

ARKANSAS LIFE GENERAL KNOWLEDGE CONTENT OUTLINE

50 scoreable questions plus 5 pretest questions

90 minutes - 70%

TYPES OF POLICIES	12
Traditional Whole Life Products	
Ordinary whole life	
Limited-pay and single-premium life	
Interest/Market-Sensitive/Adjustable Life Products	
Universal life	
Variable whole life	
Variable universal life	
Interest-sensitive whole life	
Indexed life	
Term Life	
Types	
Level	
Decreasing	
Return of premium	
Annually renewable	
Special features	
Renewable	
Convertible	
Annuities	
Single and flexible premium	
Immediate and deferred	
Fixed and variable	
Indexed	
Combination Plans and Variations	
Joint life	
Survivorship life (second to die)	
POLICY RIDERS, PROVISIONS, OPTIONS, AND EXCLUSIONS	18
Policy Riders	
Waiver of premium and waiver of monthly deduction	
Guaranteed insurability	
Payor benefit	
Accidental death and/or accidental death and dismemberment	
Term riders	
Other insureds	
Long term care	
Return of premium	
Policy Provisions and Options	
Entire contract	
Insuring clause	
Free look	
Consideration clause	
Owner's rights	
Beneficiary designations	
Primary and contingent	
Revocable and irrevocable	
Common disaster	
Minor beneficiaries	
Premium Payment	
Modes	
Grace period	
Automatic premium loan	
Level or flexible	
Reinstatement	

Policy loans, withdrawals, partial surrenders	
Non-forfeiture options	
Dividends and dividend options (e.g. participating, non-participating)	
Incontestability	
Assignments	
Suicide	
Misstatement of age and gender	
Settlement options	
Accelerated death benefits	
Policy Exclusions	
COMPLETING THE APPLICATION, UNDERWRITING, AND DELIVERING THE POLICY	12
Completing the Application	
Required signatures	
Changes in the application	
Consequences of incomplete applications	
Warranties and representations	
Collecting the initial premium and issuing the receipt	
Replacement	
Disclosures at point of sale (e.g. , HIPAA, HIV consent)	
USA PATRIOT Act/anti-money laundering	
Underwriting	
Insurable interest	
Medical information and consumer reports	
Fair Credit Reporting Act	
Risk classification	
Stranger/investor-owned life insurance (STOLI)/(IOLI)	
Delivering the Policy	
When coverage begins	
Explaining the policy and its provisions, riders, exclusions, and ratings to the client	
Contract Law	
Elements of a contract	
Unique aspects of the insurance contract	
Conditional	
Unilateral	
Adhesion	
Aleatory	
TAXES, RETIREMENT, AND OTHER INSURANCE CONCEPTS	8
Third-Party Ownership	
Viatical Settlements	
Life Settlements	
Group Life Insurance	
Conversion privilege	
Contributory vs. noncontributory	
Retirement Plans	
Qualified plans	
Nonqualified plans	
Life Insurance Needs Analysis/Suitability	
Personal insurance needs	
Business insurance needs	
Key person	
Buy sell	
Social Security Benefits	
Tax Treatment of Insurance Premiums, Proceeds, and Dividends	
Individual life	
Group life	
Modified Endowment Contracts (MECs)	

LIFE ARKANSAS SPECIFIC CONTENT OUTLINE
30 scoreable questions plus 5 pretest questions
60 minutes - 70%

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
- Fraternal
- Stock and mutual companies
- Certificate of authority
- Insurance transaction

Licensing (Ref: 23-64-102, 202, 203, 210, 214- 218, 220, 223, 301, 302-305; 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 address
 - 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
- 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)