

WASHINGTON LIFE AND DISABILITY PRODUCER

150 Items - 195 Minutes

Federal Laws and Regulations (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

Washington Laws, Rules, and Regulations (45 items)

Ref: References are from the revised Code of Washington Title 48 (RCW-48) and the Washington Administrative Code (WAC) Title 284.

Washington Laws, Rules, and Regulations Common to Life and Disability Insurance

Commissioner

Broad powers (Ref: 48.02.010, .020, .060, .080, .100, .160; WAC 284-02-010)

Examination of records (Ref: 48.03.010-.030; WAC 284-03-015)

Rates and forms (Ref: 48.18.100; 48.19.010, .040; 48.17.490)

Penalties (Ref: 48.17.530-.560)

Unlicensed activities (Ref: 48.17.063)

Terms and Concepts

Insurance (Ref: 48.01.040)

Insurer (Ref: 48.01.050; 48.09.110,.120, .300)

Insurance transaction (Ref: 48.01.060)

Authorized and unauthorized certificate of authority (Ref: 48.15, .020, .040; 48.05.215; 48.05.030)

Guaranty Association

Life - Disability (Ref: 48.32A 015-.085)

Fraternal (Ref: 48.36A.010)

Licensing

Persons required to be licensed (Ref: 48.17.060, .090, .490)

Producer (Ref: 48.17.010; 48.17.420; 48.17.010, .420; WAC 284-17-015)

Temporary (Ref: 48.17.510)

Nonresident (Ref: 48.17.173; WAC284-17-122)

Exemptions (Ref: 48.17.010, .062, .110)

Appointments/termination of appointments (Ref: 48.17.160; WAC 284-17- 429, .435, .439,.443,445,449,467,473,476,483, 490)

Penalties for noncompliance

Refusal/nonrenewal (Ref: 48.17.530, .540)

Suspension/revocation/probation (Ref: 48.17.530, .540, .550)

Fines (Ref: 48.17.560)

Maintenance and duration of license

Renewal (Ref: WAC 284-17-423; 48.14.010)

Continuing education (Ref: WAC 284-17-220-265)

Late renewal/reinstatement (Ref: WAC 284-17-490; RCW 48.17.170)

Reporting of actions (Ref: 48.17.597)

Designated Responsible Licensed Person (DRLP) (Ref: 48.17.090(3)(b), WAC284-17-603)

Marketing Practices
Protection of public interest (Ref: 48.01.030)
Unfair practices and frauds (RCW 48.30)
Trade practices (Ref: WAC284-30-350,360 to 380, 400, 570-590, 660,670)
Life – Disability (Ref: WAC284-30-450, 600 to 650)
Producer’s Compensation Disclosure (Ref: RCW 48.17.270)
Rebating and inducements (Ref: 48.30.140-150, .170, .190)
Twisting (Ref: 48.30.180)
Misrepresentation (Ref: 48.30.090, .210)
Defamation of insurer (Ref: 48.30.080)
Discrimination (Ref: 48.30.300; 48.18.480)
Failure to issue proper receipts (Ref: WAC284-30-550)
Advertising (Ref: 48.30.040-.080)
Excess charges (Ref: 48.30.157)
Producer responsibilities
Policy delivery (Ref: WAC284-30-580; 48.18.260, 48.185.005(2))
Premium accountability (Ref: 48.17.480)
Separate account requirement (Ref: 48.17.480, .600; WAC284-12-080)
Reply to the Insurance Commissioner (Ref: 48.17.475)
Burden of determining authorization (Ref: 48.17.067)
Display of License (Ref. 48.17.460)
Compensation of licensees
Receiving compensation (Ref: 48.17.490)
Charges for extra services (Ref: 48.30.157; 48.17.270)
Washington Laws, Rules, and Regulations Pertinent to Life Insurance only
Marketing methods and practices
Replacement
Purpose (Ref: WAC284-23-400)
Definitions (Ref: WAC284-23-410, 420)
Duties of insurers (Ref: WAC284-23-440, 450, 455)
Exemptions (Ref: WAC284-23-430)
Disclosure (Ref: 48.23.020)
Purpose (Ref: WAC284-23-200)
Definitions (Ref: WAC284-23-220)
Requirements (Ref: WAC284-23-230, 240, 320, 350, 360(2))
Exemptions (Ref: WAC284-23-210)
Life Insurance Policy Illustration (Ref: 48.23A.005, .010, .015 .020, .060, .070, .090)
Annuities Suitability (Ref: 284-23-390)
Annuity Suitability Education (Ref: WAC284-17-265)
Policy clauses and provisions
Return of policy and refund of premium (Ref: 48.23.380)
Policy loans (Ref: 48.23.085)
Policy settlement (Ref: 48.23.300, .310)
Purchase or exchange of annuities (Ref: 48.23.015)
Grace period (Ref: 48.23.030)
Entire contract (Ref: 48.23.040, 48.18.080)
Incontestability (Ref: 48.23.050)
Misstatement of age (Ref: 48.23.060)

