepresentation	
False advertising	
Defamation	
False financial statements	
Boycott, coercion, intimidation	
Unfair discrimination	
Twisting	
Churning of business	
Advertising: producer responsibilities	
ARKANSAS STATUTES, RULES, AND REGULATIONS PERTINENT TO LIFE INSURANCE ONLY	
Life Insurance Policies (Ref: 23-79-103, 23-79-112, 124, 131; 23-81-101-108, 115-118; 122-125, 203; Rule and Reg. 17: 2, 4, 6, 7)	
Definition	
General provisions	
Standard Nonforfeiture Law	
Life advertising	
Group Life (Ref: 23-79-118, 124; 23-83-101-121)	
Eligible groups	
Conversion rights	
Standard/required provisions and coverage	
Credit Life Insurance (Ref: 23-87-102, 103, 106, 107, 111, 114)	
Replacement (Ref: 23-66-307; Bulletin 6-89; Bulletin 14-83)	
LIFE GENERAL KNOWLEDGE CONTENT OUTLINE 70 scoreable questions plus 5 pretest questions 90 minutes - 70% Minimum Passing	
Federal Laws and Regulations	
Fair Credit Reporting Act - Purpose	
18 United States Code (USC) Sections 1033 and 1034 - Purpose (Letter of Written Consent)	
National Do Not Call List	
General Insurance Concepts	
Risk	
Methods of Handling Risk (Avoidance, Retention, Sharing, Reduction, Transfer)	
Elements of Insurable Risks	
Definitions (Risk, Hazard, Peril, Loss)	

ARKANSAS LIFE PRODUCER CONTENT OUTLINE 100 scoreable questions plus 10 pretest questions 150 minutes - 70% Minimum Passing	
Classifications of Insurers	
Mutual, Stock, Fraternal	
Admitted, Non-Admitted	
Foreign, Domestic, Alien	
Elements of a Contract	
Consideration	
Competent Parties	
Legal Purpose	
Offer	
Acceptance	
Authority and Powers of Producers	
Express	
Implied	
Apparent	
The Law of Agency	
Legal Interpretations Affecting Contracts	
Reasonable Expectations - good faith	
Indemnity	
Good Faith	
Fraud	
Warranties, Representations, Misrepresentations, and Concealment	
Life Insurance Basics	
Insurable Interest	
Personal Uses of Life Insurance	
Survivor Protection	
Liquidity	
Determining Amount of Personal Life Insurance	
Human Life Value Approach	
Needs Approach	
Business Uses of Life Insurance	
Buy-Sell Funding	
Key Person	
Executive Bonuses	
Factors in Premium Determination	
Mortality	
Interest	
Expense	

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Premium Frequency	
Field Underwriting	
Application Procedures	
Warranties and Representations	
Policy Delivery	
Effective Date of Coverage	
Policy Review	
Premium Collection	
Statement of Good Health	
Company Underwriting	
Sources of Information	
Classifications of Risk (Preferred, Standard, Substandard, Declined)	
Types of Life Insurance Policies	
Term Life Insurance	
Level	
Decreasing	
Increasing Term	
Whole (Permanent, Ordinary) Life Insurance	
Single Premium	
Continuous Premium	
Limited Payment	
Adjustable Life	
Universal Life	
Variable Life	
Variable Universal	
Indexed Universal Life	
Specialized Policies	
Joint Life	
Survivorship Life	
Juvenile	
Group Life Insurance	
Eligible Groups	
Characteristics of Group Life Insurance	
Life Insurance Policy Provisions, Options, and Riders	
Standard Life Insurance Provisions	
Ownership	
Assignment	

ARKANSAS LIFE PRODUCER CONTENT OUTLINE 100 scoreable questions plus 10 pretest questions 150 minutes - 70% Minimum Passing	
Right to Examine (Free Look)	
Payment of Premiums	
Grace Period	
Misstatement of Age/Sex	
Incontestability	
Reinstatement	
Entire Contract	
Beneficiary Designation Options	
Individuals	
Classes	
Minors	
Types of Beneficiaries	
Primary and Contingent	
Beneficiary-Related Clauses	
Common Disaster	
Settlement Options	
Cash Payment (Lump Sum)	
Interest Only	
Life Income	
Fixed-Period	
Fixed-Amount Installments	
Joint	
Last Survivor	
Nonforfeiture Options	
Cash Surrender Value	
Extended Term	
Reduced Paid-Up Insurance	
Policy Loan and Withdrawal Options	
Loans	
Automatic Premium Loans	
Withdrawals Partial Surrenders	
Dividend Options	
Paid-Up Additions	
Cash Payment (Lump Sum)	
One Year Term	
Reduction of Premium	
Accumulation at Interest	

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Disability Riders	
Waiver of Premium	
Disability Income Benefit	
Payor Benefit Life	
Riders Covering Additional Insureds	
Spouse	
Children	
Family term rider	
Riders Affecting Death Benefit Amount	
Accidental Death	
Guaranteed Insurability	
Cost of Living	
Return of Premium	
Accelerated (Living) Benefit Provision Rider	
Long-Term Care Rider	
Policy Exclusions	
Annuities	
Annuity Principles and Concepts	
Accumulation Period versus Annuity Period	
Owner, Annuitant, and Beneficiary	
Immediate versus Deferred Annuities	
Annuity (Benefit) Payment Options	
Life Contingency Options	
Annuities Certain	
Pure Life versus Life with Guaranteed Minimum	
Single Life versus Multiple Life	
Annuity Products	
Fixed Annuities	
Equity Indexed Annuities	
Variable Annuities	
Uses of Annuities	
Lump-Sum Settlements	
Retirement Income	
Long-Term Care Rider	
Guaranteed Minimum Withdrawal Benefit (GMWB)	
Federal Tax Considerations for Life Insurance	
Taxation of Personal Life Insurance and Annuities	

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Premiums

Dividends

Settlements

Last In First Out (LIFO) and First In First Out (FIFO)

Surrenders and Withdrawals

Modified Endowment Contracts (MECs)