

**New Mexico Life, Accident and Health or Sickness Insurance Producer
Series 18-27**

150 Items - 2.5 Hours - 70% correct to pass

Insurance Regulation 10% (15 items)

Licensing

Process (59A-11-2, 3, 59A-12-12; Reg 13.4.2.8, .9)

Types of Licensees (Reg 13.4.2.7, .11)

Insurance Producers (59A-12-2)

Brokers (59A-12-3)

Consultants (59A-11A-1-8)

Nonresident (59A-12-25) (59A-11-24)

Temporary (59A-11-4; 59A-12-19; Reg 13.4.2.12)

Maintenance and Duration

Expiration and Renewal (59A-11-10, 11; Reg 13.4.2.17, .18)

Address Change (59A-12-17) (59A-11-24)

Continuing Education (59A-12-26; Reg 13.4.7.9, .12)

Disciplinary Actions

Suspension, Revocation, or Refusal to Renew (59A-11-8, 10, 14–16, 18)

Cease and Desist Orders (59A-16-27)

Penalties and Fines (59A-1-18, 59A-11-17, 21)

State Regulation

Superintendent's General Duties and Powers (59A-2-8-10)

Company Regulation

Certificate of Authority (59A-5-10)

Unfair Claims Settlement Practices (59A-16-20)

Complaint Record (59A-16-22)

Appointment of Insurance Producer (59A-11-12; Reg 13.4.2.17)

Termination of Insurance Producer Appointment (59A-11-13; Reg 13.4.2.29)

Insurance Producer Regulation

Shared Commissions (59A-12-24)

Fiduciary Duties (59A-12-22)

Prohibited Premiums or Charges (59A-16-24)

Unfair Insurance Trade Practices

Misrepresentation (59A-16-4, 23)

False Advertising (59A-16-4, 5)

Twisting (59A-16-6)

Defamation (59A-16-10)

Unfair Discrimination (59A-16-12, 13, 17(D))

Rebating (59A-16-16–18)

Boycott, Coercion, or Intimidation (59A-16-19)

Examination of Books and Records (59A-4-3, 4)

Insurance Fraud Act (59A-16C-1-16)

Consumer Information Privacy (59A-2-9.3; Reg 13.1.3.1-.28)

Federal Laws and Regulations 2% (3 items)

Fair Credit Reporting Act - Purpose
18 United States Code (USC) Sections 1033 and 1034 - Purpose (Letter of Written Consent)
National Do Not Call List
Privacy [Gramm Leach Bliley]
Prohibited Persons in Insurance (18 United States Code (USC) Sections 1033 and 1034) waiver
Affordable Care Act (ACA)
CAN-SPAM Act
General Insurance Concepts 5% (8 items)
Risk
Methods of Handling Risk (Avoidance, Retention, Sharing, Reduction, Transfer)
Elements of Insurable Risks
Definitions (Risk, Hazard, Peril, Loss)
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, Accident and Health Insurance Basics 16% (24 items)
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
Premium Frequency
Field Underwriting
Application Procedures
Warranties and Representations
Disclosures and Privacy
Policy Delivery
Effective Date of Coverage
Policy Review
Premium Collection Methods (e.g., Electronic, Physical, EFT, ACH)
Statement of Good Health
Company Underwriting
Sources of Information
Classifications of Risk (Preferred, Standard, Substandard, Declined)
Definitions of Perils
Accidental Injury
Sickness
Types of Losses and Benefits
Loss of Income from Disability (Short-Term/Long-Term Disability)
Medical Expense
Long-Term Care Expense
Classification of Risks
Preferred
Standard
Substandard
Underwriting Requirements (Varies by Insurer)
Sources of Underwriting
Application
Producer's report
Medical information bureau (MIB)
Inspection report
Medical examination
Attending physician's report
Types of Life Insurance Policies 9% (13 items)
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 13% (19 items)
Standard Life Insurance Provisions
Ownership
Assignment
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
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 8% (12 items)
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)
Accident and Health Insurance Policy Provisions 7% (10 items)
Uniform Required Provisions
Time Limit on Certain Defenses
Grace Period
Reinstatement
Claim Forms
Proof of Loss
Time of Payment of Claims
Physical Examinations and Autopsy
Legal Actions
Entire Contract
Payment of Claims
Change of Beneficiary
Notice of Claim
Uniform Optional Provisions
Change of Occupation
Misstatement of Age/Sex
Illegal Occupation
Intoxicants, Narcotics, or Other Controlled Substances
Other General Provisions
Right to Examine/Free Look
Insuring Clause
Consideration Clause
Coinsurance
Probationary Period
Elimination Period
Exclusions
Disability Income and Related Insurance 4% (6 items)
Benefits Determination for Disability
Indemnity
Loss of Income
Qualifications of Disability
Total (Own Occupation, Any Occupation)
Partial
Permanent
Presumptive
Recurrent
Residual
Inability to Perform Duties
Occupational versus Non-Occupational
Individual Disability Income Insurance
Basic Total Disability Plan

