

WASHINGTON LIFE PRODUCER
100 Items - 150 Minutes
Federal Laws and Regulations (2 items)
Fair Credit Reporting Act - Purpose
18 United States Code (USC) Sections 1033 and 1034 - Purpose (Letter of Written Consent)
Prohibited Persons in Insurance, waiver required
National Do Not Call List
Washington Laws, Rules, and Regulations (30 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 Insurance
Commissioner
Broad powers (Ref: 48.02.010, .020, .060, .080, .100, .160; 48.18.310; 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, .063, .090, .490)
Producer (Ref: 48.17.010; 48.17.420; 48.17.060; 48.17.250; 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; 48.17.250; 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, .535, .540, .550)
Fines (Ref: 48.17.560)
Maintenance and duration of license
Renewal (Ref: WAC 284-17-423, 490; 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)
Licensing Process (Ref: WAC 284-17-,.005, .065)
Designated Responsible Licensed Person (DRLP) (Ref: 48.17.090(3)(b), WAC284-17-603)
Marketing Practices

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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)
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)
Marketing methods and practices
Replacement
Purpose (Ref: WAC284-23-400)
Definition (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 and Policy Summary (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)

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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)	
General Insurance Concepts (9 items)	
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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	
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Authority and Powers of Producers	
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The Law of Agency	
Legal Interpretations Affecting Contracts	
Reasonable Expectations - good faith	
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Warranties, Representations, Misrepresentations, and Concealment	
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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 (14 items)	
Term Life Insurance	
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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	
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Eligible Groups	
Characteristics of Group Life Insurance	
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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	
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One Year Term	
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Single Life versus Multiple Life	
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Equity Indexed Annuities	
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