Limitation of liability (Ref: 48.23.260)
Minimum nonforfeiture amounts (Ref: 48.23.440(2))
Group life
Eligible groups (Ref: 48.24.010, .020, .030(1), .045, .050, .060)
Payment of proceeds (Ref: 48.24.270)
Grace Period (Ref: 48.24.110)
Incontestability (Ref: 48.24.120)
The contract – Representations (Ref: 48.24.130)
Insurability (Ref: 48.24.140)
Certificates (Ref: 48.24.170)
Limitation of liability (Ref: 48.24.210)
Conversion (Ref: 48.24.180)
Washington Laws, Rules, and Regulations Pertinent to Accident and Health (Disability) Insurance Only
Marketing methods and practices
Outline of coverage/disclosure (Ref: WAC284-50-410 to 440)
Medicare Supplement Health Insurance Act (Ref: WAC284-66-010, 020)
Definitions (Ref: 284-66-030, 040)
Outline of Coverage/ Disclosure (Ref: 284-66-020, 080, 120, 135)
Buyer’s Guide (Ref: 284-66-110)
Replacement forms (Ref: 284-66-130, 142)
Application responsibilities (Ref: 48.66.140)
Pre-existing conditions (Ref: 48.66.055; 284-66-170)
Regulations (Ref: 284-66-310, 330, 340, 350)
Free Look (Ref: 48.66.120)
Guarantee Issue (Ref: 284-66-064 (4a, 4b); 48.66.025, .045(2)(a))
Long-Term Care Education Requirements (Ref: 48.83.130 WAC284-17-262, 264)
Long-Term Care Insurance (Ref: 48.83.020)
Definition (Ref: RCW 48.83.020)
Health Care False Claim Act (Ref: RCW 48.80.010, .020, .030)
Purpose (Ref: 48.80.030)
Penalty for noncompliance (Ref: 48.80.030)
Producer responsibilities
Application completion (Ref: WAC284-30-630)
Health Insurance Reform
Definitions (Ref: 48.43.005(1-37))
Maternity services (Ref: 48.43.115 (3a), (3f))
External review of healthcare disputes by an independent review organization (IRO) (Ref: 48.43.535)
Enrollment of a child under parent’s health plan (Ref: 48.01.235)
Policy clauses, exclusions, and provisions
Standard provisions (Ref: RCW 48.20.032-152)
Free Look (Ref: 48.20.013)
Discrimination prohibited (Ref: 48.44.220)
Health Care Service Contractors (HCSC) and Health Maintenance Organizations (HMOs)
Definitions (Ref: 48.44.010; 48.46.020)
Continuation (Ref: 48.44.360; 48.46.440)
Coverage of newborn (Ref: 48.46.250)
Coverage for children (Ref: 48.44.215)
Commissioner authority over HMOs (Ref: 48.46.060(3)(4))

General Insurance Concepts (6 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 (20 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
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 (12 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 (17 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 (6 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)
Individual Accident and Health Insurance Policy Provisions (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 (5 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
Other Cash Benefits - (Accidental Death and Dismemberment (AD&D), Rehabilitation Benefit, Medical Reimbursement Benefit)
Refund Provisions
Exclusions
Waiver of Premium
Probationary Period
Elimination Period
Benefit Limits
Unique Aspects of Individual Disability 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
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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
Hearing
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 (3 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
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Health Insurance for Senior Citizens and Special Needs Individuals (5 items)
Medicare
Eligibility
Part A
Part B
Part C
Part D
Medicare Supplement Insurance
Open Enrollment
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 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)