Cost of Living Rider
Future Increase Option Rider
Change of Occupation
Refund Provisions
Exclusions
Waiver of Premium
Probationary Period
Elimination Period
Benefit Limits
Unique Aspects of Individual Disability Income Underwriting
Occupational Considerations
Benefit Limits
Policy Issuance Alternatives
Group Disability Income Insurance
Short-Term Disability
Long-Term Disability
Coordination of Benefits (Workers' Compensation Benefits and Social Insurance)
At-work benefits
Business Disability Income Insurance
Key Employee Disability Income
Disability Buy-Sell Policy
Business Overhead Expense
Social Security Disability Income
Qualification for Disability Benefits
Definition of Disability
Waiting Period
Medical Plans 10% (15 items)
Medical Plan Concepts
Fee-for-Service
Prepaid
Specified disease/Dread disease insurance
Comprehensive Coverage
Dependent Coverage
Provisions and Clauses
Deductibles
Stop-Loss Provision
Impairment rider
Types of Medical Plans
Major Medical Insurance
Health Maintenance Organizations (HMOs)
Preferred Provider Organizations (PPOs)
Point-of-Service (POS) Plans
Cost Containment in Health Care Delivery
Managed Care

Preventive Care
Outpatient Benefits
Utilization Management
Preauthorization
Primary Care Physician
Limited Health Insurance Policies
Accidental Death and Dismemberment
Hospital indemnity
Critical Illness/Dread Disease
Vision Care
Dental
Health Insurance Portability and Accountability Act (HIPAA)
Eligibility Requirements
Terms
Privacy
Portability
Affordable Care Act (ACA)
Eligibility
Dependent coverage
Essential health benefits
Levels of Coverage (Metallic Plans)
Group Health Insurance 6% (9 items)
Characteristics of Group Health Insurance
Group Contract
Certificate of Coverage
Eligible Groups
Contributory versus Non-Contributory
Employer Group Health Insurance
Underwriting Criteria
Eligibility for Insurance
Conversion of Coverage
Open Enrollment
Probation/Waiting Period
Coordination of Benefits
COBRA
Eligibility
Duration of Coverage
Premium
Specialized Health Insurance for Qualified Individuals 5% (8 items)
Medicare
Eligibility
Part A
Part B
Part C

Part D
Medicare Supplement Insurance
Enrollment Periods
Standardized Plan Benefits
Medicaid
Eligibility
Long-Term Care Policies
Eligibility for Benefits (Activities of Daily Living)
Benefit/Elimination Periods
Levels of care (Skilled, Intermediate, Custodial)
Federal Tax Considerations for Life and Health Insurance 5% (8 items)
Taxation of Personal Life Insurance and Annuities
Premiums
Dividends
Settlements
Last In First Out (LIFO) and First In First Out (FIFO)
Surrenders and Withdrawals
Modified Endowment Contracts (MECs)
Health Insurance Premiums and Benefits
Individual
Group
Disability Income (Individual and Group)
Business Disability Insurance
Consumer-Driven Health Plans
Health Savings Accounts (HSAs)
High Deductible Health Plans (HDHPs)
Health Reimbursement Accounts (HRAs)
Flexible Spending Accounts (FSAs)